



Foundation Board Meeting

General Session: 3:00 p.m.

Wednesday – January 25, 2017

Meeting Location (See map)

Cravens Multi-Purpose room

BOARD PACKETS ARE REQUIRED AT EVERY MEETING.
Please bring yours.

Our Mission:

The mission of the Foundation is to enhance the quality of education by advancing the College of the Desert through building relationships, securing philanthropic support and stewarding assets.

Our Vision:

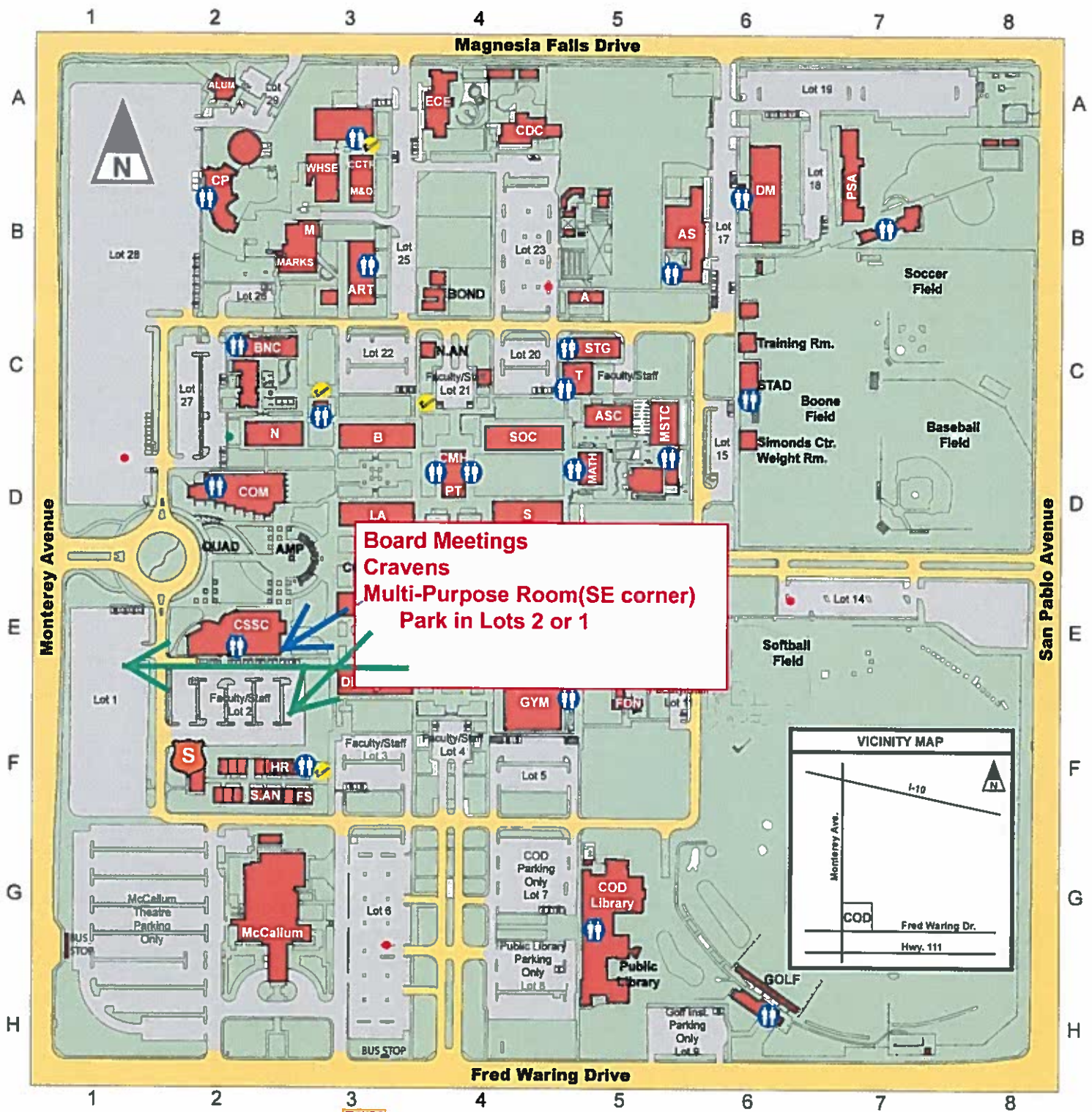
To positively impact the lives of students who are striving to achieve a purposeful education and to enhance the communities of the Coachella Valley and the region.

Core Values:

- ✓ Accountability
- ✓ Integrity
- ✓ Service Excellence
- ✓ Trust

Important Notice:

All meetings will be recorded



COLLEGE of the DESERT

A	Agricultural Sciences.....	B5
ADMIN	Administration.....	E3
ALUM	Alumni Centre.....	A2
AMP	Amphitheatre.....	D3
ART	Art.....	B3
AS	Applied Sciences.....	B6
ASC	Academic Skills Center.....	C5
B	Business Building.....	D3
BNC	Barker Nursing Center.....	B2
CDC	Child Development Center.....	A4
CMH	Carol Meier Lecture Hall.....	D4
	COD Library.....	G5
CP	Central Plant.....	B2
CCTR	Copy Center.....	B3
COM	Communication.....	D2
CRTS	Tennis Courts.....	E5
CSSC	Cravens Student Services Center.....	E2

DM	Diesel Mechanics.....	B6
	Dining Hall.....	E3
ECE	Early Childhood Education Center.....	A4
FS	Fiscal Services.....	F2
FDN	Foundation.....	F5
GOLF	College Golf Center.....	H6
GYM	Gymnasium.....	F4
HILB	Hilb.....	D4
HR	Human Resources.....	F2
KINE	Kinesiology.....	E4
LA	Liberal Arts.....	D3
M	Music Classroom.....	B3
M&O	Maintenance & Operations.....	B3
MARKS	Walter N. Marks Center for the Arts.....	B3
MATH	Math.....	D5
	McCallum Theatre.....	G2

MSTC	Math Science Technology Center.....	D5
N	Nursing.....	D2
N.AN	North Annex.....	C4
PSA	Public Safety Academy.....	B7
PT	Pollock Theatre.....	D4
	Public Library.....	H5
QUAD	Student Plaza (Drop-off & Walkway).....	D2
S	Science.....	D4
	Security.....	F2
S.AN	South Annex.....	F2
SOC	Social Sciences.....	D4
STAD	Stadium.....	C6
STG	Stagecraft Shop.....	C5
T	Theatre Too.....	C5
	Training Room.....	C6
WHSE	Warehouse.....	B3

● Self Serve One-Day Parking Permit Dispenser

● Electric Vehicle Charging Station

♿ Accessible Restrooms

● Security

● Designated Smoking Area

AGENDA

(**Board action required)

- I. Call to Order
- II. Public Invitation to speak per the Brown Act
- III. Mission Moment - COD Student speakers:
- IV. Approval of meeting minutes
 - A. ****Approval of November 30, 2016 Board Meeting Minutes..... Page: 1**
- IV. Committee Reports
 1. Academic Angels – Eileen Hall
 2. Audit - Bill Chunowitz
 - a) **** Approval of December 13, 2016 Meeting Minutes..... Page: 3**
 3. Finance & Investment – Vern Kozlen
 - a) ****Approval of October thru December 2016 financials..... Page: 5**
 4. Nominating – Donna Jean Darby
 - a) Forms to review
 - b) Nominating Process PowerPoint presentation
 5. Resource Development – Suz Hunt
 - a) ****Approval of December 7, 2016 Meeting Minutes.....Page: 28**
 - b) ****Approval of January 4, 2017 Meeting Minutes..... Page: 30**
 - c) Gift fee
 6. Stepping Out for Cod – Diane Gershowitz
 - a) ****Approval of January 20, 2017 Meeting Minutes..... Page: 33**

7. Strategic Planning – Bob Manion

a) ****Approval of November 28, 2016 Meeting Minutes..... Page: 34**

b) ****Approval of January 12, 2017 Meeting Minutes..... Page: 36**

VIII. Information Items:

A. College of the Desert President– Dr. Joel Kinnamon

B. COD Trustee – Aurora Wilson

C. Foundation Board President – Mark Nickerson

D. Executive Director – Peter Sturgeon

E. Response to Community Involvement Requests:

PS Air Museum program ad placement..... Page: 37

IX. New Business

Foundation and College event calendar..... Page: 38

X. Adjournment



Board Meeting
Wednesday November 30, 2016 – 10:00 a.m. - noon
Cravens Multi-Purpose Room

MINUTES

Present

Voting:

Bill Chunowitz, Donna Jean Darby, Diane Denkler, Marge Dodge, Diane Gershowitz, Jim Greene, Eileen Hall, Suz Hunt, Donna MacMillan, Penny Mason, Bob Manion, Dr. Chuck Monell, Mark Nickerson, Dr. Jane Saltonstall, Dominique Shwe, Sally Simonds, Kate Spates

**On Conference Call: None

Non-Voting:

Lisa Howell, Dr. Joel Kinnamon Christen Smith, Dr. Bonnie Stefan

Absent

Voting:

Bob Archer, John Benoit, Carol Bell Dean, Joan Busick, Norma Castaneda, Peggy Cravens, Robert Goodfriend, Brian Holcombe, Vern Kozlen, Dan Martinez, Peggy Sue Lane, Arlene Schnitzer

Non-Voting:

None

Guest

Jim Hummer, Kirstien Renna, Kippy Laflame, Peter Sturgeon, Virginia Ortega

Call to Order 10:00am

Public Invitation to speak as per the Brown Act

None

Mission Moment

KCOD students Toni Bakal, Manny Gomez, Frank Desaro, and their instructor Laurilie Jackson came by to talk about their national awards at the Intercollegiate Broadcasting System award ceremonies in New-York. They also thanked the Foundation for its financial support which allowed the students to attend the ceremony.

Approval of meeting minutes as distributed

It was M/S/C Suz Hunt/Sally Simonds to approve the October 26, 2016 Board Meeting Minutes as distributed



Committee Reports

Academic Angels – Eileen Hall

Eileen reported that the membership goal of 100 was surpassed and is up to 111 members to date. Sales for the Citizens of Distinction event is at approx. \$152K so far with half the board supporting the event to date. The \$100/ticket price is extended to board members who might still be interested in attending.

Resource Development – Suz Hunt

All members are encouraged to recruit 3 new PC members per year. After discussion it is felt that the easiest way for members to do that is through inviting 4-6 prospects to campus tour.

It was M/S/C Eileen Hall/Donna MacMillan to approve the November 7, 2016 RD Meeting Minutes as presented

Finance & Investment – Bill Chunowitz and Kirstien Renna

Kirstien reviewed the August and September, 2016 financials

It was M/S/C Suz Hunt/Jim Greene to approve the August and September 30, 2016 financials as presented

Nominating - Donna Jean Darby

The committee will be focusing on clear nominating procedures. Any proposed names should be given to the committee in January. Donna Jean will be making personal calls to all the board members to ascertain the member's commitment to the board.

Stepping Out for COD – Diane Gershowitz

Diane praised her very active and engaged committee. We are at 62% of goal as of today with only 11 board members that have stepped up for sponsorship so far.

It was M/S/C Donna MacMillan/Penny Mason to approve the November 28, 2016 meeting minutes as presented.

Strategic Planning – Bob Manion

The committee is narrowing and prioritizing the scope of work items with the biggest challenge being the board member engagement. A board retreat in late March or April will be planned for.

It was M/S/C Jane Saltonstall/Suz Hunt to approve the November 3, 2016 meeting minutes as presented.

College President & Foundation Board President

Dr. Kinnamon and Mark Nickerson both thanked Jim Hummer for his 6 years of service to COD and the Foundation. Jim shared a few words of wisdom with the board members. Engagement to the cause is easy once we show and tell our COD story. Campus tours are a great vehicle to get prospective donors to engage. Jim thanked the board for their support during his tenure.

Adjournment 4:55pm

Minutes taken by Kippy Laflame, Executive Assistant



**Audit Committee Meeting
Tuesday, December 13, 2016– 3:00 p.m.
Foundation Board Room
Minutes**

Members Present

Bill Chunowitz, Chuck Monell, Mark Nickerson,

Members Absent

Bob Goodfriend, Joan Busick, Jim Greene

Staff/Guests

Kippy Laflame, Kirstien Renna, Peter Sturgeon, Jerry Halperin

Request for Proposal

The proposal letter for new auditors was reviewed. Bill Chunowitz will edit past letter and send to Kippy who will send to the following prospective companies latest December 22, 2016:

- Lund & Guttry
- Maryanov, Madsen, Gordon & Campbell
- Brabo Carlsen
- Osborne Rincon

The RFP cut-off date indicated in the letter will be January 31, 2017.

The Audit committee will review and interview proposals and indicate to Kippy who will be invited to interview at their February 16, 2017 meeting.

Next meeting will be February 16, 2017 from 9:30-11:00am

Adjournment 4:00 p.m.

Minutes taken by Kippy Laflame

COLLEGE OF THE DESERT FOUNDATION

FINANCIAL SUMMARY

December 31, 2016

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION , DECEMBER 31, 2016
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2016-17	2015-16
ASSETS					
1 Cash and cash equivalents	\$ 481,357	\$ 1,749,509	\$ -	\$ 2,230,865	\$ 1,781,803
2 Investments	500,000	6,425,798	19,569,276	26,495,073	24,194,884
3 Pledges receivable	221,750	522,463	101,373	845,586	1,351,781
4 Accounts Receivable	8,323	10	-	8,333	7,847
5 Prepaid expenses	-	-	-	-	-
6 Funds held at College	5,000	-	-	5,000	5,000
7 Accrued interest receivable	20,775	33,241	-	54,016	56,025
8 Accrued assets	-	-	-	-	-
9 Property and equipment, net	11,088	-	-	11,088	14,070
10 FCCC - Scholarship Endowment	-	26,464	336,549	363,013	377,625
11 Split interest agreements	-	134,395	-	134,395	414,852
TOTAL ASSETS	\$ 1,248,293	\$ 8,891,880	\$ 20,007,198	\$ 30,147,371	\$ 28,203,887
LIABILITIES					
12 Accounts payable	\$ 65,398	\$ 42,279	\$ -	\$ 107,678	\$ 123,907
13 Deferred Contributions	\$ -	\$ -	\$ -	-	-
14 Accrued liabilities	88,845	-	-	88,845	(145,047)
TOTAL LIABILITIES	154,243	42,279	-	196,523	(21,140)
NET ASSETS, beginning					
Unrestricted:					
15 Undesignated	254,121	-	-	254,121	305,228
16 Board designated	500,000	-	-	500,000	500,000
17 Temporarily restricted	-	8,496,918	-	8,496,918	9,455,522
18 Permanently restricted	-	-	18,840,936	18,840,936	18,804,343
TOTAL NET ASSETS, beginning	754,121	8,496,918	18,840,936	28,091,975	29,065,093
19 Net Activity	339,929	352,683	1,166,261	1,858,873	(831,747)
NET ASSETS	1,094,050	8,849,601	20,007,197	29,950,848	28,233,346
TOTAL LIABILITIES AND NET ASSETS	\$ 1,248,293	\$ 8,891,880	\$ 20,007,197	\$ 30,147,371	\$ 28,212,206

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED DECEMBER 31, 2016
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2015

Page 6

CURRENT MONTH					
	Unrestricted	Temporarily	Permanently	Totals	
	Fund	Restricted	Restricted	(Memorandum Only)	
		Fund	Fund	2016-17	2015-16
REVENUE AND SUPPORT					
1 Interest	\$ 17,233	\$ 57,580	\$ -	\$ 74,813	\$ 186,682
2 Donations	2,189	45,823	100,000	148,012	109,619
3 Academic Angels Donations	500	-	-	500	250
4 Capital Campaign	-	-	-	-	-
5 In Kind Revenue	-	-	-	-	-
6 Estate Gifts	136	-	-	136	-
7 Grants	-	50,000	-	50,000	25,000
8 Management Fees	36,747	-	-	36,747	103,202
9 President's Circle	21,629	-	-	21,629	11,531
10 Other Income	-	-	-	-	-
11 Marketing Reimbursement	-	-	-	-	-
12 Scholarship Pass-thru	-	33,500	-	33,500	-
13 Scholarship Donations	-	53,765	-	53,765	71,258
Special Events (net)-See Special Events					
14 Attachment	104,507	500	-	105,007	43,471
TOTAL REVENUE AND SUPPORT	182,941	241,168	100,000	524,109	551,013
EXPENDITURES					
15 Contributions to college	448	42,779	-	43,227	67,801
16 Operating expenses	15,110	-	-	15,110	111,632
17 Refunds	-	-	-	-	-
18 Grants	-	-	-	-	1,000
19 Student Awards	-	-	-	-	-
20 Scholarships	-	6,500	-	6,500	47,071
TOTAL EXPENDITURES	15,558	49,279	-	64,837	227,504
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
21 OTHER INCOME AND EXPENSES	167,383	191,889	100,000	459,272	323,509
OTHER INCOME AND EXPENSES					
22 Management Fees	-	(36,747)	-	(36,747)	(103,202)
23 Realized Gain/(Loss) ¹	3,468	11,671	-	15,139	7,797
24 Other Investment Expenses	(3,305)	(11,122)	-	(14,427)	(9,573)
TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS	163	(36,198)	-	(36,035)	(104,978)
25 Unrealized Gain/(Loss) ²	41,618	140,053	-	181,671	(508,038)
INCREASE (DECREASE) IN NET ASSETS	\$ 209,164	\$ 295,744	\$ 100,000	\$ 604,908	\$ (289,507)

¹ Realized Gains/Losses reflect amounts for investments which have actually been sold.

² Unrealized Gains/Losses reflect stocks which have decreased in value, but have yet to be sold.

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR SIX MONTHS ENDED DECEMBER 31, 2016
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2016-17	2015-16
REVENUE AND SUPPORT					
1 Interest	\$ 70,294	\$ 226,712	\$ -	\$ 297,006	\$ 412,224
2 Donations	10,225	216,824	100,000	327,049	142,781
3 Annual Fund	-	-	-	-	-
4 Academic Angels Donations	25,500	-	-	25,500	21,750
5 Capital Campaign	-	-	-	-	-
6 Marketing Reimbursement	-	-	-	-	-
7 Management Services	212,916	-	-	212,916	205,553
8 Estate Gifts	136	1,200	1,066,261	1,067,597	32,603
9 Grants	-	50,000	-	50,000	25,000
10 In-Kind Revenues	-	-	-	-	-
11 Other Income	97	-	-	97	4
12 President's Circle	119,941	-	-	119,941	114,297
13 Membership	-	-	-	-	-
14 Scholarship Donations	-	185,896	-	185,896	298,711
15 Scholarship Pass-thru	-	181,878	-	181,878	-
16 Special Events (net)	549,094	500	-	549,594	247,882
TOTAL REVENUE AND SUPPORT	988,203	863,010	1,166,261	3,017,474	1,500,805
EXPENDITURES					
17 Contributions to college	208,026	180,796	-	388,822	211,888
18 Interfund transfers	-	-	-	-	-
19 Operating expenses	506,598	2,918	-	509,516	585,876
20 Grants	-	-	-	-	-
21 Student Awards	-	550	-	550	-
22 Refunds / Reimbursement of Expenses	-	-	-	-	-
23 Scholarships	19	347,704	-	347,723	374,734
TOTAL EXPENDITURES	714,643	531,968	-	1,246,611	1,172,498
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
24 OTHER INCOME AND EXPENSES	273,560	331,042	1,166,261	1,770,863	328,307
OTHER INCOME AND EXPENSES					
25 Realized Gain/(Loss)	31,179	101,580	-	132,759	35,337
26 Management Services	-	(212,916)	-	(212,916)	(205,553)
27 Other Investment Expenses	(21,919)	(71,456)	-	(93,375)	(93,405)
TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS					
	9,260	(182,792)	-	(173,532)	(263,621)
28 Unrealized Gain/(Loss)	57,109	204,433	-	261,542	(894,833)
INCREASE (DECREASE) IN NET ASSETS	\$ 339,929	\$ 352,683	\$ 1,166,261	\$ 1,858,873	\$ (830,147)

STATEMENT OF ACTIVITIES (INCOME STATEMENT)
FOR CURRENT MONTH & 12 MONTH ENDED 12/31/16

		CURRENT MONTH ENDING 12/31/2016			Prior Year Month Ending	YEAR TO DATE			PRIOR YTD ENDING	CURRENT YEAR BUDGET
		ALL FUNDS	Budget	Variance	12/31/2015	ALL FUNDS	Budget	Variance	12/31//2015	2016/17
		(1/12 OF Annual Budget)				(6/12 OF Annual Budget)				
OPERATIONAL / ADMINISTRATIVE & PROGRAM SUPPORT										
OPERATING REVENUE										
1	Interest	\$ 74,813	\$ 12,917	\$ 61,896	\$ 186,682	\$ 297,006	\$ 77,500.00	\$ 219,506	\$ 412,224	\$ 155,000
2	Management Fees (Qtly)	36,747	25,000	\$ 11,747	103,202	212,916	\$ 150,000	\$ 62,916	\$ 205,553	\$ 300,000
3	In-Kind Revenue	-	-	\$ -	-	-	\$ -	\$ -	\$ -	\$ -
4	TOTAL OPERATING REVENUE	\$ 111,560	\$ 37,917	\$ 73,643	\$ 289,884	\$ 509,922	\$ 227,500	\$ 282,422	\$ 617,777	\$ 455,000
OPERATING EXPENSES - ADMINISTRATIVE										
5	General	\$ 38,358.00	\$ 5,666.67	\$ (32,691)	\$ 108,079	\$ 227,161	\$ 34,000	\$ (193,161)	\$ 235,258	\$ 68,000
6	Salaries & Benefits (Operating Portion)	-	26,083	\$ 26,083	24,929	137,858	156,500	\$ 18,642	\$ 144,500	\$ 313,000
7	Facilities & Mainenance	550	1,958	\$ 1,408	445	8,677	11,750	\$ 3,073	\$ 4,201	\$ 23,500
8	Independent Contractors	-	7,083	\$ 7,083	4,241	30,159	42,500	\$ 12,341	\$ 70,336	\$ 85,000
9	Marketing	10,361	17,667	\$ 7,306	48,180	97,532	106,000	\$ 8,468	\$ 140,330	\$ 212,000
10	Contributions to College	49,727	-	(49,727)	115,872	736,545	-	(736,545)	\$ 587,622	-
11	TOTAL OPERATING EXPENSES	\$ 98,996	\$ 58,458	\$ (40,538)	\$ 301,746	\$ 1,237,931	\$ 350,750	\$ (887,181)	\$ 1,182,247	\$ 701,500
12	OPERATING SURPLUS (DEFICIT)	\$ 12,564	\$ (20,542)	\$ 114,181	\$ (11,862)	\$ (728,009)	\$ (123,250)	\$ 1,169,603	\$ (564,470)	\$ (246,500)
FUNDRAISING										
FUNDRAISING REVENUE										
13	Donations/Gifts/Grants	285,413	20,833	264,580	205,877	1,812,517	125,000.00	1,687,517	\$ 499,095	250,000
14	Annual Fund/Direct Mail	-	-	-	-	-	-	-	\$ -	-
15	Memberships	22,129	14,583	7,546	11,781	145,441	87,500	57,941	\$ 136,047	175,000
16	Special Events	105,007	32,000	73,007	43,470	549,592	192,000	357,592	\$ 247,886	384,000
17	TOTAL FUNDRAISING REVENUE:	\$ 412,549	\$ 67,417	\$ 345,132	\$ 261,128	\$ 2,507,550	\$ 404,500	\$ 2,103,050	\$ 883,028	\$ 809,000
FUNDRAISING EXPENSES										
18	Donor Development	1,315	6,125	4,810	3,386	14,142	36,750	22,608	\$ 8,824	73,500
19	Salaries & Benefits (Fundraising Portion)	-	27,500	27,500	25,575	140,473	165,000	24,527	\$ 176,612	330,000
20	Independent Contractors	-	9,500	9,500	-	52,825	57,000	4,175	\$ 6,408	114,000
21	Membership	-	1,833	1,833	-	3,224	11,000	7,776	\$ -	22,000
22	Marketing (Fundraising Portion)	1,273	1,917	643	-	10,930	11,500	570	\$ 3,961	23,000
23	TOTAL FUNDRAISING/PROGRAM EXPENSES:	\$ 2,588	\$ 46,875	\$ 44,287	\$ 28,961	\$ 221,594	\$ 281,250	\$ 59,656	\$ 195,804	\$ 562,500
24	FUNDRAISING SURPLUS (DEFICIT)	\$ 409,961	\$ 20,542	\$ 300,845	\$ 232,168	\$ 2,285,956	\$ 123,250	\$ 2,043,394	\$ 687,224	\$ 246,500
OPERATING REVENUE BUDGET FY 2016/17		\$ 111,560	\$ 37,917	\$ 73,643	\$ 289,884	\$ 509,922	\$ 227,500	\$ 282,422	\$ 617,777	\$ 455,000
FUNDRAISING REVENUE BUDGET FY 2016/17		\$ 412,549	\$ 67,417	\$ 345,132	\$ 261,128	\$ 2,507,550	\$ 404,500	\$ 2,103,050	\$ 883,028	\$ 809,000
25	TOTAL 2016/17 REVENUE BUDGET:	\$ 524,109	\$ 105,333	\$ 418,776	\$ 551,012	\$ 3,017,472	\$ 632,000	\$ 2,385,472	\$ 1,500,805	\$ 1,264,000
OPERATING EXPENDITURE BUDGET FY 2016/17		\$ 98,996	\$ 58,458	\$ (40,538)	\$ 301,746	\$ 1,237,931	\$ 350,750	\$ (887,181)	\$ 1,182,247	\$ 701,500
FUNDRAISING EXPENDITURE BUDGET FY 2016/17		\$ 2,588	\$ 46,875	\$ 44,287	\$ 28,961	\$ 221,594	\$ 281,250	\$ 59,656	\$ 195,804	\$ 562,500
26	TOTAL 2016/17 EXPENDITURE BUDGET:	\$ 101,584	\$ 105,333	\$ 3,749	\$ 330,706	\$ 1,459,526	\$ 632,000	\$ (827,526)	\$ 1,378,051	\$ 1,264,000
NET SURPLUS (DEFICIT) BEFORE INVESTMENT										
27	ACTIVITY	\$ 422,525	\$ -	\$ 415,027	\$ 220,306	\$ 1,557,946	\$ -	\$ 3,212,998	\$ 122,754	\$ -
28	Investment Activities	182,383	\$ -	-	(509,814)	300,926			\$ (952,901)	\$ -
29	NET SURPLUS (DEFICIT)	\$ 604,908	\$ -	\$ 415,027	\$ (289,508)	\$ 1,858,872	\$ -	\$ 3,212,998	\$ (830,147)	\$ -

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 12/31/2016
WITH COMPARATIVE TOTALS FOR YTD 12/31/2015

		One Month Actual	YTD Actual	Total Annual Revised Budget	Variance %	Budget Remaining	12/31/2015
	Operating Revenues						
1	Academic Angel Special Events (net)	\$ 41,857	\$ 199,686	\$ 100,000	199.7%	\$ (99,686)	\$ 191,485
2	Academic Angel - Membership	500	25,500	25,000	102.0%	(500)	21,750
3	Annual fund/Direct Mail	-	-	-	0.0%	-	-
3	Annual Fund/Direct Revenue	-	-	-	0.0%	-	-
4	Grants - Direct Revenue	-	-	100,000	0.0%	100,000	-
5	Donations/Individual Gifts/Planned gifts/Estate Gifts	2,325	10,361	150,000	6.9%	139,639	59,166
6	Interest	17,233	70,294	155,000	45.4%	84,706	90,710
7	In-Kind Revenue	-	-	-	0.0%	-	-
8	Other Income	-	97	-	0.0%	(97)	-
9	Management Services	36,747	212,916	300,000	71.0%	87,084	205,553
10	Marketing Reimbursment	-	-	-	0.0%	-	-
11	McCallum Events (net)	-	-	-	0.0%	-	-
12	Stepping Out for COD	62,650	346,800	254,000	136.5%	(92,800)	163,766
13	Barry Manilow	-	-	-	0.0%	-	(107,370)
14	Fall Luncheon	-	2,950	30,000	9.8%	27,050	4
15	Other Income	-	(344)	-	0.0%	344	-
16	President's Circle	21,629	119,941	150,000	80.0%	30,059	112,675
17	Total Revenue	182,941	988,201	1,264,000	78.2%	275,799	737,739
	Operating Expenditures						
	Fundraising:						
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8
18	Academic Angels- Membership	-	553	5,000	11.1%	4,447	-
19	Presidents Circle	-	2,671	17,000	15.7%	14,329	-
20	Campus Tours	171	1,184	5,000	23.7%	3,816	409
21	Community Outreach	-	-	10,000	0.0%	10,000	-
22	Donor Development	1,144	9,728	30,000	32.4%	20,272	5,424
23	Donor / Scholarship Reception	-	-	6,000	0.0%	6,000	-
24	Kick Off Event	-	-	10,000	0.0%	10,000	-
25	Planned Giving	-	-	5,000	0.0%	5,000	-
26	Presidents Fund	-	500	30,000	1.7%	29,500	14,535
27	State of the College Event	595	1,955	25,000	7.8%	23,045	-
28	Reimbursement for State of the College	-	-	tbd	0.0%	#VALUE!	-
	Wages & Benefits:						
29	Foundation Staff - 82800	-	255,405	600,000	42.6%	344,595	321,112
30	Accounting Specialist 82801	-	21,365	43,000	49.7%	21,635	4,004
31	Clerk (Seasonal) - Student Worker -82900	-	1,560	-	-	-	-
	Independent Contractors:						
32	Legal Services - Roemer & Harnik	-	2,384	5,000	47.7%	2,616	160
33	Accounting Services - MMGC CPA	-	-	-	0.0%	-	21,169
34	FR 50 Database Maintenance - Gigi Muth	-	10,212	60,000	17.0%	49,788	28,257
35	Abila FR 50 Implementation - Gigi Muth	-	-	-	0.0%	-	4,000
36	FR 50 Software	-	-	-	0.0%	-	-
37	Audit Services - Brabo Carslen	-	17,563	20,000	87.8%	2,437	16,750

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 12/31/2016
WITH COMPARATIVE TOTALS FOR YTD 12/31/2015

38	Marketing/Messaging - Consultant Fees - FND. K.Hazen	-	24,625	66,000	37.3%	41,375	4,000
39	Website / Social Media - Foundation - Casey Strachan	-	28,200	48,000	58.8%	19,800	1,300
40	Other	-	-	-	0.0%	-	-
	Facilities & Maintenance:						
41	Depreciation	-	-	-	0.0%	-	-
42	Copier Lease - Equipment Lease	317	1,941	5,000	38.8%	3,059	1,585
43	In Kind Expense	-	-	-	0.0%	-	-
44	Liability Insurance	-	555	8,000	6.9%	7,445	555
45	Repairs/Maintenance	-	-	2,500	0.0%	2,500	-
46	Service Contracts	233	3,263	8,000	40.8%	4,737	2,061
	Administrative:	-	-	-	-	-	-
47	Bank / Credit Card Processing Fees	551	3,539	8,000	44.2%	4,461	2,967
48	Board / Staff Training	-	1,476	5,000	29.5%	3,524	2,331
49	Membership Dues	425	825	2,000	41.3%	1,175	1,509
50	Subscriptions / Publications	27	118	2,000	5.9%	1,882	35
51	Office Supplies / Equipment	608	5,465	15,000	36.4%	9,535	6,081
52	Other	-	-	-	0.0%	-	-
53	Postage	-	4,307	10,000	43.1%	5,693	3,988
54	Telephone	-	520	1,500	34.7%	980	595
55	Staff Mileage Reimbursement	-	175	2,000	8.8%	1,825	55
	Marketing Expenses:						
56	Marketing / Messaging	9,491	82,489	150,000	55.0%	67,511	139,948
57	Marketing / Messaging - College	-	12,000	-	0.0%	(12,000)	-
58	Annual Report	-	-	25,000	0.0%	25,000	-
59	Annual Fund	-	-	10,000	0.0%	10,000	-
60	Recognition / Sponsorship / Tribute Ads	(1,200)	1,140	5,000	22.8%	3,860	527
61	Printing / Design / Graphics	2,748	10,878	20,000	54.4%	9,122	3,815
62	Reimbursement for Marketing Expenses	-	-	-	0.0%	-	-
63	Total Expenses (Before Investment Activity):	15,110	506,597	1,264,000	40.1%	757,403	587,172
64	Net Operating Gain/Loss (Before Investment Activity)	167,831	481,605				
65	Contributions to College	448	208,026				2,500
66	Scholarships	-	19				-
67	Realized Gain/Loss	3,468	31,179				8,113
68	Unrealized Gain/Loss	41,618	57,109				(192,974)
69	Investment Fees	(3,305)	(21,919)				(20,636)
70	Refunds	-	-				-
71	Interfund transfer	-	-				(8,705)
72	Total Expenditures	(26,223)	648,273				803,874
73	Excess or (Deficit)	\$ 209,164	\$ 339,929				\$ (66,135)
74	General Fund Carryover - From FY 2014/15- Audited		805,228				
75	General Fund Carryover - From FY 2015/16 - Audited		754,121				
76	Present General Funds Available as of 12/31/2016		1,094,050				
77	Ackerman Fund		49,294				
78	Board Reserve		500,000				

College of the Desert Foundation
Special Events
YTD Ending 12/31/2016

	Revenues	Expenditures	Total
Balances:			
Spring Luncheon - 105			
Donations	0.00	0.00	0.00
Scholarship Donations	0.00	0.00	0.00
Special Event Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Spring Luncheon	0.00	0.00	0.00
Coeta Barker Tea - 164			
Special Events Income	0.00	0.00	0.00
Special Events Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Coeta Barker Tea	0.00	0.00	0.00
FALL LUNCHEON - 101			
Special Events Income	6,590.00	0.00	6,590.00
Special Events Expenses	0.00	(3,640.00)	(3,640.00)
Printing/Design/Graphics	<u>0.00</u>	<u>(734.08)</u>	<u>(734.08)</u>
TOTAL FALL LUNCHEON	6,590.00	(4,374.08)	2,215.92
Citizen of Distinction - 181			
Special Event Income	218,693.05	0.00	218,693.05
Special Event Expenses	0.00	(19,006.71)	(19,006.71)
Donations	40,108.00	0.00	40,108.00
Scholarship Donations	6,325.00	0.00	6,325.00
Auxiliary Expenses	0.00	(552.50)	(552.50)
Postage	0.00	(81.65)	(81.65)
Marketing	0.00	(2,160.25)	(2,160.25)
Independent Contractors	0.00	0.00	0.00
Office Supplies - Auxiliary	0.00	(75.00)	(75.00)
Printing/Design/Graphics	0.00	(4,241.65)	(4,241.65)
Recognition	<u>0.00</u>	<u>(334.80)</u>	<u>(334.80)</u>
Total Citizen of Distinction	265,126.05	(26,452.56)	238,673.49
Stepping Out for COD - 190			
Special Event Income	346,800.00	0.00	346,800.00
Special Event Expenses	0.00	0.00	0.00
Refunds	0.00	0.00	0.00
Equipment Fees	0.00	0.00	0.00
Postage	0.00	(242.64)	(242.64)
Printing/Design/Graphics	0.00	(3,143.91)	(3,143.91)
Office Supplies & Equipment	0.00	0.00	0.00
Marketing	<u>0.00</u>	<u>(10,853.75)</u>	<u>(10,853.75)</u>
Total Stepping Out for COD	346,800.00	(14,240.30)	332,559.70
Total Balances:	<u>618,516.05</u>	<u>(45,066.94)</u>	<u>573,449.11</u>

COLLEGE OF THE DESERT FOUNDATION

FINANCIAL SUMMARY

November 30, 2016

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION , NOVEMBER 30, 2016
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only) 2016-17 2015-16	
ASSETS					
1 Cash and cash equivalents	\$ 384,370	\$ 1,846,496	\$ -	\$ 2,230,865	\$ 1,687,464
2 Investments	500,000	6,060,688	19,269,276	25,829,963	24,557,349
3 Pledges receivable	220,216	527,635	301,373	1,049,224	1,571,726
4 Accounts Receivable	21,563	110	-	21,673	(3)
5 Prepaid expenses	-	-	-	-	-
6 Funds held at College	5,000	-	-	5,000	5,000
7 Accrued interest receivable	20,775	33,241	-	54,016	56,025
8 Accrued assets	-	-	-	-	-
9 Property and equipment, net	11,088	-	-	11,088	14,070
10 FCCC - Scholarship Endowment	-	26,464	336,549	363,013	377,625
11 Split interest agreements	-	134,395	-	134,395	414,852
TOTAL ASSETS	\$ 1,163,011	\$ 8,629,029	\$ 19,907,198	\$ 29,699,238	\$ 28,684,108
LIABILITIES					
12 Accounts payable	\$ 133,550	\$ 75,172	\$ -	\$ 208,722	\$ 114,238
13 Deferred Contributions	\$ -	\$ -	\$ -	-	\$ -
14 Accrued liabilities	88,745	-	-	88,745	58,282
TOTAL LIABILITIES	222,295	75,172	-	297,467	172,520
NET ASSETS, beginning					
Unrestricted:					
15 Undesignated	254,121	-	-	254,121	305,228
16 Board designated	500,000	-	-	500,000	500,000
17 Temporarily restricted	-	8,496,918	-	8,496,918	9,455,522
18 Permanently restricted	-	-	18,840,936	18,840,936	18,804,343
TOTAL NET ASSETS, beginning	754,121	8,496,918	18,840,936	28,091,975	29,065,093
19 Net Activity	186,596	56,939	1,066,261	1,309,796	(553,506)
NET ASSETS	940,717	8,553,857	19,907,197	29,401,771	28,511,587
TOTAL LIABILITIES AND NET ASSETS	\$ 1,163,012	\$ 8,629,029	\$ 19,907,197	\$ 29,699,238	\$ 28,684,107

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED NOVEMBER 30, 2016
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2015

Page 14

		CURRENT MONTH			Totals	
		Unrestricted	Temporarily	Permanently	(Memorandum Only)	
		Fund	Restricted	Restricted	2016-17	2015-16
			Fund	Fund		
REVENUE AND SUPPORT						
1	Interest	\$ 10,481	\$ 34,112	\$ -	\$ 44,593	\$ 41,761
2	Donations	5,876	308	-	6,184	2,967
3	Academic Angels Donations	3,000	-	-	3,000	750
4	Capital Campaign	-	-	-	-	-
5	In Kind Revenue	-	-	-	-	-
6	Estate Gifts	-	-	1,066,261	1,066,261	-
7	Grants	-	-	-	-	-
8	Management Fees	36,326	-	-	36,326	-
9	President's Circle	4,459	-	-	4,459	2,168
10	Other Income	-	-	-	-	-
11	Marketing Reimbursement	-	-	-	-	-
12	Scholarship Pass-thru	-	14,912	-	14,912	-
13	Scholarship Donations	-	18,773	-	18,773	47,400
	Special Events (net)-See Special Events					
14	Attachment	132,804	-	-	132,804	11,331
TOTAL REVENUE AND SUPPORT		192,946	68,105	1,066,261	1,327,312	106,377
EXPENDITURES						
15	Contributions to college	-	79,572	-	79,572	10,311
16	Operating expenses	34,323	-	-	34,323	107,074
17	Refunds	-	-	-	-	-
18	Grants	-	-	-	-	-
19	Student Awards	-	600	-	600	-
20	Scholarships	-	47,761	-	47,761	84,055
TOTAL EXPENDITURES		34,323	127,933	-	162,256	201,440
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE						
21	OTHER INCOME AND EXPENSES	158,623	(59,828)	1,066,261	1,165,056	(95,063)
OTHER INCOME AND EXPENSES						
22	Management Fees	-	(36,326)	-	(36,326)	-
23	Realized Gain/(Loss) ¹	1,599	5,259	-	6,858	(79,195)
24	Other Investment Expenses	(2,983)	(9,813)	-	(12,796)	(7,099)
TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS		(1,384)	(40,880)	-	(42,264)	(86,294)
25	Unrealized Gain/(Loss) ²	14,932	49,117	-	64,049	313,332
INCREASE (DECREASE) IN NET ASSETS		\$ 172,171	\$ (51,591)	\$ 1,066,261	\$ 1,186,841	\$ 131,975

¹ Realized Gains/Losses reflect amounts for investments which have actually been sold.

² Unrealized Gains/Losses reflect stocks which have decreased in value, but have yet to be sold.

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR FIVE MONTHS ENDED NOVEMBER 30, 2016
WITH COMPARATIVE TOTALS FOR NOVEMBER 30, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2016-17	2015-16
REVENUE AND SUPPORT					
1 Interest	\$ 53,061	\$ 169,132	\$ -	\$ 222,193	\$ 183,781
2 Donations	8,036	171,002	-	179,038	28,731
3 Annual Fund	-	-	-	-	-
4 Academic Angels Donations	25,000	-	-	25,000	20,750
5 Capital Campaign	-	-	-	-	-
6 Marketing Reimbursement	-	-	-	-	-
7 Management Services	176,169	-	-	176,169	102,351
8 Estate Gifts	-	1,200	1,066,261	1,067,461	32,603
9 Grants	-	-	-	-	-
10 In-Kind Revenues	-	-	-	-	-
11 Other Income	97	-	-	97	4
12 President's Circle	98,312	-	-	98,312	97,353
13 Membership	-	-	-	-	-
14 Scholarship Donations	-	132,131	-	132,131	179,654
15 Scholarship Pass-thru	-	148,378	-	148,378	-
16 Special Events (net)	444,585	-	-	444,585	191,580
TOTAL REVENUE AND SUPPORT	805,260	621,843	1,066,261	2,493,364	836,807
EXPENDITURES					
17 Contributions to college	207,578	138,017	-	345,595	93,263
18 Interfund transfers	-	-	-	-	-
19 Operating expenses	435,655	2,918	-	438,573	373,919
20 Grants	-	-	-	-	-
21 Student Awards	-	550	-	550	-
22 Refunds / Reimbursement of Expenses	-	-	-	-	-
23 Scholarships	19	341,205	-	341,224	243,608
TOTAL EXPENDITURES	643,252	482,690	-	1,125,942	710,790
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
24 OTHER INCOME AND EXPENSES	162,008	139,153	1,066,261	1,367,422	126,017
OTHER INCOME AND EXPENSES					
25 Realized Gain/(Loss)	27,711	89,909	-	117,620	106,735
26 Management Services	-	(176,169)	-	(176,169)	(102,351)
27 Other Investment Expenses	(18,614)	(60,334)	-	(78,948)	(76,732)
TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS					
	9,097	(146,594)	-	(137,497)	(72,348)
28 Unrealized Gain/(Loss)	15,491	64,380	-	79,871	(700,126)
INCREASE (DECREASE) IN NET ASSETS	\$ 186,596	\$ 56,939	\$ 1,066,261	\$ 1,309,796	\$ (646,457)

STATEMENT OF ACTIVITIES (INCOME STATEMENT)
FOR CURRENT MONTH & 12 MONTH ENDED 11/30/16

		CURRENT MONTH ENDING 11/30/2016				Prior Year Month Ending	YEAR TO DATE			PRIOR YTD ENDING	CURRENT YEAR BUDGET
		ALL FUNDS	Budget	Variance		11/30/2015	ALL FUNDS	Budget	Variance	11/30//2015	2016/17
		(1/12 OF Annual Budget)					(5/12 OF Annual Budget)				
OPERATIONAL / ADMINISTRATIVE & PROGRAM SUPPORT											
OPERATING REVENUE											
1	Interest	\$ 44,593	\$ 12,917	\$ 31,676	\$ 34,259	\$ 222,193	\$ 64,583.33	\$ 157,610	\$ 183,781	\$ 155,000	
2	Management Fees (Qty)	36,326	25,000	\$ 11,326	-	176,169	\$ 125,000	\$ 51,169	\$ 102,351	\$ 300,000	
3	In-Kind Revenue	-	-	\$ -	-	-	\$ -	\$ -	\$ -	\$ -	
4	TOTAL OPERATING REVENUE	\$ 80,919	\$ 37,917	\$ 43,002	\$ 34,259	\$ 398,362	\$ 189,583	\$ 208,779	\$ 286,132	\$ 455,000	
OPERATING EXPENSES - ADMINISTRATIVE											
5	General	\$ 39,307.50	\$ 5,666.67	\$ (33,641)	\$ 12,505	\$ 188,805	\$ 28,333	\$ (160,471)	\$ 127,380	\$ 68,000	
6	Salaries & Benefits (Operating Portion)	-	26,083	\$ 26,083	22,670	110,387	130,417	\$ 20,030	\$ 121,774	\$ 313,000	
7	Facilities & Maintenance	550	1,958	\$ 1,408	420	8,126	9,792	\$ 1,666	\$ 3,756	\$ 23,500	
8	Independent Contractors	332	7,083	\$ 6,751	3,329	30,159	35,417	\$ 5,258	\$ 66,095	\$ 85,000	
9	Marketing	22,902	17,667	\$ (5,235)	18,531	87,171	88,333	\$ 1,162	\$ 93,263	\$ 212,000	
10	Contributions to College	127,333	-	(127,333)	140,420	686,819	-	(686,819)	\$ 243,608	-	
11	TOTAL OPERATING EXPENSES	\$ 190,424	\$ 58,458	\$ (131,966)	\$ 197,875	\$ 1,111,467	\$ 292,292	\$ (819,176)	\$ 655,875	\$ 701,500	
12	OPERATING SURPLUS (DEFICIT)	\$ (109,505)	\$ (20,542)	\$ 174,968	\$ (163,616)	\$ (713,105)	\$ (102,708)	\$ 1,027,954	\$ (369,743)	\$ (246,500)	
FUNDRAISING											
FUNDRAISING REVENUE											
13	Donations/Gifts/Grants	1,106,130	20,833	1,085,297	90,545	1,527,105	104,166.67	1,422,938	\$ 240,988	250,000	
14	Annual Fund/Direct Mail	-	-	-	-	-	-	-	\$ -	-	
15	Memberships	7,459	14,583	(7,124)	2,918	123,312	72,917	50,395	\$ 118,103	175,000	
16	Special Events	132,804	32,000	100,804	54,180	444,585	160,000	284,585	\$ 191,584	384,000	
17	TOTAL FUNDRAISING REVENUE:	\$ 1,246,393	\$ 67,417	\$ 1,178,977	\$ 147,643	\$ 2,095,002	\$ 337,083	\$ 1,757,919	\$ 550,675	\$ 809,000	
FUNDRAISING EXPENSES											
18	Donor Development	489	6,125	5,637	1,682	12,827	30,625	17,798	\$ 5,709	73,500	
19	Salaries & Benefits (Fundraising Portion)	-	27,500	27,500	27,708	112,111	137,500	25,389	\$ 148,834	330,000	
20	Independent Contractors	5,200	9,500	4,300	-	52,825	47,500	(5,325)	\$ 5,300	114,000	
21	Membership	1,191	1,833	642	-	3,224	9,167	5,943	\$ -	22,000	
22	Marketing (Fundraising Portion)	1,278	1,917	638	3,434	9,657	9,583	(74)	\$ 3,961	23,000	
23	TOTAL FUNDRAISING/PROGRAM EXPENSES:	\$ 8,158	\$ 46,875	\$ 38,717	\$ 32,823	\$ 190,644	\$ 234,375	\$ 43,731	\$ 163,803	\$ 562,500	
24	FUNDRAISING SURPLUS (DEFICIT)	\$ 1,238,236	\$ 20,542	\$ 1,140,259	\$ 114,820	\$ 1,904,358	\$ 102,708	\$ 1,714,188	\$ 386,872	\$ 246,500	
OPERATING REVENUE BUDGET FY 2016/17		\$ 80,919	\$ 37,917	\$ 43,002	\$ 34,259	\$ 398,362	\$ 189,583	\$ 208,779	\$ 286,132	\$ 455,000	
FUNDRAISING REVENUE BUDGET FY 2016/17		\$ 1,246,393	\$ 67,417	\$ 1,178,977	\$ 147,643	\$ 2,095,002	\$ 337,083	\$ 1,757,919	\$ 550,675	\$ 809,000	
25	TOTAL 2016/17 REVENUE BUDGET:	\$ 1,327,312	\$ 105,333	\$ 1,221,979	\$ 181,902	\$ 2,493,364	\$ 526,667	\$ 1,966,698	\$ 836,807	\$ 1,264,000	
OPERATING EXPENDITURE BUDGET FY 2016/17		\$ 190,424	\$ 58,458	\$ (131,966)	\$ 197,875	\$ 1,111,467	\$ 292,292	\$ (819,176)	\$ 655,875	\$ 701,500	
FUNDRAISING EXPENDITURE BUDGET FY 2016/17		\$ 8,158	\$ 46,875	\$ 38,717	\$ 32,823	\$ 190,644	\$ 234,375	\$ 43,731	\$ 163,803	\$ 562,500	
26	TOTAL 2016/17 EXPENDITURE BUDGET:	\$ 198,582	\$ 105,333	\$ (93,248)	\$ 230,698	\$ 1,302,112	\$ 526,667	\$ (775,445)	\$ 819,679	\$ 1,264,000	
NET SURPLUS (DEFICIT) BEFORE INVESTMENT ACTIVITY											
27	ACTIVITY	\$ 1,128,731	\$ -	\$ 1,315,227	\$ (48,796)	\$ 1,191,253	\$ -	\$ 2,742,143	\$ 17,129	\$ -	
28	Investment Activities	58,111	-	-	617,726	118,543			\$ (670,123)	\$ -	
29	NET SURPLUS (DEFICIT)	\$ 1,186,842	\$ -	\$ 1,315,227	\$ 568,930	\$ 1,309,796	\$ -	\$ 2,742,143	\$ (652,995)	\$ -	

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 11/30/2016
WITH COMPARATIVE TOTALS FOR YTD 11/30/2015

		One Month Actual	YTD Actual	Total Annual Revised Budget	Variance %	Budget Remaining	11/30/2015
	Operating Revenues						
1	Academic Angel Special Events (net)	\$ 31,664	\$ 157,829	\$ 100,000	157.8%	\$ (57,829)	\$ 72,243
2	Academic Angel - Membership	3,000	25,000	25,000	100.0%	-	21,500
3	Annual fund/Direct Mail	-	-		0.0%	-	-
3	Annual Fund/Direct Revenue				0.0%	-	-
4	Grants - Direct Revenue	-	-	100,000	0.0%	100,000	-
5	Donations/Individual Gifts/Planned gifts/Estate Gifts	5,876	8,036	150,000	5.4%	141,964	58,895
6	Interest	10,481	53,061	155,000	34.2%	101,939	50,512
7	In-Kind Revenue	-	-		0.0%	-	-
8	Other Income	-	97	-	0.0%	(97)	-
9	Management Services	36,326	176,169	300,000	58.7%	123,831	102,351
10	Marketing Reimbursment	-	-		0.0%	-	-
11	McCallum Events (net)	-	-		0.0%	-	-
12	Stepping Out for COD	104,150	284,150	254,000	111.9%	(30,150)	130,668
13	Barry Manilow	-	-		0.0%	-	-
14	Fall Luncheon	(3,010)	2,950	30,000	9.8%	27,050	4
15	Other Income	-	(344)		0.0%	344	-
16	President's Circle	4,459	98,312	150,000	65.5%	51,688	101,143
17	Total Revenue	192,946	805,260	1,264,000	63.7%	458,740	537,316
	Operating Expenditures						
	Fundraising:						
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8
18	Academic Angels- Membership	-	553	5,000	11.1%	4,447	-
19	Presidents Circle	1,191	2,671	17,000	15.7%	14,329	-
20	Campus Tours	603	1,013	5,000	20.3%	3,987	-
21	Community Outreach	-	-	10,000	0.0%	10,000	-
22	Donor Development	(350)	8,584	30,000	28.6%	21,416	3,010
23	Donor / Scholarship Reception	-	-	6,000	0.0%	6,000	
24	Kick Off Event	-	-	10,000	0.0%	10,000	
25	Planned Giving	-	-	5,000	0.0%	5,000	
26	Presidents Fund	-	500	30,000	1.7%	29,500	13,137
27	State of the College Event	361	1,360	25,000	5.4%	23,640	
28	Reimbursement for State of the College	-	-	tbd	0.0%	#VALUE!	
	Wages & Benefits:						
29	Foundation Staff - 82800	-	203,839	600,000	34.0%	396,161	270,608
30	Accounting Specialist 82801	-	17,100	43,000	39.8%	25,900	
31	Clerk (Seasonal) - Student Worker -82900	-	1,560				
	Independent Contractors:						
32	Legal Services - Roemer & Harnik	332	2,384	5,000	47.7%	2,616	160
33	Accounting Services - MMGC CPA	-	-	-	0.0%	-	21,169
34	FR 50 Database Maintenance - Gigi Muth	-	10,212	60,000	17.0%	49,788	24,016
35	Abila FR 50 Implementation - Gigi Muth	-	-	-	0.0%	-	4,000
36	FR 50 Software	-	-	-	0.0%	-	
37	Audit Services - Brabo Carslen	-	17,563	20,000	87.8%	2,437	16,750

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 11/30/2016
WITH COMPARATIVE TOTALS FOR YTD 11/30/2015

38	Marketing/Messaging - Consultant Fees - FND. K.Hazen	-	24,625	66,000	37.3%	41,375	4,000
39	Website / Social Media - Foundation - Casey Strachan	5,200	28,200	48,000	58.8%	19,800	1,300
40	Other	-	-	-	0.0%	-	-
	Facilities & Maintenance:						
41	Depreciation	-	-	-	0.0%	-	-
42	Copier Lease - Equipment Lease	317	1,624	5,000	32.5%	3,376	1,268
43	In Kind Expense	-	-	-	0.0%	-	-
44	Liability Insurance	-	555	8,000	6.9%	7,445	555
45	Repairs/Maintenance	-	-	2,500	0.0%	2,500	-
46	Service Contracts	233	3,029	8,000	37.9%	4,971	1,933
	Administrative:						
47	Bank / Credit Card Processing Fees	1,209	2,988	8,000	37.4%	5,012	2,499
48	Board / Staff Training	-	1,476	5,000	29.5%	3,524	2,331
49	Membership Dues	-	400	2,000	20.0%	1,600	990
50	Subscriptions / Publications	30	91	2,000	4.6%	1,909	-
51	Office Supplies / Equipment	1,064	4,859	15,000	32.4%	10,141	4,623
52	Other	-	-	-	0.0%	-	-
53	Postage	314	4,307	10,000	43.1%	5,693	3,598
54	Telephone	-	520	1,500	34.7%	980	494
55	Staff Mileage Reimbursement	-	175	2,000	8.8%	1,825	55
	Marketing Expenses:						
56	Marketing / Messaging	22,436	72,998	150,000	48.7%	77,002	91,768
57	Marketing / Messaging - College	-	12,000	-	0.0%	(12,000)	-
58	Annual Report	-	-	25,000	0.0%	25,000	-
59	Annual Fund	-	-	10,000	0.0%	10,000	-
60	Recognition / Sponsorship / Tribute Ads	335	2,340	5,000	46.8%	2,660	527
61	Printing / Design / Graphics	1,048	8,130	20,000	40.7%	11,870	3,815
62	Reimbursement for Marketing Expenses	-	-	-	0.0%	-	-
63	Total Expenses (Before Investment Activity):	34,323	435,656	1,264,000	34.5%	828,344	472,606
64	Net Operating Gain/Loss (Before Investment Activity)	158,624	369,605				
65	Contributions to College	-	207,578				2,500
66	Scholarships	-	19				-
67	Realized Gain/Loss	1,599	27,711				6,428
68	Unrealized Gain/Loss	14,932	15,491				(83,108)
69	Investment Fees	(2,983)	(18,614)				(18,566)
70	Refunds	-	-				-
71	Interfund transfer	-	-				(8,705)
72	Total Expenditures	20,775	618,665				579,057
73	Excess or (Deficit)	\$ 172,172	\$ 186,596				\$ (41,741)
74	General Fund Carryover - From FY 2014/15- Audited		805,228				
75	General Fund Carryover - From FY 2015/16 - Audited		754,121				
76	Present General Funds Available as of 11/30/2016		940,717				
77	Ackerman Fund		49,294				
78	Board Reserve		500,000				

College of the Desert Foundation
Special Events
YTD Ending 11/30/2016

	Revenues	Expenditures	Total
Balances:			
Spring Luncheon - 105			
Donations	0.00	0.00	0.00
Scholarship Donations	0.00	0.00	0.00
Special Event Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Spring Luncheon	0.00	0.00	0.00
 Coeta Barker Tea - 164			
Special Events Income	0.00	0.00	0.00
Special Events Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Coeta Barker Tea	0.00	0.00	0.00
 FALL LUNCHEON - 101			
Special Events Income	6,590.00	0.00	6,590.00
Special Events Expenses	0.00	(3,640.00)	(3,640.00)
Printing/Design/Graphics	<u>0.00</u>	<u>(734.08)</u>	<u>(734.08)</u>
TOTAL FALL LUNCHEON	6,590.00	(4,374.08)	2,215.92
 Citizen of Distinction - 181			
Special Event Income	162,950.00	0.00	162,950.00
Special Event Expenses	0.00	(5,120.65)	(5,120.65)
Donations	25.00	0.00	25.00
Scholarship Donations	0.00	0.00	0.00
Auxiliary Expenses	0.00	(552.50)	(552.50)
Postage	0.00	(81.65)	(81.65)
Marketing	0.00	(637.50)	(637.50)
Independent Contractors	0.00	0.00	0.00
Printing/Design/Graphics	0.00	(2,734.27)	(2,734.27)
Recognition	<u>0.00</u>	<u>(334.80)</u>	<u>(334.80)</u>
Total Citizen of Distinction	162,975.00	(9,461.37)	153,513.63
 Stepping Out for COD - 190			
Special Event Income	284,150.00	0.00	284,150.00
Special Event Expenses	0.00	0.00	0.00
Refunds	0.00	0.00	0.00
Equipment Fees	0.00	0.00	0.00
Postage	0.00	(242.64)	(242.64)
Printing/Design/Graphics	0.00	(1,903.66)	(1,903.66)
Office Supplies & Equipment	0.00	0.00	0.00
Marketing	<u>0.00</u>	<u>(9,090.00)</u>	<u>(9,090.00)</u>
Total Stepping Out for COD	284,150.00	(11,236.30)	272,913.70
 Total Balances:	<u>453,715.00</u>	<u>(25,071.75)</u>	<u>428,643.25</u>

COLLEGE OF THE DESERT FOUNDATION

FINANCIAL SUMMARY

October 31, 2016

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF FINANCIAL POSITION , OCTOBER 31, 2016
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2016-17	2015-16
ASSETS					
1 Cash and cash equivalents	\$ 267,669	\$ 1,963,196	\$ -	\$ 2,230,865	\$ 1,272,130
2 Investments	500,000	5,996,440	18,203,014	24,699,454	24,883,891
3 Pledges receivable	160,850	527,635	301,373	989,858	1,575,012
4 Accounts Receivable	1,090	10	-	1,100	2,522
5 Prepaid expenses	-	-	-	-	500
6 Funds held at College	5,000	-	-	5,000	5,000
7 Accrued interest receivable	20,775	33,241	-	54,016	56,025
8 Accrued assets	-	-	-	-	-
9 Property and equipment, net	11,088	-	-	11,088	14,070
10 FCCC - Scholarship Endowment	-	26,464	336,549	363,013	377,625
11 Split interest agreements	-	134,395	-	134,395	414,852
TOTAL ASSETS	\$ 966,472	\$ 8,681,381	\$ 18,840,936	\$ 28,488,790	\$ 28,601,627
LIABILITIES					
12 Accounts payable	\$ 109,032	\$ 75,934	\$ -	\$ 184,966	\$ 125,559
13 Deferred Contributions	\$ -	\$ -	\$ -	-	\$ -
14 Accrued liabilities	88,895	-	-	88,895	57,432
TOTAL LIABILITIES	197,926	75,934	-	273,861	182,991
NET ASSETS, beginning					
Unrestricted:					
15 Undesignated	254,121	-	-	254,121	305,228
16 Board designated	500,000	-	-	500,000	500,000
17 Temporarily restricted	-	8,496,918	-	8,496,918	9,455,522
18 Permanently restricted	-	-	18,840,936	18,840,936	18,804,343
TOTAL NET ASSETS, beginning	754,121	8,496,918	18,840,936	28,091,975	29,065,093
19 Net Activity	14,425	108,529	-	122,954	(646,457)
NET ASSETS	768,546	8,605,447	18,840,936	28,214,929	28,418,636
TOTAL LIABILITIES AND NET ASSETS	\$ 966,472	\$ 8,681,381	\$ 18,840,936	\$ 28,488,790	\$ 28,601,627

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR CURRENT MONTH ENDED OCTOBER 31, 2016
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2015

Page 22

CURRENT MONTH					
		Temporarily Restricted		Permanently Restricted	Totals
		Unrestricted Fund	Restricted Fund	Restricted Fund	(Memorandum Only)
					2016-17 2015-16
REVENUE AND SUPPORT					
1	Interest	\$ 9,781	\$ 30,664	\$ -	\$ 40,445 \$ 34,259
2	Donations	656	6,413	-	7,069 1,025
3	Academic Angels Donations	1,000	-	-	1,000 750
4	Capital Campaign	-	-	-	- -
5	In Kind Revenue	-	-	-	- -
6	Estate Gifts	-	-	-	- -
7	Grants	-	-	-	- -
8	Management Fees	34,481	-	-	34,481 -
9	President's Circle	12,959	-	-	12,959 2,168
10	Other Income	97	-	-	97 -
11	Marketing Reimbursement	-	-	-	- -
12	Scholarship Pass-thru	-	54,176	-	54,176 -
13	Scholarship Donations	-	24,275	-	24,275 89,520
	Special Events (net)-See Special Events				
14	Attachment	80,111	-	-	80,111 54,180
	TOTAL REVENUE AND SUPPORT	139,085	115,528	-	254,613 181,902
EXPENDITURES					
15	Contributions to college	78	52,431	-	52,509 2,791
16	Operating expenses	114,723	-	-	114,723 90,278
17	Refunds	-	-	-	- -
18	Grants	-	-	-	- -
19	Student Awards	-	-	-	- -
20	Scholarships	-	71,947	-	71,947 137,629
	TOTAL EXPENDITURES	114,801	124,378	-	239,179 230,698
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
21	OTHER INCOME AND EXPENSES	24,284	(8,850)	-	15,434 (48,796)
	OTHER INCOME AND EXPENSES				
22	Management Fees	-	(34,481)	-	(34,481) -
23	Realized Gain/(Loss) ¹	6,071	19,257	-	25,328 24,207
24	Other Investment Expenses	(4,661)	(14,785)	-	(19,446) (30,089)
	TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS	1,410	(30,009)	-	(28,599) (5,882)
25	Unrealized Gain/(Loss) ²	(110,851)	(351,588)	-	(462,439) 623,608
	INCREASE (DECREASE) IN NET ASSETS	\$ (85,157)	\$ (390,447)	\$ -	\$ (475,604) \$ 568,930

¹ Realized Gains/Losses reflect amounts for investments which have actually been sold.

² Unrealized Gains/Losses reflect stocks which have decreased in value, but have yet to be sold.

COLLEGE OF THE DESERT FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR FOUR MONTHS ENDED OCTOBER 31, 2016
WITH COMPARATIVE TOTALS FOR OCTOBER 31, 2015

	Unrestricted Fund	Temporarily Restricted Fund	Permanently Restricted Fund	Totals (Memorandum Only)	
				2016-17	2015-16
REVENUE AND SUPPORT					
1 Interest	\$ 42,581	\$ 135,020	\$ -	\$ 177,601	\$ 183,781
2 Donations	2,160	170,694	-	172,854	28,731
3 Annual Fund	-	-	-	-	-
4 Academic Angels Donations	22,000	-	-	22,000	20,750
5 Capital Campaign	-	-	-	-	-
6 Marketing Reimbursement	-	-	-	-	-
7 Management Services	139,843	-	-	139,843	102,351
8 Estate Gifts	-	1,200	-	1,200	32,603
9 Grants	-	-	-	-	-
10 In-Kind Revenues	-	-	-	-	-
11 Other Income	97	-	-	97	4
12 President's Circle	93,853	-	-	93,853	97,353
13 Membership	-	-	-	-	-
14 Scholarship Donations	-	113,357	-	113,357	179,654
15 Scholarship Pass-thru	-	133,466	-	133,466	-
16 Special Events (net)	311,781	-	-	311,781	191,580
TOTAL REVENUE AND SUPPORT	612,315	553,737	-	1,166,052	836,807
EXPENDITURES					
17 Contributions to college	207,578	58,445	-	266,023	93,263
18 Interfund transfers	-	-	-	-	-
19 Operating expenses	401,333	2,918	-	404,251	373,919
20 Grants	-	-	-	-	-
21 Student Awards	-	(50)	-	(50)	-
22 Refunds / Reimbursement of Expenses	-	-	-	-	-
23 Scholarships	19	293,444	-	293,463	243,608
TOTAL EXPENDITURES	608,930	354,757	-	963,687	710,790
EXCESS OF REVENUE AND SUPPORT OVER EXPENDITURES BEFORE					
24 OTHER INCOME AND EXPENSES	3,385	198,980	-	202,365	126,017
OTHER INCOME AND EXPENSES					
25 Realized Gain/(Loss)	26,112	84,652	-	110,764	106,735
26 Management Services	-	(139,843)	-	(139,843)	(102,351)
27 Other Investment Expenses	(15,631)	(50,522)	-	(66,153)	(76,732)
TOTAL OTHER INCOME AND EXPENSES - NOT INCLUDING UNREALIZED GAIN/LOSS	10,481	(105,713)	-	(95,232)	(72,348)
28 Unrealized Gain/(Loss)	559	15,262	-	15,821	(700,126)
INCREASE (DECREASE) IN NET ASSETS	\$ 14,425	\$ 108,529	\$ -	\$ 122,954	\$ (646,457)

STATEMENT OF ACTIVITIES (INCOME STATEMENT)
FOR CURRENT MONTH & 12 MONTH ENDED 10/31/16

		CURRENT MONTH ENDING 10/31/2016				Prior Year Month Ending	YEAR TO DATE			PRIOR YTD ENDING	CURRENT YEAR BUDGET
		ALL FUNDS	Budget	Variance		10/31/2015	ALL FUNDS	Budget	Variance	10/31//2015	2016/17
		(1/12 OF Annual Budget)					(4/12 OF Annual Budget)				
OPERATIONAL / ADMINISTRATIVE & PROGRAM SUPPORT											
OPERATING REVENUE											
1	Interest	\$ 40,445	\$ 12,917	\$ 27,528	\$ 34,259	\$ 177,601	\$ 51,666.67	\$ 125,934	\$ 183,781	\$ 155,000	
2	Management Fees (Qty)	34,481	25,000	\$ 9,481	-	139,843	\$ 100,000	\$ 39,843	\$ 102,351	\$ 300,000	
3	In-Kind Revenue	-	-	\$ -	-	-	\$ -	\$ -	\$ -	\$ -	
4	TOTAL OPERATING REVENUE	\$ 74,926	\$ 37,917	\$ 37,009	\$ 34,259	\$ 317,444	\$ 151,667	\$ 165,777	\$ 286,132	\$ 455,000	
OPERATING EXPENSES - ADMINISTRATIVE											
5	General	\$ 36,449.75	\$ 5,666.67	\$ (30,783)	\$ 12,505	\$ 149,498	\$ 22,667	\$ (126,832)	\$ 124,543	\$ 68,000	
6	Salaries & Benefits (Operating Portion)	26,746	26,083	\$ (663)	22,670	110,387	104,333	\$ (6,054)	\$ 100,130	\$ 313,000	
7	Facilities & Maintenance	984	1,958	\$ 974	420	7,576	7,833	\$ 257	\$ 3,341	\$ 23,500	
8	Independent Contractors	4,920	7,083	\$ 2,163	3,329	29,827	28,333	\$ (1,494)	\$ 53,269	\$ 85,000	
9	Marketing	32,726	17,667	\$ (15,059)	18,531	56,070	70,667	\$ 14,597	\$ 63,282	\$ 212,000	
10	Contributions to College	124,456	-	(124,456)	140,420	559,486	-	(559,486)	\$ 336,871	-	
11	TOTAL OPERATING EXPENSES	\$ 226,282	\$ 58,458	\$ (167,824)	\$ 197,875	\$ 912,844	\$ 233,833	\$ (679,011)	\$ 681,435	\$ 701,500	
12	OPERATING SURPLUS (DEFICIT)	\$ (151,356)	\$ (20,542)	\$ 204,833	\$ (163,616)	\$ (595,400)	\$ (82,167)	\$ 844,788	\$ (395,303)	\$ (246,500)	
FUNDRAISING											
FUNDRAISING REVENUE											
13	Donations/Gifts/Grants	85,617	20,833	64,784	90,545	420,974	83,333.33	337,641	\$ 240,988	250,000	
14	Annual Fund/Direct Mail	-	-	-	-	-	-	\$ -	\$ -	-	
15	Memberships	13,959	14,583	(624)	2,918	115,853	58,333	57,520	\$ 118,103	175,000	
16	Special Events	80,111	32,000	48,111	54,180	311,781	128,000	183,781	\$ 191,584	384,000	
17	TOTAL FUNDRAISING REVENUE:	\$ 179,687	\$ 67,417	\$ 112,270	\$ 147,643	\$ 848,608	\$ 269,667	\$ 578,941	\$ 550,675	\$ 809,000	
FUNDRAISING EXPENSES											
18	Donor Development	6,787	6,125	(662)	1,682	12,339	24,500	12,161	\$ 3,697	73,500	
19	Salaries & Benefits (Fundraising Portion)	27,826	27,500	(326)	27,708	112,111	110,000	(2,111)	\$ 122,381	330,000	
20	Independent Contractors	10,625	9,500	(1,125)	-	55,825	38,000	(17,825)	\$ 75	114,000	
21	Membership	1,480	1,833	353	-	2,033	7,333	5,300	\$ -	22,000	
22	Marketing (Fundraising Portion)	661	1,917	1,256	3,434	8,379	7,667	(712)	\$ 5,554	23,000	
23	TOTAL FUNDRAISING/PROGRAM EXPENSES:	\$ 47,378	\$ 46,875	\$ (503)	\$ 32,823	\$ 190,687	\$ 187,500	\$ (3,187)	\$ 131,706	\$ 562,500	
24	FUNDRAISING SURPLUS (DEFICIT)	\$ 132,309	\$ 20,542	\$ 112,774	\$ 114,820	\$ 657,921	\$ 82,167	\$ 582,128	\$ 418,969	\$ 246,500	
OPERATING REVENUE BUDGET FY 2016/17		\$ 74,926	\$ 37,917	\$ 37,009	\$ 34,259	\$ 317,444	\$ 151,667	\$ 165,777	\$ 286,132	\$ 455,000	
FUNDRAISING REVENUE BUDGET FY 2016/17		\$ 179,687	\$ 67,417	\$ 112,270	\$ 147,643	\$ 848,608	\$ 269,667	\$ 578,941	\$ 550,675	\$ 809,000	
25	TOTAL 2016/17 REVENUE BUDGET:	\$ 254,613	\$ 105,333	\$ 149,280	\$ 181,902	\$ 1,166,052	\$ 421,333	\$ 744,719	\$ 836,807	\$ 1,264,000	
OPERATING EXPENDITURE BUDGET FY 2016/17		\$ 226,282	\$ 58,458	\$ (167,824)	\$ 197,875	\$ 912,844	\$ 233,833	\$ (679,011)	\$ 681,435	\$ 701,500	
FUNDRAISING EXPENDITURE BUDGET FY 2016/17		\$ 47,378	\$ 46,875	\$ (503)	\$ 32,823	\$ 190,687	\$ 187,500	\$ (3,187)	\$ 131,706	\$ 562,500	
26	TOTAL 2016/17 EXPENDITURE BUDGET:	\$ 273,660	\$ 105,333	\$ (168,327)	\$ 230,698	\$ 1,103,531	\$ 421,333	\$ (682,198)	\$ 813,141	\$ 1,264,000	
NET SURPLUS (DEFICIT) BEFORE INVESTMENT ACTIVITY		\$ (19,047)	\$ -	\$ 317,607	\$ (48,796)	\$ 62,521	\$ -	\$ 1,426,916	\$ 23,666	\$ -	
27	Investment Activities	(456,557)	-	-	617,726	60,432			(670,123)	-	
29	NET SURPLUS (DEFICIT)	\$ (475,604)	\$ -	\$ 317,607	\$ 568,930	\$ 122,953	\$ -	\$ 1,426,916	\$ (646,457)	\$ -	

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 10/31/2016
WITH COMPARATIVE TOTALS FOR YTD 10/31/2015

		One Month Actual	YTD Actual	Total Annual Revised Budget	Variance %	Budget Remaining	10/31/2015
	Operating Revenues						
1	Academic Angel Special Events (net)	\$ 52,065	\$ 126,165	\$ 100,000	126.2%	\$ (26,165)	\$ 58,642
2	Academic Angel - Membership	1,000	22,000	25,000	88.0%	3,000	20,750
3	Annual fund/Direct Mail	-	-		0.0%	-	-
3	Annual Fund/Direct Revenue				0.0%	-	-
4	Grants - Direct Revenue	-	-	100,000	0.0%	100,000	-
5	Donations/Individual Gifts/Planned gifts/Estate Gifts	656	2,160	150,000	1.4%	147,840	57,148
6	Interest	9,781	42,581	155,000	27.5%	112,419	41,060
7	In-Kind Revenue	-	-		0.0%	-	-
8	Other Income	97	97	-	0.0%	(97)	-
9	Management Services	34,481	139,843	300,000	46.6%	160,157	102,351
10	Marketing Reimbursment	-	-		0.0%	-	-
11	McCallum Events (net)	-	-		0.0%	-	-
12	Stepping Out for COD	22,500	180,000	254,000	70.9%	74,000	132,938
13	Barry Manilow	-	-		0.0%	-	-
14	Fall Luncheon	5,890	5,960	30,000	19.9%	24,040	4
15	Other Income	(344)	(344)		0.0%	344	-
16	President's Circle	12,959	93,853	150,000	62.6%	56,147	97,352
17	Total Revenue	139,085	612,315	1,264,000	48.4%	651,685	510,245
	Operating Expenditures						
	Fundraising:						
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8
18	Academic Angels- Membership	553	553	5,000	11.1%	4,447	-
19	Presidents Circle	1,480	1,480	17,000	8.7%	15,520	-
20	Campus Tours	410	410	5,000	8.2%	4,590	-
21	Community Outreach	-	-	10,000	0.0%	10,000	-
22	Donor Development	5,624	8,934	30,000	29.8%	21,066	1,295
23	Donor / Scholarship Reception	-	-	6,000	0.0%	6,000	-
24	Kick Off Event	-	-	10,000	0.0%	10,000	-
25	Planned Giving	-	-	5,000	0.0%	5,000	-
26	Presidents Fund	-	500	30,000	1.7%	29,500	12,702
27	State of the College Event	999	999	25,000	4.0%	24,001	-
28	Reimbursement for State of the College	-	-	tbd	0.0%	#VALUE!	-
	Wages & Benefits:						
29	Foundation Staff - 82800	50,592	203,839	600,000	34.0%	396,161	222,510
30	Accounting Specialist 82801	3,980	17,100	43,000	39.8%	25,900	-
31	Clerk (Seasonal) - Student Worker -82900	-	1,560				-
	Independent Contractors:						
32	Legal Services - Roemer & Harnik	150	2,052	5,000	41.0%	2,948	160
33	Accounting Services - MMGC CPA	-	-	-	0.0%	-	21,169
34	FR 50 Database Maintenance - Gigi Muth	1,600	10,212	60,000	17.0%	49,788	11,190
35	Abila FR 50 Implementation - Gigi Muth	-	-	-	0.0%	-	4,000
36	FR 50 Software	-	-	-	0.0%	-	-
37	Audit Services - Brabo Carslen	3,170	17,563	20,000	87.8%	2,437	16,750

COLLEGE OF THE DESERT FOUNDATION
SUMMARY REPORT - UNRESTRICTED GENERAL FUND
FOR CURRENT MONTH ENDED 10/31/2016
WITH COMPARATIVE TOTALS FOR YTD 10/31/2015

38	Marketing/Messaging - Consultant Fees - FND. K.Hazen	6,625	24,625	66,000	37.3%	41,375	-
39	Website / Social Media - Foundation - Casey Strachan	4,000	31,200	48,000	65.0%	16,800	75
40	Other	-	-	-	0.0%	-	-
	Facilities & Maintenance:						
41	Depreciation	-	-	-	0.0%	-	-
42	Copier Lease - Equipment Lease	317	1,307	5,000	26.1%	3,693	951
43	In Kind Expense	-	-	-	0.0%	-	-
44	Liability Insurance	-	555	8,000	6.9%	7,445	555
45	Repairs/Maintenance	-	-	2,500	0.0%	2,500	-
46	Service Contracts	667	2,796	8,000	35.0%	5,204	1,835
	Administrative:	-	-	-		-	-
47	Bank / Credit Card Processing Fees	551	1,779	8,000	22.2%	6,221	1,440
48	Board / Staff Training	259	1,476	5,000	29.5%	3,524	2,331
49	Membership Dues	-	400	2,000	20.0%	1,600	1,050
50	Subscriptions / Publications	28	61	2,000	3.1%	1,939	-
51	Office Supplies / Equipment	774	3,795	15,000	25.3%	11,205	3,420
52	Other	-	-	-	0.0%	-	-
53	Postage	267	3,993	10,000	39.9%	6,007	3,203
54	Telephone	116	520	1,500	34.7%	980	393
55	Staff Mileage Reimbursement	175	175	2,000	8.8%	1,825	55
	Marketing Expenses:						
56	Marketing / Messaging	31,665	42,363	150,000	28.2%	107,637	58,960
57	Marketing / Messaging - College	-	12,000	-	0.0%	(12,000)	-
58	Annual Report	-	-	25,000	0.0%	25,000	-
59	Annual Fund	-	-	10,000	0.0%	10,000	-
60	Recognition / Sponsorship / Tribute Ads	100	2,005	5,000	40.1%	2,995	527
61	Printing / Design / Graphics	623	7,082	20,000	35.4%	12,918	5,585
62	Reimbursement for Marketing Expenses	-	-	-	0.0%	-	-
63	Total Expenses (Before Investment Activity):	114,724	401,333	1,264,000	31.8%	862,667	370,156
64	Net Operating Gain/Loss (Before Investment Activity)	24,361	210,982				
65	Contributions to College	78	207,578				2,500
66	Scholarships	-	19				-
67	Realized Gain/Loss	6,071	26,112				23,571
68	Unrealized Gain/Loss	(110,851)	559				(150,935)
69	Investment Fees	(4,661)	(15,631)				(17,029)
70	Refunds	-	-				-
71	Interfund transfer	-	-				8,706
72	Total Expenditures	224,243	597,890				508,343
73	Excess or (Deficit)	\$ (85,158)	\$ 14,425				\$ 1,902
74	General Fund Carryover - From FY 2014/15- Audited		805,228				
75	General Fund Carryover - From FY 2015/16 - Audited		754,121				
76	Present General Funds Available as of 10/31/2016		768,546				
77	Ackerman Fund		49,294				
78	Board Reserve		500,000				

College of the Desert Foundation
Special Events
YTD Ending 10/31/2016

	Revenues	Expenditures	Total
Balances:			
Spring Luncheon - 105			
Donations	0.00	0.00	0.00
Scholarship Donations	0.00	0.00	0.00
Special Event Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Spring Luncheon	0.00	0.00	0.00
Coeta Barker Tea - 164			
Special Events Income	0.00	0.00	0.00
Special Events Expenses	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Coeta Barker Tea	0.00	0.00	0.00
FALL LUNCHEON - 101			
Special Events Income	5,960.00	0.00	5,960.00
Special Events Expenses	0.00	0.00	0.00
Printing/Design/Graphics	<u>0.00</u>	<u>(734.08)</u>	<u>(734.08)</u>
TOTAL FALL LUNCHEON	5,960.00	(734.08)	5,225.92
Citizen of Distinction - 181			
Special Event Income	131,265.00	0.00	131,265.00
Special Event Expenses	0.00	(5,100.00)	(5,100.00)
Donations	25.00	0.00	25.00
Scholarship Donations	0.00	0.00	0.00
Auxiliary Expenses	0.00	(552.50)	(552.50)
Postage	0.00	(81.65)	(81.65)
Marketing	0.00	(595.00)	(595.00)
Independent Contractors	0.00	0.00	0.00
Printing/Design/Graphics	0.00	(2,734.27)	(2,734.27)
Recognition	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Citizen of Distinction	131,290.00	(9,063.42)	122,226.58
Stepping Out for COD - 190			
Special Event Income	180,000.00	0.00	180,000.00
Special Event Expenses	0.00	0.00	0.00
Refunds	0.00	0.00	0.00
Equipment Fees	0.00	0.00	0.00
Postage	0.00	0.00	0.00
Printing/Design/Graphics	0.00	(855.52)	(855.52)
Office Supplies & Equipment	0.00	0.00	0.00
Marketing	<u>0.00</u>	<u>(2,358.75)</u>	<u>(2,358.75)</u>
Total Stepping Out for COD	180,000.00	(3,214.27)	176,785.73
Total Balances:	<u>317,250.00</u>	<u>(13,011.77)</u>	<u>304,238.23</u>



Resource Development Committee Meeting
 Wednesday December 7, 2016 – 3:00-4:00pm
 Foundation Board Room

MINUTES

Present

Voting:

Bill Chunowitz, Donna Jean Darby, Carol Bell Dean, Eileen Hall, Suz Hunt, Norma Castaneda, Annette Novack,

**On Conference Call: None

Non-Voting:

None

Absent

Voting:

Robert Goodfriend, Jim Greene, Peggy Sue Lane, Bob Manion, Marc Nickerson

Non-Voting:

None

Guest Kippy Laflame, Peter Sturgeon

Call to Order 3:00pm

Public Invitation to speak as per the Brown Act

None

Alumni Association –

Discussed changes occurring with Alumni Association and the possibility of hiring someone for Alumni Relations who would report to the Foundation (according to Peter 68% of Foundations control Alumni Relations and that percentage is growing).

Expanding Sources of Revenue –

(A) Continued discussion about making greater in-roads into the tribes, problem that not many of the students from the tribes attend COD

(B) Kate Spates is generating a list of businesses to approach (including car dealers) about the Job Center. The committee is hoping Kate will have the list and our message when we approach businesses at the January meeting.

You Can Campaign –

To be rolled out in January Board meeting



President's Circle –

(A) To do something special for this group at President's State of the College event, such as a get together in the Foundation building before the reception on January 26.

(B) Recommend holding a donor appreciation cocktail reception in February at a gallery. Carol Bell to check with Heather James Gallery.

(C) New brochure is done and pins are in. Eileen Hall suggested putting the names of current members on the back of the insert which lists the various benefits for the different levels of participation.

Academic Angels –

60% of Board members are participating in Citizens of Distinction. Eileen and Suz to follow up with people who have not responded

Stepping out for COD –

Revenue up to \$292,435

Individual Gifts/Planned Giving –

(A) Peter meeting with estate planners monthly

(B) We're planning to hold a Legacy reception in the Spring (probably March)

Net meeting: January 4, 2017 at 3:00 pm



Resource Development Committee Meeting
 Wednesday January 4, 2017 – 3:00-4:00pm
 Foundation Board Room
 MINUTES

Present

Voting:

Norma Castaneda, Donna Jean Darby, Carol Bell Dean, Jim Greene, Eileen Hall, Suz Hunt, Donna MacMillan

**On Conference Call: None

Non-Voting:

None

Absent

Voting:

Robert Goodfriend, Peggy Sue Lane, Bob Manion, Marc Nickerson

Non-Voting:

None

Guest Kippy Laflame, Peter Sturgeon

Call to Order 3:00pm

Public Invitation to speak as per the Brown Act

None

President's Circle – Peter Sturgeon

The following dates are available at Heather James for a PC event: February 8, 9, 10 and 28th. Kippy will find out if Dr. Kinnamon's calendar is open. The 28th works best for us. We will get back to Carol Bell Dean who is the liaison with the gallery. This will be a thank you and recognition reception, the PC pins will be given at that event. We are encouraging prospective guests are being brought by PC members.

Renewal letters to delinquent members will be going out in February.

It was suggested that PC member names should be put on the back of the benefits page that will be inserted in the new PC brochure.

PC members will be recognized at the State of the College event on the 26th but the major recognition will be the event at Heather James.



Academic Angels – Eileen Hall

As of mid-December 113 members, goal was 100.

Projecting about \$238K net for Citizens of Distinction.

18/30 Foundation Board members participated in the event Citizens of Distinction.

We need the numbers of Board members who attended and or participated and number of PC members for the January meeting.

Several people mentioned that the “ask” at the Citizens event was too strong.

Everyone spoke a little longer than expected includes honorees, presenters and student speakers.

The event was too long, 3 hours during the day is too much.

Stepping out for COD –

Revenue up to \$292,435

Marc Nickerson and Diane Gershowitz will be sending a letter to members who have not stepped up for sponsorship yet.

Individual Gifts/Planned Giving –

We need to encourage board members if they have made a planned gift for the college.

Donna MacMillan donated her home for the event. April 10th

Peter will be talking to Penny and Peggy

Job Center

Grand opening will be February 20th from 5:30 to 7. Kelly Hall and Kate Spates are working on getting a hit list together.

Alumni Center

Mark, Bob will be meeting with

YOU CAN Campaign

Will be wrapping up at the Stepping Out event on March 15, 2017. The rest of the year will be the Did You Know campaign. Peter will be meeting with Kay on what that will look like.

A 2020 vision campaign and a COD Proud multi-tiered campaign is being discussed.

Staff needs were discussed.

Tools to get into the Tribes

Donna Jean suggested connecting with Steve Sharpe to start a dialogue.

Categorizing the donors

Kippy could produce a list of all campus tour attendees that could be given to board members to segment in 3 categories.



Gift Fee

Peter reviewed his discussion with Santa Barbara City College who take a 10% gift fee on the top for every dollar that comes in for an administrative management fee. Astute donors understand that to keep the operation afloat there needs to be a gift fee. Peter suggested that we discuss a 5% gift fee. Mark asked how to proceed, only a motion is needed by the board. Suz asked that we go ahead and put this on the January agenda for discussion.

Next meeting: February 1, 2017 at 3:00 pm



Stepping Out for COD
Event Committee Meeting
Friday, January 20, 2017
10:00-11:00am.
Foundation Conference Room
MINUTES

Present

Voting: Norma Castaneda, Diane Denkler, Marge Dodge, Bill Chunowitz, Diane Gershowitz,

**On Conference Call: None

Non-Voting: None

Absent

Voting: Teri Ketover, Tamara Bolton

Non-Voting: None

Guest

Peter Sturgeon, Kippy Laflame

Call to Order 10:00am

Public Invitation to speak as per the Brown Act: None

Sales to Date – Diane Gershowitz

Gross Sales

Pledges, sponsorships and McCallum ticket sales to date including the \$150,000 3 year pledge from the Schnitzer Foundation: \$365,400. This represents approx. 78% of goal

Board member sponsors: 13

Committee members asked for the list of 1400 solicitation asks from November to be printed for them to review for second solicitations.

Board member email campaign

Kippy will present at the January board meeting.

Masterclass

Every sponsor will have invitations for 2 to attend the masterclass. An email will be sent to every sponsor giving them the details. A small reception will follow with water, soda and sweets.

Event

Tim O'Bayley reviewed the logistic details of the pre, post and event details. Diane would like student band to provide music for people as they come in. Also the student ambassadors to greet all our sponsors as they come in. Peter will organize.

Next meeting is scheduled for February 21, 2017 at 2:00pm

Meeting Minutes taken by Kippy Laflame, Executive Assistant



Strategic Planning Committee
 Friday, November 28, 2016
 9:00-10:00am
 Foundation Board Room

MINUTES

Present

Voting:

Susan Hunt, Vern Kozlen, Bob Manion, Mark Nickerson, Dominique Shwe, Kate Spates

**On Conference Call: None

Non-Voting:

None

Absent

Voting:

Bob Archer, Carol Bell Dean, Dr. Jane Saltonstall

Non-Voting:

None

Guest

Jim Hummer, Kippy Laflame, Peter Sturgeon

Call to Order

Public Invitation to speak as per the Brown Act

None

- Peter Sturgeon reported on the recent Board of Trustee meeting and decision to remove the Board Members of the Alumni Association and to appoint six (6) new Members. Peter noted that the focus of the Alumni Association has been almost totally on running the Street Fair and that it has not implemented an Alumni Relations program/function.
- We discussed the work of the committee on each of the areas identified as being in the scope of the committee (see the attached list).
- We made three decisions concerning the areas:
 - o The area of Social Media should be included in the Alumni Relations area.
 - o The area of Donor Funds Management does not need any further study by the committee. There are some serious issues within the area, but the issues are largely with the College – not the Foundation.



- o The area of Best Practices does not need any further study by the committee, but will be a valuable aid to the committee in doing research, especially in the areas of Alumni Relations and Governance.
- In preparation of the next meeting, the Chair requested that each member of the committee do two things:
 - o Continue to document their thinking on the areas being studied. Eventually we want a white paper (position paper) on each area.
 - o Prioritize the areas and send the results to the Chair.
- There was consensus that the top priority area is Alumni Relations and that we have a great deal of work to do in building a business case for the Foundation to establish this important program/function.
- The committee thought the next top priority was the area of Governance.
- President, Mark Nickerson, volunteered to contact the College President and request a meeting ASAP to discuss the Foundation's interest in establishing an Alumni Relations program/function.

Next meeting schedule December 13, 2016 at 3:30pm in PSA #19



**Strategic Planning Committee
Monday, January 12, 2017
9:00-10:00am
Foundation Board Room**

MINUTES

Present

Voting:

Donna Jean Darby, Carol Bell Dean, Susan Hunt, Vern Kozlen, Bob Manion, Mark Nickerson, Dr. Jane Saltonstall, Dominique Shwe, Kate Spates

**On Conference Call: None

Non-Voting:

None

Absent

Voting:

Bob Archer

Non-Voting:

None

Guest

Kippy Laflame, Peter Sturgeon

Call to Order

Public Invitation to speak as per the Brown Act

None

At our Strategic Planning Committee held this past week, we discussed a proposed joint planning meeting that would include participants from the College and the Foundation with Kay Hazen as proposed facilitator.

The genesis for this meeting came out of a discussion that a few of us had with Joel. Mark Nickerson asked Bob Manion to chair and organize the meeting.

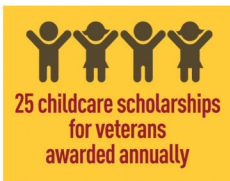
It was agreed that each organization would identify five (5) participants. In preparation for this meeting, Bob Manion requested that all committee members send him an e-mail outlining their suggestions for what our 'desired outcomes' should be for this meeting

Meeting schedule will be based on Kay Hazen and the college's availability



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College of the Desert is Changing Lives for Military Veterans and Their Families



You Can help military veterans who are students
with a gift to COD Foundation 760-773-2561



COLLEGE
of the
DESERT

Important Foundation and College event Dates for your calendar

01-26-17: State of the College, from 4:30-6:00pm at the Gymnasium
02-15-17: Scholarship Donor Reception, from 4:00-6:00 at the Gymnasium
*02-17-17: Concert at the Pollock- Carl Rigoli, from 7:00-8:00pm at the Pollock Theater
03-15-17: Master Class with Neil Berg, from 2:00-3:00pm at the Pollock Theater. Every Stepping Out sponsorship—starting at \$1,000 up has 2 tickets included as a benefit.
03-15-17: Stepping Out for COD, from 8:00-10:00pm at the McCallum Theater
*03-31-17: Alumni Concert from 7:00-8:00pm at the Pollock Theater
03-30-17: Academic Angels Spring Luncheon, from 11:00-1:00pm at Lavender Bistro in LQ
04-07-17: Planned Giving Reception, from 5:00-7:00pm at Donna MacMillan's home
04-28-17: Spring Play and President's Circle reception from 6:00-8:00pm at the McCallum Theater
05-03-17: Coeta Barker Reception from 4:00-6:00pm at Jean Carrus' home
*05-17-17: Band concert, (Jazz and Symphonic Bands) from 7:00-8:00pm at the Indian Wells Theater
*05-18-17: Jazz concert, from 7:00-8:00pm at the Pollock Theater
*05-19-17: Choral concert, (Chamber & Jazz singers)) from 7:00-8:00pm at the Indian Wells Theater

*Please note that a \$5 goodwill donation is suggested for any concert at the Pollock Theater.

For athletic events on campus please go to website, click on Composite Schedule to see calendar of events
www.codathletics.com/landing/index