

Executive Committee Meeting Wednesday, March 19, 2025 ❖ 4 − 5 p.m. Allan Hancock College – Captain's Room

AGENDA

		Page	Tentative Time
1.	Call to Order		4:00 PM
2.	Roll Call		
3.	Public Comment		
	This section of the agenda is intended for members of the public to address the Executive Committee on items involving the Foundation that are being considered. Please note that directors are prohibited by the Brown Act from responding to comments made regarding topics not on the official agenda. If you wish to speak to any item listed, please complete a Request to Speak Card available from the executive director. It is suggested that speakers limit themselves to five minutes.		
4.	Approval of Agenda for March 19, 2025 (ACTION)	1-2	4:01 PM
5.	Approval of Minutes for November 13, 2024 (ACTION)	3-5	
6.	Approval of Minutes for January 30, 2025, Special Meeting (ACTION)	6	
7.	Executive Director's Report		4:05 PM
8.	Governance and Nominations Committee		
	8.A. Leadership and Succession Planning (ACTION)	7	4:10 PM
	8.B. 2025-2026 Officers and Chairs Survey	8	
9.	Finance Committee		4:25 PM
	9.A. Review and Approval of Financial Statements through 1/31/2025 (ACTION)	9-13	
	9.B. Auditors 2023-2024 IRS Form 990 Report (ACTION)	14	
	9.C. Current Economic Climate - Discussion		
	9.D. Approval of Proposed 2025-2026 Operating and All Fund Budgets (ACTION)	15-16	
10.	Advancement Committee (Information)		4:45 PM
	10.A. Foundation Giving Report	17	
	10.B. President's Circle Campaign	18	
	10.C. Scholarship Subcommittee Report	19	
	10.D. Listening Parties	20	
	10.E. Hancock Honors	21	
11.	Administrative Fee on Promise Fund	22	



Executive Committee Meeting Wednesday, March 19, 2025 ❖ 4 – 5 p.m. Allan Hancock College – Captain's Room

12. New Staff Position (ACTION)	23-25	
13. Board Meeting – March 27, 2025– Agenda Review (ACTION)	26-27	4:57 PM
14. Working Meeting – May 15, 2015 – Agenda Review (ACTION)	28	
15. Consideration of New Business (Information)		4:58 PM
16. Next Meeting – July 16, 2025 4-5 p.m.		
17. Adjourn (ACTION)		5:00 PM

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

Jon Hooten, Executive Director

Allan Hancock College – College Advancement

Executive Committee Members:
Judith Dale, President/Chair
Debra Hood, Vice President
Mike Gibson, Treasurer
Tim Harrington, Secretary
Erica Jane Flores, Director
Kevin Walthers, AHC President/Superintendent

ALLAN HANCOCK COLLEGE FOUNDATION A REGULAR MEETING OF THE EXECUTIVE COMMITTEE Minutes of November 13, 2024, 4:00 – 5:00 p.m.

A regular Executive Committee meeting was held at Allan Hancock College - Bldg. B, 203.

1. Call to Order

Foundation board vice president, J. Dale, called the meeting to order at 4:02 p.m.

2. Roll Call

Committee Members Present: Lee-Volker Cox, Judith Dale, Erica Flores, Mike Gibson, Jeff

Hall, Tim Harrington, Debra Hood

Committee Members Absent: Kevin Walthers

College Staff Present: Jon Hooten

Recorder: Marisol Diaz

3. Public Comment – None

4. Approval of Agenda for November 13, 2024 (ACTION)

MOTION: On a motion by M. Gibson, seconded by E. Flores, the agenda for the special meeting of the Executive Committee and Finance Committee was approved by a unanimous voice vote.

5. Approval of Minutes for July 17, 2024 (ACTION)

MOTION: On a motion by L. V. Cox, seconded by D. Hood the minutes from July 17, 2024, were approved by a unanimous voice vote.

6. Approval of Minutes for September 26, 2024 (ACTION)

MOTION: On a motion by M. Gibson, seconded by D. Hood the minutes from September 26, 2024, were approved by a unanimous voice vote.

7. Executive Director's Report

J. Hooten shared that the Annual Impact Report will be mailed soon and an update on the Foundation's planning for Spring 2025.

8. Governance and Nominations Committee

8.A. New Member Nomination – Candice Monge (ACTION)

MOTION: On a motion by M. Gibson, seconded by J. Hall, Candice Monge's nomination was approved by a unanimous voice vote.

8.B. New Member Nomination – Katie Gorndt (ACTION)

MOTION: On a motion by M. Gibson, seconded by J. Hall, Katie Gorndt's nomination was approved by a unanimous voice vote.

8.C. New Member Nomination – Michael Boyer (ACTION)

MOTION: On a motion by M. Gibson, seconded by J. Hall, Michael Boyer's nomination was approved by a unanimous voice vote.

8.D. New Member Nomination – Michael Carroll (ACTION)

MOTION: On a motion by M. Gibson, seconded by J. Hall, Michael Carroll's nomination effective January 30, 2025, was approved by a unanimous voice vote.

8.E. Advancement Committee Chair (ACTION)

G. Pensa has accepted an invitation to serve as the Advancement Committee Chair

<u>MOTION</u>: On a motion by M. Gibson, seconded by D. Hood, Greg Pensa was approved as the Advancement Committee Chair by a unanimous voice vote.

8.F. Updated 2024-2025 Committee and Chairs (ACTION)

The Advancement Committee and Governance and Nomination Committee for the 2024-2025 fiscal year was updated to include new Board Directors.

MOTION: On a motion by M. Gibson, seconded by L. V. Cox, the updated Advancement Committee and Governance and Nominations Committee were approved by a unanimous voice vote.

8.G. Board Term Ends – Lee-Volker Cox (Information)

L.V. Cox's last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

8.H. Board Term Ends – J. Edwin Fields (Information)

J. Fields' last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

8.I. Board Term Ends – Mario Juarez (Information)

M. Juarez's last full board meeting will be January 30, 2025. Foundation staff would like to thank him for his service as a board director and will be recognized at the board meeting.

8.J. Board Term Ends – Sam Orozco (Information)

S. Orozco submitted his resignation to the board, effective 11/21/2024.

9. Finance Committee

9.A. Review and Approval of Financial Statements through 8/31/2024 (ACTION)

The Executive Committee reviewed financial statements through August 31, 2024.

MOTION: On a motion by L. V. Cox, seconded by J. Hall, the updated financial statements were approved as submitted by a unanimous voice vote.

9.B. Endowment Scholarship and Program Funding (ACTION)

M. Gibson discussed endowment scholarship and program funding report and considered staff's recommendation to fund at 5% across the board.

MOTION: On a motion by E. Flores, seconded by M. Gibson, the Executive Committee approved the endowment, scholarship and program funding presented and will be forwarded to the Board of Directors for approval.

9.C. Investment Policy Plan (ACTION)

The Investment Policy Statement was revised to align with current processes.

MOTION: On a motion by D. Hood, seconded by L. V. Cox, the Executive Committee approved the Investment Policy Statement as presented and will forward to the Board of Directors for approval.

9.D. Restricted Funds (Information)

At the last Finance Committee meeting, J. Frost asked to see a report on all restricted funds. M. Gibson shared that the Finance Committee discussed the age of specific funds and how college staff are notified of these funds.

10. Advancement Committee

10.A. Foundation Giving Report

J. Hooten reviewed the Foundation Giving Report and reported the Hancock Honors fundraising gross was \$275,000.

10.B. President's Circle Campaign

J. Hooten gave an update on the new President's Circle campaign and shared that staff will work on expanding this report.

10.C. Scholarship Subcommittee Report

J. Hooten shared that applications are open now through February 2025. The committee will start reviewing mid-February.

10.D. Outreach Events

J. Hooten shared that the Advancement Committee talked about directors hosting small events to share with new people the purpose of the Foundation's work.

11. Board Meeting November 21, 2024 – Agenda Review (ACTION)

MOTION: On a motion by J. Hall, seconded by M. Gibson, the agenda for the November 21, 2024, meeting of the Board of Directors was approved by a unanimous voice vote.

12. Retreat and Working Meeting January 30, 2025 – Agenda Review (ACTION)

MOTION: On a motion by D. Hood seconded by E. Flores, the agenda for the January 30, 2025, Board of Directors Retreat and meeting was approved by a unanimous voice vote.

13. Consideration of New Business

None

14. Next Meeting – March 19, 2025, 4-5 p.m.

15. Adjourn (ACTION)

MOTION: On a motion by L. V. Cox seconded by J. Hall, the meeting was adjourned at 4:54 p.m. by a unanimous voice vote.

ALLAN HANCOCK COLLEGE FOUNDATION A SPECIAL MEETING OF THE EXECUTIVE COMMITTEE Minutes of January 30, 2025, 12:45 – 1:00 p.m.

A special Executive Committee meeting was held at The Maker's Son in Los Alamos, California.

1. Call to Order

Foundation board vice president, J. Dale, called the meeting to order at 12:43 p.m.

2. Roll Call

Committee Members Present: Judith Dale, Erica Flores, Mike Gibson, Debra Hood, Christina

Hernandez

Committee Members Absent: Lee-Volker Cox, Tim Harrington, Kevin Walthers

College Staff Present: Jon Hooten

Recorder: Marisol Diaz

3. Public Comment - None

4. Approval of Agenda for January 30, 2025 (ACTION)

MOTION: On a motion by M. Gibson, seconded by D. Hood, the committee accepts Carolyn's nomination and was approved by a unanimous voice vote.

5. New Member Nomination – Carolyn Baldiviez (ACTION)

MOTION: On a motion by M. Gibson, seconded by D. Hood, the committee accepts Carolyn's nomination and was approved by a unanimous voice vote.

6. New Member Nomination – Michael Brady (ACTION)

MOTION: On a motion by M. Gibson, seconded by D. Hood, the committee accepts Michael's nomination and was approved by a unanimous voice vote.

7. Board Member Resignation – Gloria Soto

J. Hooten shared with the committee that Gloria submitted her resignation from the Board.

8. Board Member Resignation – Naishadh Buch

J. Hooten shared with the committee that Naishadh submitted his resignation from the Board.

9. Consideration of New Business

None

10. Next Meeting – March 19, 2025, 4-5 p.m.

11. Adjourn (ACTION)

<u>MOTION</u>: On a motion by E. Flores seconded by M. Gibson the meeting was adjourned at 12:50 p.m. by a unanimous voice vote.

Agenda Item 8.A.

To: Executive Committee	ACTION
From: Debra Hood, Chair Governance and Nominations Committee	March 19, 2025
Subject: Leadership and Succession Planning	

BACKGROUND

At the retreat in January, the Board indicated that a focus on developing succession planning is a priority for 2025. The board does not currently have a leadership planning or selection process. This discussion will begin the conversation about how the board would like to structure its self-governance in a way that provides stable and predictable leadership.

The Governance and Nominations Committee proposes two-year terms for all officers and recommends the Vice President as the next President.

RECOMMENDATION

The Governance and Nominations Committee recommends approval of two-year terms for officers and recommends the Vice President as the next President. Upon approval, this will be sent to the board for review and approval.

Agenda Item 8.B.

To: Executive Committee	Information
From: Debra Hood, Chair Governance and Nominations Committee	March 19, 2025
Subject: 2025-2026 Officers and Chairs	

BACKGROUND

Each year in July, the Board elects officers and chairs for the following fiscal year. Each spring, the Board is asked to complete a short survey about leadership interests. We will be sending this survey to all Board Directors in the following weeks. Please make sure to fill it out as it allows us to understand your preferences and interests.

Committee's roles and duties:

- 1. <u>Executive Committee</u> has the authority of the board of directors for the day-to-day management of the corporation as prescribed by the bylaws or as directed by the board of directors. The committee includes the elected officers of the corporation, a trustee appointee, the Superintendent/President, and at least two at-large members of the board of directors.
- 2. <u>Finance Committee</u> makes recommendations to the Executive Committee about the Foundation's financial activities including investments, allocations of earnings, budgets, and fiscal policy. The committee monitors the foundation's financial activities, policies, and procedures and reports to each regular board meeting the income, expenses and investments of the corporation. The committee is chaired by the elected treasurer of the corporation. Membership includes the college's Associate Superintendent/Vice President, Finance and Administration, and other voluntary members from the board and/or community.
- 3. <u>Governance and Nominations Committee</u> seeks out, screens, and proposes new directors and officers to be nominated for election to the board. Generally, at the final board meeting of the calendar year, the committee recommends the slate of officers for board consideration.
- 4. <u>Advancement Committee</u> provides vision, leadership, and accountability for all Foundation fundraising and outreach efforts. The Advancement Committee will include a subcommittee for the Scholarship programs.
- 5. **Scholarship Subcommittee** oversees and advises the board on the foundation's annual scholarship program including the reviewing process, annual awards, and web-based application procedures.

Agenda Item 9.A.

To: Executive Committee	ACTION
From: Mike Gibson, Chair Finance Committee	March 19, 2025
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

Contributions Report	9/1/2024 - 1/31/2025	9
Statement of Operations	1/31/2025	10
Statement of Financial Position	1/31/2025	11
General Operations Budget	1/31/2025	12

RECOMMENDATION

Staff recommend approval of the financial statements as submitted. Upon approval, the financial statements will be forwarded to the board for review and approval.

Allan Hancock College Foundation Contributions July 1, 2024 through June 39, 2025

Account		July	Aug	Sept	Oct		Nov	Dec	Jan	Feb	Ź	Mar	Apr	May		June	Total
General Operations	↔	6,508 \$	3 70	\$ 25	\$ 6,543	& &	35 \$	8,578	ω,	35							\$ 19,794
Other Local Income	↔	٠	1,201	\$ 30	\$ 3,207	\$ 2	1,104	1,929	• ₩								\$ 7,471
President's Circle Campaign	↔	1,031	3,491	\$ 8,560	\$ 11,813	& &	8,658	55,822	\$ 15,122	52							\$ 104,497
Restricted	₩	23,861 \$	3 7,575	\$ 3,025	\$ 430	\$	1,815	\$ 23,515	\$ 9,160	00							\$ 69,381
Scholarships	₩	32,404 \$	32,641 \$	\$ 32,626	\$ 42,920	\$	29,758 \$	\$ 111,464	\$ 35,481	75							\$ 317,293
Hancock Honors	↔	166,175 \$	31,125	\$ 22,317	\$ 33,285	2	28,285	\$ 1,035	\$ 835	35							\$ 283,057
Hancock Promise	↔	3,512 \$	3 4,268	\$ 5,209	\$ 20,749	\$	249 \$	10,807	₩	149							\$ 44,943
Title V - Hancock Promise	↔	٠	,	· •	\$ 50,000	\$	٠		• ₩								\$ 50,000
Endowments	↔	10,000 \$	3 200	\$ 50	\$ 100	\$	1	\$ 72,661	• ₩								\$ 83,011
MONTHLY TOTALS	63	243,491 \$	\$ 80,570 \$	\$ 71,842 \$	\$ 169,048 \$	89	69,904 \$	\$ 283,810 \$	\$ 60,782	32 \$	69	69	'	69	69		\$ 979,448
CURRENT YTD TOTALS	\$	243,491	324,061	\$ 243,491 \$ 324,061 \$ 395,903 \$		8	634,855	564,951 \$ 634,855 \$ 918,666 \$ 979,448	\$ 979,44	€	69		٠	49	69	٠	\$ 979,448

IBUTIONS	2,898,514	1,186,168	1,754,527	1,912,505	3,661,328	1,646,016	2,547,577	1,167,156	1,766,065	1,354,736	4,230,595	11,662,226	774,867	907,673	941,725	
PRIOR YEARS CONTRIBUTIONS	July 2023 -June 2024	July 2022 -June 2023	July 2021 -June 2022	July 2020 -June 2021	July 2019 -June 2020	July 2018 - June 2019	July 2017 - June 2018	July 2016 - June 2017	July 2015 - June 2016	July 2014 - June 2015	July 2013 - June 2014	July 2012-June 2013	July 2011 - June 2012	July 2010 - June 2011	July 2009 - June 2010	

NOTES:a) Report does not include investment portfolio activity.

ALLAN HANCOCK COLLEGE FOUNDATION STATEMENT OF OPERATIONS FOR THE PERIOD ENDING 01/31/2025

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
REV ENUES:							
Contributions, Gifts, Grants & Endwmnt	t s 0	120,508	391,733	317,293	133,011	0	962,545
Non Cash Contribution	0	0	9,432	0	0	0	9,432
Interest and Investment Income	0	27,250	0	0	0	535,709	562,959
Realized Gain/Loss on Invest	0	4,181	0	0	0	419,326	423,507
Unrealized Gain/Loss on Invest	0	13,493	0	0	0	510,238	523,730
Other Local Revenues	0	1,201	2,720	3,550	0	0	7,471
Total Revenues	0	166,633	403,885	320,843	133,011	1,465,273	2,489,644
EXPENSES:				•			
Non Bargaining Unit	0	174,702	0	0	0	0	174,702
Benefits	0	39,997	0	0	0	0	39,997
Instructional Printing	0	0	1,517	0	0	0	1,517
Public Relations/Recognitions	0	1,756	13	0	0	0	1,769
Office/Operational Supplies	0	1,904	10,829	0	0	0	12,733
Non Instr Printing	0	6,199	1,606	0	0	0	7,805
Food - Business Meetings/Events	0	9,184	48,288	0	0	0	57,473
In-Kind Food Supplies	0	0	185	0	0	0	185
Indep Contractor (Individuals)	0	11,956	37,328	0	0	0	49,284
Service Contracts (Businesses)	0	6,038	37,675	0	0	0	43,713
In-Kind Service Contracts (Busnss)	0	0,000	3,302	0	0	0	3,302
Travel - All Travel Costs	0	3,883	556	0	0	0	4,439
In-Kind Travel Expense	0	0,000	946	0	0	0	946
On-Site-Prof. Develop/Webinars	0	888	200	0	0	0	1,088
Foundation Community Activities	0	18,148	200	0	0	0	18,148
Dues & Memberships	0	4,793	294	0	0	0	5,087
•	0	4,793 74	1,492	0	0	0	1,566
Non-Tech Licenses, Permits, Fees		29,767	1,492	0	0	0	29,767
Software License/Subscription Agrm Insurance	0	29,767	190	0	0	0	190
		0		0	0	0	
Equipment Rental	0	_	2,524				2,524
District/College Support	0	21,228	39,951	0	0	0	61,178
Postage/Express Services	0	2,028	566	0	0	0	2,594
Advertising/Sponsorships	0	3,575 0	39	0	0	0	3,614
In-Kind Advertising	0	872	5,000 378		0	0	5,000
Bank Service Charges	0			0	0	-	1,249
Investment Brokerage Fees	0	1,888	0	0	-	103,860	105,749
Cash Over and Short	0	0	0	0	0	0	0
PCPA Support	0	0	0	58,572	0	0	58,572
Equipment	0	631	9,176	0	0	0	9,807
Student Assistance	0	0	6,991	0	0	0	6,991
Scholarships	0	4,922	3,500	544,677	0	102.000	553,098
Total Expenses	0	344,432	212,545	603,249	0	103,860	1,264,086
Net Income (Loss) OTHER FINANCING SOURCES/OUTGO:	0	(177,799)	191,340	(282,405)	133,011	1,361,412	1,225,558
Intrafund Transfer-In	0	84,538	226,029	282,174	41,737	0	634,478
Intrafund Transfers-Out	0	19	51,223	2,000	0	581,236	634,478
Other Transfer-In	0	297,554	0	0	0	0	297,554
Net Transfers	0	382,073	174,807	280,174	41,737	(581,236)	297,554
Net Inc/Dec in Fund Bal	0	204,274	366,146	(2,231)	174,748	780,176	1,523,112
FUND BALANCE:							
Fund Equity, July 1	0	735,205	1,662,110	836,488	17,531,279	4,617,775	25,382,858
Current Balance	0	939,479	2,028,257	834,256	17,706,026	5,397,951	26,905,970
			·	<u></u>		·	-

ALLAN HANCOCK COLLEGE FOUNDATION STATEMENT OF FINANCIAL POSITION FOR THE PERIOD ENDING 01/31/2025

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							_
Claim on Cash (12,295,250)	950,565	1,713,054	830,900	3,402,781	5,397,951	0
AHC Fdtn Mechanics Bank Checking	383,530	0	0	0	0	0	383,530
AHC Fdtn MS Active Assets MM	341,466	0	0	0	0	0	341,466
Petty Cash	0	300	0	0	0	0	300
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	123,463	0	123,463
MS Select UMA Unrestr 2948 Inv Cash	43,324	0	0	0	0	0	43,324
Monarch With Strategies Pooled Cash	21,229	0	0	0	0	0	21,229
Monarch With Strategies Lahr Cash	0	0	0	0	523	0	523
Monarch With Strtgs HP 3588 Cash	0	0	0	0	5,663	0	5,663
Monarch With Strtgs Young 0897 Cash	n 0	0	0	0	12,635	0	12,635
MS Select UMA Pooled 1441 Inv Cash	273,103	0	0	0	0	0	273,103
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	6,008	0	6,008
Accounts Receivable	0	0	21,000	44,000	0	0	65,000
Pledge Receivable - Current	0	0	103,200	0	0	0	103,200
Pledge Receivable - Non Current	0	0	202,800	0	0	0	202,800
Discount on Pledge Receivable	0	0	(11,967)	0	0	0	(11,967)
Due From Other Funds	0	8,406	700	0	0	0	9,106
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,267,895	0	2,267,895
MS Select UMA Unrestr 2948 Inv Cost	424,581	0	0	0	0	0	424,581
Monarch With Strategies Pooled Cost	2,188,421	0	0	0	0	0	2,188,421
Monarch With Strategies Lahr Cost	0	0	0	0	61,491	0	61,491
Monarch With Strtgs HP 3588 Cost	0	0	0	0	9,069,183	0	9,069,183
Monarch With Strtgs Young 0897 Cost	. 0	0	0	0	1,292,916	0	1,292,916
MS Select UMA Pooled 1441 Inv Cost	6,675,855	0	0	0	0	0	6,675,855
Interest in CA Comm Colleges Cost	0	0	0	0	164,132	0	164,132
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	520,620	0	520,620
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	564,344	0	564,344
MS Select UMA Unrestr 2948 FMV Adj	93,881	0	0	0	0	0	93,881
Monarch With Strtgs Pooled FMV Adj	175,880	0	0	0	0	0	175,880
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	4,572	0	4,572
Monarch With Strtgs HP 3588 FMV Adj	0	0	0	0	113,243	0	113,243
Monarch With Str Young 0897 FMV Adj	j 0	0	0	0	58,809	0	58,809
MS Select UMA Pooled 1441 FMV Adj	1,673,979	0	0	0	0	0	1,673,979
MrgStnly TitleV HSI HP 8826 FMV Adj	0	0	0	0	37,749	0	37,749
Total Assets	0	959,271	2,028,787	874,900	17,706,026	5,397,951	26,966,934
LIABILITIES:							
Sales Tax Payable	0	908	0	0	0	0	908
Due To/From Interchart Scholarsh	0	0	0	40,643	0	0	40,643
Total Liabilities	0	908	0	40,643	0	0	41,551
FUND BALANCE:							
Fund Equity FYB	0	735,205	1,662,110	836,488	17,531,279	4,617,775	25,382,858
Current Income/Loss	0	204,274	366,146	(2,231)	174,748	780,176	1,523,112
Total Fund Balance	0	939,479	2,028,256	834,257	17,706,027	5,397,951	26,905,970
Total Liabilities & Fund Balance	0	940,387	2,028,256	874,900	17,706,027	5,397,951	26,947,521

Query View Fiscal period start date Fiscal period end date As of Date Budget Status by Account 07/01/2024 06/30/2025 01/31/2025 USD Currency

Query Parameters

Chart of Accounts 3 831001 AFN Fund

Organization Account Program All 709001 Allan Hancock College Foundn Fdtn General Operations AHC Foundation

AHC Foundation

Program	709001	AHC Foundation			
Account	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
Expenses					
214000	Non Bargaining Unit	296,007	296,007	174,702	121,305
332000	Classified Non Instr FICA-Soc Scrty	18,352	18,352	10,832	7,520
336000	Classified Non-Instr FICA-Medicare	4,292	4,292	2,533	1,759
342000	Classified Non Instr Health & Wlfr	36,240	35,461	16,740	18,721
352000	Classified Non-Instr SUI	1,736	1,736	71	1,665
352500	Classified ETT-Foundation	28	28	25	3
362000	Classified Non Instr Workers Comp	2,368	2,368	1,869	499
395100	Employer Matching of TSA	35,521	26,217	7,928	18,289
451500	Public Relations/Recognitions	1,500	1,756	1,756	0
452000	Office/Operational Supplies	5,000	5,000	1,493	3,507
454000	Non Instr Printing	10,000	9,222	6,199	3,022
471000	Food - Business Meetings/Events	6,000	11,310	3,174	8,136
511000	Indep Contractor (Individuals)	500	850	650	200
511200	Service Contracts (Businesses)	4,500	6,950	6,038	912
521000	Travel - All Travel Costs	7,800	9,542	3,883	5,659
522000	On-Site-Prof. Develop/Webinars	0	1,183	888	295
522400	Foundation Community Activities	15,000	24,258	17,258	7,000
531000	Dues & Memberships	3,053	3,690	3,315	375
532000	Non-Tech Licenses,Permits,Fees	2,000	1,000	74	926
532200	Software License/Subscription Agrmt	28,000	29,767	29,767	0
587000	Postage/Express Services	5,000	2,709	2,028	681
588000	Advertising/Sponsorships	7,500	4,700	3,575	1,125
589200	Bank Service Charges	1,000	1,000	416	584
594000	Cash Over and Short	0	0	0	0
641000	Equipment	1,000	1,000	631	369
721500	Intrafund Transfers-Out	45,000	39,000	0	39,000
Revenue					
882000	Contributions, Gifts, Grants & Endwmnts	65.000	65,000	19.794	45.206
886000	Interest and Investment Income	0	0	10,392	-10,392
889000	Other Local Revenues	100	100	1,201	-1,101
898200	Intrafund Transfer-In	123,000	123,000	84,538	38,462
898300	Other Transfer-In	349,297	349,297	297,554	51,743
Revenue Total		537,397	537,397	413,480	123,917
Expenditure Total		537,397	537,397	295,843	241,554
Experiorare rotar		331,391	337,397	293,043	241,554
Report Total (of all records)		0	0	117,637	-117,637
	Intra Fund Transfers-Out	Budget	<u>-</u>	Actual	
	Scholarship Banquet	45,000		0	
		45,000	=	0	
		,	=		
	Intra Fund Transfers-In				
	Administration Fee @ 1.5%	118,000		79,065	
	Hancock Promise Gift Fee @ 1.5%	0		473	
	Unrestricted End. Proceeds-Madson	5,000		5,000	
	Unrestricted Endowment	0		0	
	Other Transfer-In (District support)	108,735		56,992	
	Other Transfer-In (District support)	240,562		240,562	
	(=γ	472,297	=	382,092	
				112,002	

Agenda Item 9.B.

To: Executive Committee	ACTION
From: Mike Gibson, Chair Finance Committee	March 19, 2025
Subject: Auditor's 2023-2024 IRS Form 990 Report	

BACKGROUND

As a part of the foundation's annual audit, representatives from CWDL, Certified Public Accountants, prepare the Internal Revenue Service's Form 990. The firm has provided the foundation with the filed *Form 990 – Return of Organization Exempt from Income Tax* form for the committee's review and approval. The form will be included as a PDF packet emailed to the committee. A hardcopy will not be included in the mailed packet.

RECOMMENDATION

Staff recommend approval of the IRS Form 990 as submitted and will be forwarded to the board for review and approval.

Agenda Item 9.D

To: Executive Committee	ACTION
From: Mike Gibson, Chair Finance Committee	March 19, 2025
Subject: Approval of 2025-2026 Proposed Operating and All Fund Budgets	

BACKGROUND

Each year the Finance Committee reviews and approves the Foundation's operating budget for the upcoming fiscal year. The proposed 2025-2026 Operating Budget is being presented for review and consideration by the Finance Committee. The proposed budget includes a 3% COLA for staff salaries.

RECOMMENDATION

The Finance Committee recommend the approval of the fiscal year 2025-2026 Foundation Operating Budget as submitted and will be forwarded to the board for approval.

Allan Hancock College Foundation All Foundation Funds Proposed Operating Budget and Budget for District

July 1, 2025 - June 30, 2026

			25 Com One	FV'	25 Rest. Sch. &		TARREST TO STATE OF THE STATE O	Dura	manad EVOC		roposed FY26	EV.	36 Dunung
	Account Title	"	25 Gen Opr Budget	FY.	End.		proved FY25 otal Budget		posed FY26 Gen Opr	Ur	restr. Rest. Sch. & End.	ll .	26 Proposed otal Budget
		_	Buuget		Ellu.		otal Buuget		deli Opi		& Ellu.	- 11	otal Buuget
	EXPENDITURES		200 007	Α.		Α.	200 007	<u></u>	274 220	Α.		φ.	274 220
	Non Bargaining Unit	\$	296,007			\$	296,007	\$	374,338		-	\$	374,338
	Classified Non Instr FICA-SocScty Classified Non-Instr FICA-Medi	\$	18,352 4,292	\$	-	\$	18,352 4,292	\$	23,209 5,428	\$	-	\$	23,209 5,428
(*4)	Classified Non Instr Health & Wlfr	\$	36,240	\$	-	\$	36,240	\$	48,000	\$		\$	48,000
("1)	Classified Non-Instr Pleatiff & Will Classified Non-Instr SUI	\$	1,736	\$	<u>-</u>	\$	1,736	\$	2,170	\$	-	\$	2,170
	Classified ETT-Foundation	\$	28	\$	<u>-</u>	\$	28	\$	35	\$		\$	35
	Classified Non Instr Workers Comp	\$	2,368	\$		\$	2,368	\$	2,995	\$		\$	2,995
(*2)	Employer Matching of TSA	\$	35,521	\$	_	\$	35,521	\$	44,921	\$	_	\$	44,921
(-/	Public Relations/Recognitions	\$	1,500	\$		\$	1,500	\$	2,000	\$	400	\$	2,400
	Office/Operational Supplies	\$	5,000	\$	35,000	\$	40,000	\$	5,000	\$	35,000	\$	40,000
	Non Instr Printing	\$	10,000	\$	20,000	\$	30,000	\$	10,000	\$	7,500	\$	17,500
	Food - Business Meetings/Events	\$	6,000	\$	96,000	\$	102,000	\$	7,000	\$	110,000	\$	117,000
	Indep Contractor (Individuals)	\$	500	\$	40,000	\$	40,500	\$	1,000		65,000	\$	66,000
	Service Contracts (Businesses)	\$	4,500	\$	30,000	\$	34,500	\$	9,900		55,000	\$	64,900
	Travel - All Travel Costs	\$	7,800	\$	-	\$	7,800	\$	8,000	_	4,000	\$	12,000
	On-Site Prof Develop/Webinars	\$	-	\$	-	\$	-	\$	1,000	_	500	\$	1,500
	Foundation Community Activities	\$	15,000	\$	=	\$	15,000	\$	20,000	\$	-	\$	20,000
	Dues & Memberships	\$	3,053	\$	7,000	\$	10,053	\$	5,500	\$	6,000	\$	11,500
	Non-Tech Licenses, Permits, Fees	\$	2,000	\$	5,000	\$	7,000	\$	2,000	\$	2,200	\$	4,200
	Software/Technology Licenses	\$	28,000	\$	-	\$	28,000	\$	38,570	\$	5,336	\$	43,906
	Equipment Rental	\$	-	\$	28,000	\$	28,000	\$	-	\$	10,000	\$	10,000
	District/College Support	\$	-	\$	345,000	\$	345,000	\$	-	\$	450,000	\$	450,000
	Postage/Express Services	\$	5,000	\$	200	\$	5,200	\$	4,000	\$	1,000	\$	5,000
	Advertising	\$	7,500	\$	-	\$	7,500	\$	6,500	\$	-	\$	6,500
	Bank Service Charges	\$	1,000	\$	500	\$	1,500	\$	1,000	\$	900	\$	1,900
	PCPA/PCPA Fdtn. Support	\$	-	\$	80,000	\$	80,000	\$	-	\$	90,000	\$	90,000
	Equipment	\$	1,000	\$	-	\$	1,000	\$	1,000	\$	10,000	\$	11,000
	Student Assistance	\$	-	\$	34,500	\$	34,500	\$	-	\$	31,400	\$	31,400
	Scholarship	\$	-	\$	600,000	\$	600,000	\$	-	\$	600,000	\$	600,000
(*3)	Intrafund Transfers-Out	\$	45,000	\$	1,800,000	\$	1,845,000	\$	40,000	\$	2,200,000	\$	2,240,000
	REVENUES	1											
	Contributions, Gifts, Grants & End.	\$	65,000	\$	1,421,200	\$	1,486,200	\$	54,127	\$	1,584,236	\$	1,638,363
	Other Local Revenues	\$	100	\$	1,421,200	\$	100	\$	1,200		1,304,230	\$	1,030,303
	Intrafund Transfer-In	\$	123,000	\$	1,700,000	\$	1,823,000	\$	280,000		2,100,000	\$	2,380,000
(*4)	Other Transfer-In	\$	108,735	\$	1,700,000	\$	108,735	\$	111,733		2,100,000	\$	111,733
	Other Transfer-In	\$	240,562	\$		\$	240,562	\$	216,506		<u> </u>	\$	216,506
(3)	Other Transfer III	Ψ	240,002	Ψ		Ψ	240,002	Ψ	210,000	Ψ		Ψ	210,000
Revenu	ue Total	\$	537,397	\$	3,121,200	\$	3,658,597	\$	663,566	\$	3,684,236	\$	4,347,802
Expend	liture Total	\$	537,397	\$	3,121,200	\$	3,658,597	\$	663,566	\$	3,684,236	\$	4,347,802
Report	Total	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
				ien.	ral Operations					Gon	eral Operations		
NOTES:					5 Intrafund Tra	ansi	ers-In				26 Intrafund Tra	nsf	ers-In
	um budgeted benefits with 10% increase	Adm	inistration Fee			\$	118,000	Adm	inistration Fe			\$	130,000
	um budgeted at 12% of salaries		stricted End. P	_		\$	5,000			_	ceeds-Madson	\$	5,000
			stricted Endo			\$	-		str PCC Contr			\$	50,000
(*3) Scholarship reception support (*4) Advancement Officer payroll			r Transfer-In			\$	108,735		str Hancock H			\$	95,000
	t support for salaries/benefits		r Transfer-In	•	,	\$	240,562		stricted End			\$	-
, 5, 5,000				,		\$	472,297				strict support)	\$	111,733
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								Jule		۱۰ (۲۰)		\$	608,239
													1.0,200

Agenda Item 10.A.

To: Executive Committee	Information		
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 19, 2025		
Subject: Foundation Giving Report			

Foundation Giving Report

The Foundation Giving Report provides a comparison of Foundation fundraising revenue for FY 2022-23, 2023-24, and 2024-25 (through January 31, 2025). The numbers below are for fundraising receivables and are reconciled with the foundation's contributions report.

Foundation Revenue Comparison	7/1/22 - 6/30/23	7/1/23 - 6/30/24	<u>7/1/24 - 1/31/25</u>
Hancock Promise	\$456,867	\$1,791,369	\$44,943
Annual Scholarships	\$399,150	\$363,715	\$317,293
Endowed Scholarships	\$35,750	\$170,974	\$133,011
Endowments (Other)	\$238	\$0	\$0
President's Circle	\$74,827	\$68,374	\$104,497
General Operations	\$30,958	\$47,040	\$19,794
Hancock Honors		\$230,107	\$283,057
Other restricted (Depts, programs, etc.)	\$156,244	\$197,027	\$69,381
_	\$1,154,034	\$2,868,606	\$971,976

Agenda Item 10.B.

To: Executive Committee	Information			
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 19, 2025			
Subject: President's Circle Campaign				

President's Circle Campaign

The 2024-2025 President's Circle Campaign has been successful in converting previous donors from the Hancock Promise Campaign to unrestricted giving, both through proceeds from the Hancock Honors and solicitations through direct mail, email, and in-person. This revenue is critical for serving students in acute financial distress, funding college priorities as directed through the Office of the President and expanding fundraising and outreach capacity at the Foundation.

President's Circle Campaign

resident s en ele edinpaign				
	Revenue	Donors		
FY 23-34	\$68,374	50		
FY 24-25 (12/24)	\$104,497	81		

Agenda Item 10.C.

To:	Executive Committee	Information		
	Tim Harrington, Chair Scholarship Subcommittee	March 19, 2025		
Subject: Scholarship Subcommittee Report				

BACKGROUND

The Scholarship Working Team Committee has read, ranked, and reviewed student applications. The committee is finalizing scholarship awards, with our final meeting set for April 4, 2025. The committee will award over \$560,000 as of March with some scholarships still pending.

The annual Scholarship Awards and Donor Reception is scheduled for Thursday, May 22, 2025, from 5:30-7:30 p.m. in the Joe White Gymnasium. All board members will receive an invitation via email as we get closer to the date.

FINAL SCHOLARSHIP NUMBERS

	Incomplete	Complete	Total				
2/7/2024	224	475	699				
2/6/2025	282	573	855				

To: Executive Committee	Information			
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 19, 2025			
Subject: Listening Parties				

BACKGROUND

As the Foundation enters a post-campaign period, we need to continue raising awareness of the Foundation's work to potential friends and donors. The Board of Directors can play a significant role in expanding the Foundation's reach in the community, especially among individuals.

One proven way to increase awareness is small cocktail parties hosted by board members in their homes or other venues to learn about the Foundation's work. At the board retreat, the following were discussed:

- May: Nurse's Day at Marian (Monge)
- June: Santa Ynez Valley (Flores, Dale, Pensa, Brady, Molera)
- July: Santa Maria / Elected school officials or retired teachers (Frost)
- Oct-Nov: Nipomo/South San Luis Obispo/Guadalupe (Jarrott, Hernandez)

Agenda Item 10.E.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 19, 2025
Subject: Hancock Honors	

BACKGROUND

The first two years of the Hancock Honors have shown overall growth in net revenue due to

- (1) increased ticket prices (plus increased attendance)
- (2) net increase in number of sponsors
- (3) decreased expenses

	Gross	Expense	Net
2023	\$ 230,107	\$ 135,003	\$102,020
2024	\$ 283,057	\$129,235	\$154,657

Planning for the 2025 Hancock Honors is well underway. Branding has been finalized, and leadership sponsors are already being solicited. Potential honorees will be contacted in March and announced in May.

This year's goals include continue to decrease expenses, increase the number of sponsors, and increase individual ticket sales.

This year, we will not be utilizing a steering committee. Instead, we will ask for assistance from the Board of Directors to help identify and solicit potential sponsors and invite new friends to the event.

Agenda Item 11

To: Executive Committee	Information
From: Jon Hooten Executive Director, College Advancement	March 19, 2025
Subject: Administrative Fee on Promise Fund	

BACKGROUND

The committee discussed the possibility of assessing a 1.5% administrative fee on the Promise endowments, which we currently do with our other pooled endowments. The discussion ranged from assessing the fee annually to accessing the fee on an as-needed basis. No action was taken during the meeting and will be revisited during the July meeting.

Agenda Item 12

To: Executive Committee	ACTION
From: Jon Hooten Executive Director, College Advancement	March 19, 2025
Subject: New Staff Position	

BACKGROUND

Thanks to the success of unrestricted giving over the last two years, the Foundation is in a financial position to expand staffing for the ultimate purpose of increasing giving revenue. Hancock's alumni represent the largest untapped pool of potential donors, but current staffing has reached the capacity for the outreach and programming needed to begin developing relationships with this potential donor pool. The proposed position will significantly expand our capacity to identify and reach out to this population, setting the stage for increased fund development in coming years.



POSITION DESCRIPTION Alumni Relations Officer

OVERVIEW

The Allan Hancock College Foundation is seeking a dynamic and enthusiastic Alumni Relations Officer to collaboratively develop and implement a comprehensive program to increase engagement of Allan Hancock College alumni. This new position will play a critical role in fostering lifelong relationships with alumni, strengthening alumni support for the college, and advancing the mission of the Allan Hancock College Foundation. The Alumni Relations Officer, reporting to the Executive Director, will be responsible for coordinating strategy and implementation of alumni outreach, engagement, events, data management, and philanthropy.

HOW YOU WILL MAKE A DIFFERENCE: The Alumni Relations Officer will make an impact through the following areas of responsibility:

• <u>Program Development and Implementation:</u>

- o Develop and execute a multi-year strategy for alumni relations that aligns with the foundation's purpose and goals.
- o Create and manage initiatives to foster alumni engagement,
- Develop and implement strategies to increase alumni participation in college activities and events.

• Alumni Outreach and Engagement:

- o Build and maintain relationships with alumni through various communication channels, including email marketing, social media, website updates, and direct mail.
- Identify and cultivate alumni leaders and volunteers to support alumni programs and initiatives.
- o Serve as a liaison and primary point of contact for the Foundation with college alumni

• Alumni Data Management:

- o Develop and maintain an accurate and up-to-date alumni database.
- o Implement strategies to collect and update alumni contact information.
- Utilize alumni data to inform program development, outreach efforts, and fundraising strategies.
- o Ensure compliance with data privacy regulations.

• Alumni Philanthropy:

- o Collaborate with the executive director to identify and cultivate alumni donors.
- o Develop and implement strategies to encourage alumni giving to the college.



- Promote alumni participation in annual giving, major gifts, and planned giving programs.
- o Acknowledge and steward alumni donors to foster ongoing support.

• Collaboration:

- Work closely with college departments and faculty to integrate alumni engagement into college-wide initiatives.
- Collaborate with Public Affairs and Communications to promote alumni activities and achievements.
- Partner with Student Services to engage current students and transition them into alumni.

• Budget Management:

- Develop and manage the alumni relations budget.
- o Monitor expenses and ensure cost-effectiveness of alumni programs.
- Seek opportunities to secure funding for alumni initiatives.

WHAT YOU BRING TO THIS POSITION

- Bachelor's degree preferred.
- Minimum of 3-5 years of administrative experience in educational settings, with preference for community college and/or alumni relations experience.
- Strong interpersonal and communication skills, with the ability to build and maintain relationships with diverse constituencies.
- Excellent written and verbal communication skills, including public speaking and presentation skills.
- Proficiency in database management and donor relations software.
- Strong organizational and planning skills, with the ability to manage multiple projects simultaneously.
- Ability to work independently and as part of a team.
- Passion for the mission of the Allan Hancock College Foundation and a commitment to its students and alumni.
- Ability to work evenings and weekends as needed.
- Experience in event planning and management.
- Proficiency in social media and digital communication tools.

This position description is intended to provide a general overview of the position. Duties and responsibilities may be subject to change.

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Notice of Organizational Meeting Allan Hancock College Foundation Board of Directors

Thursday, March 27, 2025 4:00 p.m. – 6:00 p.m. Lahr Family Boardroom 800 South College Drive, Santa Maria, CA 93454

AGENDA

		Page	Tentative Time
1.	Call to Order		4:00 PM
2.	Roll Call		
3.	Public Comment		
	Public comment not pertaining to specific agenda items is welcome at this time. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.		
4.	Approval of Agenda for March 27, 2025 (ACTION)	1-2	4:02 PM
5.	Approval of Minutes for November 21, 2024 (ACTION)	3-4	
6.	Approval of Minutes for January 30, 2025 (ACTION)	5	
7.	Welcome and Remarks from President, Judith Dale		
8.	Student Presentation		4:05 PM
9.	Board Director Spotlight		
10.	Departmental Spotlight		4:30 PM
11.	Governance and Nominations Committee		
	11.A. Leadership and Succession Planning 11.B. 2025-2026 Officers and Chairs Survey		
12.	Finance Committee		4:45 PM
	12.A. Review and Approval of Financial Statements through 1/31/2025 (ACTION) 12.B. Auditors 2023-2024 IRS Form 990 Report (ACTION) 12.C. Approval of Proposed 2025-2026 Operating and All Fund Budgets (ACTION) 12.D. Administrative Fee on Promise Fund	33-41 42-50 51-52 53-54	
13.	Advancement Committee (Information)		5:15 PM
	13.A. Foundation Giving Report 13.B. President's Circle Campaign	57 58	



17. Adjourn (ACTION)

13.C. Scholarship Subcommittee Report 60 13.D. Listening Parties 13.E. Hancock Honors 5:30 PM 14. Oral Reports 14.A. Executive Director, College Advancement – Jon Hooten 14.B. College Superintendent/President - Kevin Walthers 14.C. College Trustee - Greg Pensa 14.D. PCPA Foundation Representative - Judy Frost 14.E. Faculty Representative - Nichole Dechaine 14.F. Student Representative – Angela Ruiz 14.G. Member of the Board of Directors – General Announcements 15. Consideration of New Business (Information) 5:58 PM 16. Next Meeting - May 15, 2025

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

Jon Hooten, Executive Director

Allan Hancock College - College Advancement

6:00 PM



11. Adjourn (ACTION)

Notice of Discussion Meeting Allan Hancock College Foundation Board of Directors

Thursday, May 15, 2025 4:00 p.m. – 6:00 p.m. Lahr Family Boardroom

AGENDA

		Page	Time
1.	Call to order		4:00 PM
2.	Roll Call		
3.	Public Comment Public comment not pertaining to specific agenda items is welcome at this time. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.		
4.	Approval of Agenda – May 15, 2025 (ACTION)		
5.	Student Presentation		4:05 PM
6.	Board Director Spotlight		4:25 PM
7.	Departmental Spotlight		4:40 PM
8.	Board Development		
9.	Consideration of New Business		5:50 PM
10	. Next Meeting – Thursday, July 24, 2025, 4-6 pm at Lompoc Valley Center		

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

Jon Hooten, Ph.D. Executive Director

Allan Hancock College Foundation

6:00 PM