

**Notice of Organizational Meeting
Allan Hancock College Foundation Board of Directors**

Thursday, November 16, 2023

4:00 p.m. – 6:00 p.m.

Allan Hancock College Boardroom, Building B
800 South College Drive, Santa Maria, CA 93454

AGENDA

	Page	Time
1. Call to order		4:00 PM
2. Roll Call		
3. Public Comment		
<i>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.</i>		
4. Approval of Agenda – November 16, 2023 (ACTION)		4:01 PM
5. Approval of Minutes – September 28, 2023, Board of Directors Working Meeting (ACTION)	1-2	4:02 PM
6. Welcome and Remarks from Vice President, Judith Dale (Information)		4:05 PM
7. Governance and Nominations (ACTION)		4:10 PM
7.A. Board Member Resignation – Larry Lahr	3	
7.B. Board Member Nomination – Len Jarrott	4-5	
8. Finance Committee (ACTION)		4:20 PM
8.A. Approval of Financial Statements through 9/30/2023	6-14	
8.B. Approval of Investment Policy	15-21	
8.C. General Operations Sustainability Plan	22-23	
8.D. Endowment Scholarship & Program Funding	24-26	
8.E. Investment Advisors Review	27	
9. Advancement Committee (Information)		5:00 PM
9.A. Foundation Giving Report and Promise Campaign Update	28	
9.B. President’s Circle Subcommittee Report	29	
9.C. Scholarship Subcommittee Report	30	
9.D. Scholarship Awards Discussion	31	
10. Officers and Chairs Nominations Process (Information)	32	5:20 PM
11. Oral Reports (Information)		
11.A. Executive Director, College Advancement – Jon Hooten		
11.B. College Superintendent/President – Kevin Walthers		
11.C. College Trustee – Jeffrey Hall		
11.D. PCPA Foundation Representative – Judy Frost		
11.E. Faculty Representative – Nichole Dechaine		
11.F. Student Representative – Samantha Martinez		

- 11.G. Members of the Board of Directors – General Announcements
12. Consideration of New Business 5:55 PM
13. Next Meeting – Thursday, January 25, 2024
14. Adjourn (ACTION) 6:00 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, Ph.D.
Executive Director
Allan Hancock College Foundation

ALLAN HANCOCK COLLEGE FOUNDATION

Discussion Meeting

Minutes of September 28, 2023

A discussion meeting of the Board of Directors was held on September 29, 2023. This meeting was held at the Santa Maria campus, Bldg. B – Boardroom.

1. Call to Order

Foundation Vice President J. Dale, called the meeting to order at 4:00 p.m.

2. Roll Call

Directors Present: Susan Appel, Mike Carroll, Lee-Volker Cox, Judith Dale, J. Edwin Fields, Erica Jane Flores, Judy Frost, Mike Gibson, George Grama, Jeff Hall, Tim Harrington, Debra Hood, Mario Juarez, Robert Klug, Sam Orozco, Greg Pensa, Kevin Walthers

Directors Absent: Maggi Daane, Nichole Dechaine, Larry Lahr, Keli Seyfert, Gloria Soto

Student Representative: Samantha Martinez

Foundation Staff Present: Jon Hooten, Erinn Artrip, Marisol Diaz, Tracy McKee, Natalie Rucobo

Recorder: Marisol Diaz

3. Public Comment - None**4. Approval of Agenda – September 28, 2023 (ACTION)**

MOTION: On a motion by J. Frost, seconded by M. Gibson, the agenda for September 28 2023, was approved by a unanimous voice vote.

5. Approval of Minutes – July 27, 2023 (ACTION)

The minutes from the July 27, 2023, annual organizational board meeting was reviewed.

MOTION: On a motion by M. Gibson, seconded by L.V. Cox, the minutes were approved as presented by a unanimous voice vote.

6. Welcome and Remarks from Executive Director – Jon Hooten (Information)

J. Hooten congratulated M. Juarez for being selected as an honoree for the Santa Barbara Foundation’s Celebrate Philanthropy and thanked him for his work at AHC and the community.

J. Hooten gave an update on the Hancock Promise campaign and asked everyone to start thinking of what the Foundation can do next once the campaign is completed.

7. College Presentation: Kevin Walthers

K. Walthers invited the board to the UnitED Central Coast event on Thursday, October 5. This event will be held at the Boyd Hall with Cuesta College. The purpose of the event is to raise awareness and support from the community towards two new bachelor's degrees to our communities. K. Walthers mentioned that Hancock’s goal is to offer a Bachelor of Science in Applied Professional Studies which will positively impact a wide variety of businesses in the community.

K. Walthers left at 4:24 p.m.

8. Debrief Hancock Honors Event

J. Hooten shared that over 300 people attended the event and heard great reviews afterwards. The board shared their positive reviews of the event and thanked Foundation staff, S. Appel, N. Dechaine, and S. Martinez for each of their roles at the event.

J. Hooten mentioned to save the date on September 7, 2024 for next year's Hancock Honors.

9. 2023-2024 Slate of Officers (ACTION)

The 2023-2024 slate of officers was presented to the Board for approval.

MOTION: On a motion by J. Fields, seconded by J. Frost, the 2023-2024 Slate of Officers was approved by a unanimous voice vote.

10. 2023-2024 Committees and Chairs (ACTION)

The 2023-2024 committees and chairs were presented to the Board for approval.

MOTION: On a motion by J. Hall, seconded by D. Hood, 2023-2024 Committees and Chairs were approved by a unanimous voice vote.

11. Purpose & Principles of the Foundation (ACTION)

J. Dale suggested rewording the purpose and bring back to the next board meeting and the board agreed. No motion was taken. The board asked the Executive Committee to work on the purpose and present for approval at board meeting on November 16.

12. Consideration of New Business (Information)

13. Next Meeting – Thursday, November 16, 2023, 4-6 p.m.

14. Adjourn (ACTION)

MOTION: On a motion by D. Hood, seconded by R. Klug, the meeting was adjourned at 5:08 p.m. by a unanimous voice vote.

To: Board of Directors	ACTION
From: Mario Juarez, Chair Governance and Nominations Committee	November 16, 2023
Subject: Board Member Resignation – Larry Lahr	

BACKGROUND

Larry Lahr submitted his resignation from the Allan Hancock College Foundation Board of Directors, effective September 13, 2023. Foundation staff would like to thank him for his service as a board director.

RECOMMENDATION

The Governance and Nominations Committee recommends the Board of Directors accept the resignation of Larry Lahr, effective September 13, 2023.

To: Board of Directors	ACTION
From: Mario Juarez, Chair Governance and Nominations Committee	November 16, 2023
Subject: Board Member Nomination – Len Jarrott	

BACKGROUND

Len Jarrott has been nominated to serve on the Allan Hancock College Foundation Board of Directors. His nomination form can be found on the following page.

Len Jarrott received a master's in philosophy from San Diego State University. He is the founder and owner of Jarrott & Co., a real estate brokerage firm based in Santa Barbara. He has taught continuing education courses and business classes at UCSB and at the Brooks Institute of Photography. Throughout his 33-year career in teaching, Len has held various roles in leadership. He joined the Foundation for Santa Barbara City College Board of Directors in 1982, President of the Adult Education Advisory Council and an SBCC Trustee. He has been part of numerous boards including classical radio station KDB board, Primo Boxing board, Environmental Defense Center, Retired Volunteer Program, and Anacapa School.

RECOMMENDATION

The Governance and Nominations Committee recommends the Board of Directors accept the nomination of Len Jarrott.



NOMINATION FOR BOARD OF DIRECTORS

As our communities grow, we will also want and need for this foundation to grow. We are constantly looking for that special person who is a reflection of the vibrant communities we live in and who can help us meet the growing needs of the college, its students and its staff. The following is an excerpt from the roles and responsibilities of the Allan Hancock College Foundation Board of Directors:

Director's Role: The Board of Directors of the Allan Hancock College Foundation establishes goals and policies, ensures that adequate resources are available to carry out its policies, and monitors the achievement of its goals. Board members are drawn from the community. They contribute to board diversity and possess these qualifications:

- Esteemed in the community.
- Cares about the role and future of Allan Hancock College.
- Willing to serve a full term and to invest in the foundation and its activities.

Please assist the nominating committee by filling out the below information. All personal information will remain confidential.

Name LEN JARROTT ^{Partner} Spouse's Name LAURA SLAUGHTER M.Ed.
 Address [REDACTED] City Nipomo Zip [REDACTED]
 Occupation REAL ESTATE INVESTOR Phone Number [REDACTED]

Why do you think you would be a good community representative for the board?
I have a great deal of Board and Fundraising experience. I've raised \$1.8M this year for

Please check the education/skills you feel you could contribute to our board: Hancock's Promise Programs

<input type="checkbox"/> accounting	<input checked="" type="checkbox"/> fund raising	<input checked="" type="checkbox"/> philanthropy
<input checked="" type="checkbox"/> advocacy	<input type="checkbox"/> investment	<input checked="" type="checkbox"/> planned giving
<input checked="" type="checkbox"/> community relations	<input type="checkbox"/> legal	<input checked="" type="checkbox"/> public speaking
<input checked="" type="checkbox"/> education	<input type="checkbox"/> management	<input type="checkbox"/> technology
<input type="checkbox"/> event planning	<input checked="" type="checkbox"/> marketing	<input type="checkbox"/> volunteer at events

On what other boards have you served? SBCC Board of Trustees, SBCC
Spoundation Board, Currently on the Board of Hospice
of SLO County
 In what other charitable or community activities have you participated? The above named
Boards. Also I'm currently on the Festival Mojave
Board, SLO's summer music festival.

Foundation Board Nominee Leonard S. Jarrott, M.A., MBA
 Signature [Signature] Date 10/24/23

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	November 16, 2023
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

Contributions Report	7/1/2022-6/30/2023 and 9/30/2023	7-8
Statement of Operations	6/30/2023 and 9/30/2023	9-10
Statement of Financial Position	6/30/2023 and 9/30/2023	11-12
General Operations Budget	6/30/2023 and 9/30/2023	13-14

RECOMMENDATION

The Finance Committee recommends the Board of Directors approve the financial statements as submitted.

Allan Hancock College Foundation
Contributions
July 1, 2022 through June 30, 2023

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 7,618	\$ -	\$ 570	\$ 7,578	\$ 535	\$ 270	\$ 7,579	\$ 35	\$ 370	\$ 6,275	\$ -	\$ 128	\$ 30,958
Other Local Income	\$ -	\$ -	\$ 3,800	\$ -	\$ 2,107	\$ 2,729	\$ -	\$ 47	\$ 9,819	\$ 11,110	\$ 2,372	\$ 150	\$ 32,134
President's Circle	\$ 6,277	\$ 7,106	\$ 14,859	\$ 5,106	\$ 3,357	\$ 15,942	\$ 3,022	\$ 1,442	\$ 6,692	\$ 3,342	\$ 1,090	\$ 6,592	\$ 74,827
Restricted	\$ 2,630	\$ 20,254	\$ 871	\$ 1,069	\$ 14,569	\$ 26,825	\$ 30,926	\$ 8,984	\$ 59,114	\$ 21,137	\$ 12,029	\$ (42,164)	\$ 156,244
Scholarships	\$ 26,631	\$ 16,217	\$ 24,101	\$ 29,321	\$ 18,031	\$ 78,174	\$ 46,294	\$ 5,911	\$ 36,227	\$ 61,662	\$ 19,665	\$ 36,916	\$ 399,150
Hancock Promise	\$ 6,661	\$ 14,280	\$ 98,771	\$ 59,905	\$ 52,065	\$ 61,297	\$ 22,736	\$ 21,554	\$ 13,231	\$ 53,135	\$ 622	\$ 2,610	\$ 406,867
Title V - Hancock Promise	\$ -	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Endowments	\$ -	\$ -	\$ -	\$ 4,000	\$ 100	\$ 18,888	\$ -	\$ 2,000	\$ 5,500	\$ 5,000	\$ -	\$ 500	\$ 35,988
MONTHLY TOTALS	\$ 49,817	\$ 57,857	\$ 142,972	\$ 156,979	\$ 90,764	\$ 204,125	\$ 110,557	\$ 39,973	\$ 130,953	\$ 161,661	\$ 35,778	\$ 4,732	\$ 1,186,168
CURRENT YTD TOTALS	\$ 49,817	\$ 107,674	\$ 250,646	\$ 407,625	\$ 498,389	\$ 702,514	\$ 813,071	\$ 853,044	\$ 983,997	\$ 1,145,658	\$ 1,181,436	\$ 1,186,168	\$ 1,186,168

PRIOR YEARS CONTRIBUTIONS

July 2021 - June 2022	1,754,527												1,154,034
July 2020 - June 2021	1,912,505												
July 2019 - June 2020	3,661,328												
July 2018 - June 2019	1,646,016												
July 2017 - June 2018	2,547,577												
July 2016 - June 2017	1,167,156												
July 2015 - June 2016	1,766,065												
July 2014 - June 2015	1,354,736												
July 2013 - June 2014	4,230,595												
July 2012 - June 2013	11,662,226												
July 2011 - June 2012	774,867												
July 2010 - June 2011	907,673												
July 2009 - June 2010	941,725												
July 2008 - June 2009	1,053,236												
July 2007 - June 2008	1,070,668												
July 2006 - June 2007	1,098,427												

Revised in FY24-Hancock Honors sponsorships were deferred in FY23 to FY24: \$72,400.00

NOTES:

a) Report does not include investment portfolio activity.

Allan Hancock College Foundation
Contributions
July 1, 2023 through June 30, 2024

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 6,412	\$ 73	\$ 51										\$ 6,536
Other Local Income	\$ 1,800	\$ 2,100	\$ -										\$ 3,900
President's Circle	\$ 7,341	\$ 6,290	\$ 1,342										\$ 14,973
Restricted	\$ 1,720	\$ 1,030	\$ 34,410										\$ 37,160
Scholarships	\$ 30,567	\$ 27,276	\$ 86,245										\$ 144,088
Hancock Honors	\$ 159,400	\$ 13,200	\$ 30,650										\$ 203,250
Hancock Promise	\$ 12,637	\$ 21,307	\$ 687,110										\$ 721,054
Title V - Hancock Promise	\$ -	\$ -	\$ -										\$ -
Endowments	\$ -	\$ -	\$ 3,000										\$ 3,000
MONTHLY TOTALS	\$ 219,877	\$ 71,276	\$ 842,808	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,133,961
CURRENT YTD TOTALS	\$ 219,877	\$ 291,153	\$ 1,133,961	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,133,961

PRIOR YEARS CONTRIBUTIONS

July 2022 - June 2023	1,186,168
July 2021 - June 2022	1,754,527
July 2020 - June 2021	1,912,505
July 2019 - June 2020	3,661,328
July 2018 - June 2019	1,646,016
July 2017 - June 2018	2,547,577
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July 2012 - June 2013	11,662,226
July 2011 - June 2012	774,867
July 2010 - June 2011	907,673
July 2009 - June 2010	941,725
July 2008 - June 2009	1,053,236

NOTES:

a) Report does not include investment portfolio activity.

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 06/30/2023**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions, Gifts, Grants & Endwmnts	0	30,958	637,938	399,150	85,988	0	1,154,033
Non Cash Contribution	0	0	1,239	0	0	0	1,239
Sales and Commission	0	0	770	0	0	0	770
Interest and Investment Income	0	24,135	2,268	0	0	450,975	477,378
Chg in Beneficial Int in Asset FCCC	0	0	0	0	7,143	0	7,143
Realized Gain/Loss on Invest	0	16,898	0	0	0	45,245	62,142
Unrealized Gain/Loss on Invest	0	(8,306)	0	0	0	1,491,982	1,483,677
Other Local Revenues	0	1,209	28,835	2,089	0	0	32,134
Total Revenues	0	64,893	671,051	401,239	93,130	1,988,202	3,218,515
EXPENSES:							
Non Bargaining Unit	0	255,049	0	0	0	0	255,049
Benefits	0	43,042	0	0	0	0	43,042
Public Relations/Recognitions	0	280	0	0	0	0	280
Office/Operational Supplies	0	2,694	34,753	0	0	0	37,447
In Kind Supply Expense	0	0	770	0	0	0	770
Non Instr Printing	0	6,291	3,990	0	0	0	10,280
Food - Business Meetings/Events	0	5,884	83,055	0	0	0	88,939
Indep Contractor (Individuals)	0	200	8,210	0	0	0	8,410
Service Contracts (Businesses)	0	4,149	30,237	0	0	0	34,386
Travel - All Travel Costs	0	5,475	0	0	0	0	5,475
District Community Activities	0	0	2,500	0	0	0	2,500
Foundation Community Activities	0	8,175	5,143	0	0	0	13,318
Dues & Memberships	0	1,660	4,599	0	0	0	6,259
Non-Tech Licenses, Permits, Fees	0	1,207	4,015	0	0	0	5,222
Software License/Subscription Agrmt	0	18,932	5,837	0	0	0	24,770
Laundry/Dry Cleaning	0	0	905	0	0	0	905
Film/Media Rental	0	0	1,275	0	0	0	1,275
Facility Rental	0	0	4,000	0	0	0	4,000
Equipment Rental	0	0	16,196	0	0	0	16,196
District/College Support	0	0	274,508	0	0	0	274,508
Postage/Express Services	0	5,578	729	0	0	0	6,306
Advertising/Sponsorships	0	4,945	0	0	0	0	4,945
Bank Service Charges	0	1,589	1,499	0	0	0	3,088
Investment Brokerage Fees	0	3,461	0	0	0	180,750	184,211
PCPA Support	0	0	3,550	86,924	0	0	90,474
Equipment	0	1,649	1,863	0	0	0	3,512
Equipment-In Kind	0	0	1,239	0	0	0	1,239
Student Assistance	0	0	8,574	0	0	0	8,574
Scholarships	0	0	12,608	579,129	0	0	591,736
Total Expenses	0	370,259	510,055	666,052	0	180,750	1,727,116
Net Income (Loss)	0	(305,365)	160,996	(264,814)	93,130	1,807,452	1,491,399
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	50,000	188,162	220,781	221,016	1,497,578	51,957	2,229,495
Intrafund Transfers-Out	50,000	167,031	1,182,944	6,900	350,000	472,619	2,229,495
Other Transfer-In	0	317,680	0	0	0	0	317,680
Net Transfers	0	338,811	(962,163)	214,116	1,147,578	(420,662)	317,680
Net Inc/Dec in Fund Bal	0	33,446	(801,167)	(50,697)	1,240,708	1,386,789	1,809,079
FUND BALANCE:							
Fund Equity, July 1	0	608,677	2,535,706	813,716	14,510,273	1,548,516	20,016,888
Current Balance	0	642,123	1,734,538	763,019	15,750,981	2,935,306	21,825,967

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 09/30/2023**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions,Gifts,Grants&Endwmnts	0	6,536	976,437	144,088	3,000	0	1,130,061
Non Cash Contribution	0	0	13,857	0	0	0	13,857
Interest and Investment Income	0	5,763	525	0	0	90,077	96,365
Realized Gain/Loss on Invest	0	(203)	0	0	0	120,977	120,774
Unrealized Gain/Loss on Invest	0	(14,508)	0	0	0	(886,089)	(900,597)
Other Local Revenues	0	0	3,900	0	0	0	3,900
Total Revenues	0	(2,411)	994,719	144,088	3,000	(675,036)	464,361
EXPENSES:							
Non Bargaining Unit	0	70,593	0	0	0	0	70,593
Benefits	0	13,715	0	0	0	0	13,715
Instructional Printing	0	0	1,751	0	0	0	1,751
Public Relations/Recognitions	0	249	0	0	0	0	249
Office/Operational Supplies	0	802	4,553	0	0	0	5,354
Non Instr Printing	0	23	8	0	0	0	31
Food - Business Meetings/Events	0	720	47,110	0	0	0	47,830
In-Kind Food Supplies	0	0	3,530	0	0	0	3,530
Indep Contractor (Individuals)	0	0	29,251	0	0	0	29,251
Service Contracts (Businesses)	0	786	8,500	0	0	0	9,286
In-Kind Service Contracts (Busnss)	0	0	2,764	0	0	0	2,764
Travel - All Travel Costs	0	230	0	0	0	0	230
Foundation Community Activities	0	2,500	0	0	0	0	2,500
Dues & Memberships	0	2,775	475	0	0	0	3,250
Non-Tech Licenses,Permits,Fees	0	428	1,158	0	0	0	1,586
Software License/Subscription Agrmt	0	20,973	0	0	0	0	20,973
Equipment Rental	0	0	26,675	0	0	0	26,675
In-Kind Equipment Rental	0	0	2,563	0	0	0	2,563
Misc Operating Expenses	0	0	0	0	0	0	0
District/College Support	0	0	4,937	0	0	0	4,937
Advertising/Sponsorships	0	167	2,500	0	0	0	2,667
In-Kind Advertising	0	0	5,000	0	0	0	5,000
Bank Service Charges	0	257	81	0	0	0	338
Investment Brokerage Fees	0	718	0	0	0	48,110	48,828
PCPA Support	0	0	0	18,720	0	0	18,720
Equipment	0	0	8,021	0	0	0	8,021
Scholarships	0	0	1,512	396,527	0	0	398,039
Total Expenses	0	114,936	150,390	415,247	0	48,110	728,683
Net Income (Loss)	0	(117,347)	844,329	(271,159)	3,000	(723,145)	(264,323)
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	0	39,825	22,063	5,250	15,801	0	82,939
Intrafund Transfers-Out	0	12,063	41,641	250	0	28,985	82,939
Other Transfer-In	0	255,565	0	0	0	0	255,565
Net Transfers	0	283,327	(19,578)	5,000	15,801	(28,985)	255,565
Net Inc/Dec in Fund Bal	0	165,980	824,751	(266,159)	18,801	(752,130)	(8,757)
FUND BALANCE:							
Fund Equity, July 1	0	642,123	1,734,538	763,019	15,750,981	2,935,306	21,825,967
Current Balance	0	808,103	2,559,289	496,860	15,769,782	2,183,175	21,817,210

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 06/30/2023**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(10,310,489)	615,522	1,842,182	776,315	4,141,163	2,935,306	0
AHC Fdtn Mechanics Bank Checking	338,549	0	0	0	0	0	338,549
AHC Fdtn MS Active Assets MM	301,943	0	0	0	0	0	301,943
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	120,082	0	120,082
MS Select UMA Unrestr 2948 Inv Cash	41,061	0	0	0	0	0	41,061
Monarch With Strategies Pooled Cash	14,554	0	0	0	0	0	14,554
Monarch With Strategies Lahr Cash	0	0	0	0	386	0	386
Northern Trust Young Cash	0	0	0	0	93,170	0	93,170
MS Select UMA Pooled 1441 Inv Cash	296,052	0	0	0	0	0	296,052
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	3,674	0	3,674
Pledge Receivable - Current	0	0	9,000	0	0	0	9,000
Pledge Receivable - Non Current	0	0	55,310	0	0	0	55,310
Discount on Pledge Receivable	0	0	(1,873)	0	0	0	(1,873)
Accrued Interest Receivable	0	0	0	0	343	0	343
Due From Other Funds	0	6,928	0	0	0	0	6,928
Prepaid Items	0	20,973	26,688	0	0	0	47,661
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,169,303	0	2,169,303
MS Select UMA Unrestr 2948 Inv Cost	385,658	0	0	0	0	0	385,658
Monarch With Strategies Pooled Cost	1,883,534	0	0	0	0	0	1,883,534
Monarch With Strategies Lahr Cost	0	0	0	0	57,171	0	57,171
Northern Trust Young Cost	0	0	0	0	1,303,948	0	1,303,948
MS Select UMA Pooled 1441 Inv Cost	5,957,191	0	0	0	0	0	5,957,191
Interest in CA Comm Colleges Cost	0	0	0	0	153,831	0	153,831
SB Fdtn Hancock Promise Cost	0	0	0	0	6,359,182	0	6,359,182
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	403,428	0	403,428
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	334,119	0	334,119
MS Select UMA Unrestr 2948 FMV Adj	56,610	0	0	0	0	0	56,610
Monarch With Strtgs Pooled FMV Adj	75,871	0	0	0	0	0	75,871
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	2,667	0	2,667
Northern Trust Young FMV Adj	0	0	0	0	338,942	0	338,942
MS Select UMA Pooled 1441 FMV Adj	959,467	0	0	0	0	0	959,467
SB Fdtn Hancock Promise FMV Adj	0	0	0	0	292,641	0	292,641
MrgStnly Title V HSI HP 8826 FMV Adj	0	0	0	0	(23,071)	0	(23,071)
Total Assets	0	643,424	1,931,307	776,315	15,750,981	2,935,306	22,037,333
LIABILITIES:							
Accounts Payable	0	1,159	123,769	13,296	0	0	138,225
Sales Tax Payable	0	130	0	0	0	0	130
Other Accounts Payable	0	11	600	0	0	0	611
Deferred Revenue	0	0	72,400	0	0	0	72,400
Total Liabilities	0	1,300	196,769	13,296	0	0	211,365
FUND BALANCE:							
Fund Equity FYB	0	608,677	2,535,706	813,716	14,510,273	1,548,516	20,016,888
Current Income/Loss	0	33,446	(801,167)	(50,697)	1,240,708	1,386,789	1,809,079
Total Fund Balance	0	642,123	1,734,539	763,019	15,750,981	2,935,305	21,825,967
Total Liabilities & Fund Balance	0	643,423	1,931,308	776,315	15,750,981	2,935,305	22,037,332

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 09/30/2023**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(10,359,506)	566,436	2,501,653	516,510	4,591,732	2,183,175	0
AHC Fdtn Mechanics Bank Checking	972,283	0	0	0	0	0	972,283
AHC Fdtn MS Active Assets MM	2,467	0	0	0	0	0	2,467
Petty Cash	0	0	150	0	0	0	150
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	153,393	0	153,393
MS Select UMA Unrestr 2948 Inv Cash	39,307	0	0	0	0	0	39,307
Monarch With Strategies Pooled Cash	32,056	0	0	0	0	0	32,056
Monarch With Strategies Lahr Cash	0	0	0	0	582	0	582
Northern Trust Young Cash	0	0	0	0	101,617	0	101,617
MS Select UMA Pooled 1441 Inv Cash	272,829	0	0	0	0	0	272,829
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	4,779	0	4,779
Pledge Receivable - Current	0	0	26,760	0	0	0	26,760
Pledge Receivable - Non Current	0	0	26,430	0	0	0	26,430
Discount on Pledge Receivable	0	0	(1,549)	0	0	0	(1,549)
Accrued Interest Receivable	0	0	0	0	403	0	403
Due From Other Funds	0	241,667	5,845	0	0	0	247,512
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,161,410	0	2,161,410
MS Select UMA Unrestr 2948 Inv Cost	392,254	0	0	0	0	0	392,254
Monarch With Strategies Pooled Cost	1,874,341	0	0	0	0	0	1,874,341
Monarch With Strategies Lahr Cost	0	0	0	0	57,292	0	57,292
Northern Trust Young Cost	0	0	0	0	1,303,948	0	1,303,948
MS Select UMA Pooled 1441 Inv Cost	6,049,153	0	0	0	0	0	6,049,153
Interest in CA Comm Colleges Cost	0	0	0	0	153,831	0	153,831
SB Fdtn Hancock Promise Cost	0	0	0	0	6,427,457	0	6,427,457
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	403,428	0	403,428
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	227,320	0	227,320
MS Select UMA Unrestr 2948 FMV Adj	42,102	0	0	0	0	0	42,102
Monarch With Strtgs Pooled FMV Adj	32,120	0	0	0	0	0	32,120
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	1,399	0	1,399
Northern Trust Young FMV Adj	0	0	0	0	290,120	0	290,120
MS Select UMA Pooled 1441 FMV Adj	650,594	0	0	0	0	0	650,594
SB Fdtn Hancock Promise FMV Adj	0	0	0	0	(70,156)	0	(70,156)
MrgStnly Title V HSI HP 8826 FMV Adj	0	0	0	0	(38,772)	0	(38,772)
Total Assets	0	808,103	2,559,289	516,510	15,769,782	2,183,175	21,836,860
LIABILITIES:							
Sales Tax Payable	0	0	0	0	0	0	0
Due To/From Interchart Scholarshi	0	0	0	19,650	0	0	19,650
Total Liabilities	0	0	0	19,650	0	0	19,650
FUND BALANCE:							
Fund Equity FYB	0	642,123	1,734,538	763,019	15,750,981	2,935,306	21,825,967
Current Income/Loss	0	165,980	824,751	(266,159)	18,801	(752,130)	(8,757)
Total Fund Balance	0	808,103	2,559,289	496,860	15,769,782	2,183,176	21,817,210
Total Liabilities & Fund Balance	0	808,103	2,559,289	516,510	15,769,782	2,183,176	21,836,860

Query View Budget Status by Account
 Fiscal period start date 07/01/2022
 Fiscal period end date 06/30/2023
 As of Date 06/30/2023
 Currency USD

Chart of Accounts 3
 Fund 831001
 Organization AFN
 Account All
 Program 709001

Account Expenses	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
214000	Non Bargaining Unit	271,477	263,662	255,049	8,613
332000	Classified Non Instr FICA-Soc Scrt	16,832	16,832	15,826	1,006
336000	Classified Non-Instr FICA-Medicare	3,936	3,936	3,701	235
342000	Classified Non Instr Health & Wlfr	64,610	43,218	15,862	27,356
352000	Classified Non-Instr SUI	1,736	2,299	1,879	420
352500	Classified ETT-Foundation	28	41	39	1
362000	Classified Non Instr Workers Comp	2,264	2,264	2,129	135
395100	Employer Matching of TSA	0	3,606	3,606	0
451500	Public Relations/Recognitions	0	280	280	0
452000	Office/Operational Supplies	5,000	4,480	2,694	1,786
454000	Non Instr Printing	10,000	9,762	6,291	3,472
471000	Food - Business Meetings/Events	4,000	6,000	5,884	116
511000	Indep Contractor (Individuals)	0	200	200	0
511200	Service Contracts (Businesses)	3,500	4,152	4,149	3
521000	Travel - All Travel Costs	6,500	6,258	5,475	783
522000	On-Site-Prof. Develop/Webinars	1,000	1,000	0	1,000
522400	Foundation Community Activities	13,302	11,060	8,175	2,885
531000	Dues & Memberships	2,750	2,618	1,660	958
532000	Non-Tech Licenses,Permits,Fees	2,550	2,550	1,207	1,343
532200	Software License/Subscription Agrmt	28,000	39,906	18,932	20,974
566000	Software Maintenance Agreement	0	0	0	0
587000	Postage/Express Services	7,500	7,278	5,578	1,700
588000	Advertising/Sponsorships	4,000	4,945	4,945	0
589200	Bank Service Charges	4,000	4,000	1,589	2,411
589500	Investment Brokerage Fees	5,000	5,000	3,461	1,539
599200	Sales Discounts	0	0	0	0
641000	Equipment	500	1,659	1,649	10
721500	Intrafund Transfers-Out	30,000	41,481	167,031	-125,550
Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	40,000	40,000	30,958	9,042
886000	Interest and Investment Income	0	0	32,727	-32,727
889000	Other Local Revenues	100	100	1,209	-1,109
898200	Intrafund Transfer-In	131,250	131,250	188,162	-56,912
898300	Other Transfer-In	317,135	317,135	317,680	-545
Revenue Total		488,485	488,485	570,736	-82,251
Expenditure Total		488,485	488,485	537,290	-48,805
Report Total (of all records)		0	0	33,446	-33,446

<u>Intra Fund Transfers-Out</u>	<u>Budget</u>	<u>Actual</u>
Gen Fund Unrestr. to Underwater End.	0	125,550
WineMakers Dinner	0	11,481
Scholarship Banquet support	30,000	30,000
	<u>30,000</u>	<u>167,031</u>

<u>Intra Fund Transfers-In</u>	<u>Budget</u>	<u>Actual</u>
Administration Fee @ 1.5%	113,000	110,712
President's Circle Fee @ 15%	8,250	11,224
Unrestricted End. Proceeds-Madsen	5,000	0
Hancock Promise Gift Fee @ 1.5%	5,000	17,476
Unrestricted Endowment	0	48,750
Other Transfer-In (District support)	83,580	84,125
Other Transfer-In (District support)	233,555	233,555
	<u>448,385</u>	<u>505,842</u>

Query View Budget Status by Account
 Fiscal period start date 07/01/2023
 Fiscal period end date 06/30/2024
 As of Date 09/30/2023
 Currency USD

Chart of Accounts 3
 Fund 831001
 Organization AFN
 Account All
 Program 709001

Account Expenses	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
214000	Non Bargaining Unit	279,390	279,390	70,593	208,797
332000	Classified Non Instr FICA-Soc Scrt	17,322	17,322	4,377	12,945
336000	Classified Non-Instr FICA-Medicare	4,051	4,051	1,024	3,027
342000	Classified Non Instr Health & Wlfr	34,000	33,884	4,512	15,314
352000	Classified Non-Instr SUI	1,736	1,736	0	1,736
352500	Classified ETT-Foundation	28	28	0	28
362000	Classified Non Instr Workers Comp	2,330	2,330	565	1,765
395100	Employer Matching of TSA	33,527	21,464	3,237	18,227
451500	Public Relations/Recognitions	250	366	249	57
452000	Office/Operational Supplies	5,000	5,000	802	1,152
454000	Non Instr Printing	10,000	10,000	23	3,000
471000	Food - Business Meetings/Events	6,000	6,000	720	4,964
511000	Indep Contractor (Individuals)	600	600	0	600
511200	Service Contracts (Businesses)	4,000	4,000	786	3,032
521000	Travel - All Travel Costs	7,500	7,500	230	6,700
522400	Foundation Community Activities	13,300	13,300	2,500	9,800
531000	Dues & Memberships	2,750	2,775	2,775	55
532000	Non-Tech Licenses,Permits,Fees	2,550	2,525	428	2,087
532200	Software License/Subscription Agrmt	28,000	28,000	20,973	7,027
587000	Postage/Express Services	7,500	7,500	0	5,765
588000	Advertising/Sponsorships	4,000	4,000	167	2,583
589200	Bank Service Charges	4,000	4,000	257	3,743
641000	Equipment	1,000	1,000	0	1,000
721500	Intrafund Transfers-Out	45,000	57,063	12,063	45,000
Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	49,225	49,225	6,536	42,689
889000	Other Local Revenues	100	100	0	100
898200	Intrafund Transfer-In	127,000	127,000	39,825	87,175
898300	Other Transfer-In	337,509	337,509	255,565	81,944
Revenue Total		513,834	513,834	301,926	211,908
Expenditure Total		513,834	513,834	126,281	358,405
Report Total (of all records)		0	0	175,645	-146,497

<u>Intra Fund Transfers-Out</u>	<u>Budget</u>	<u>Actual</u>
Scholarship Banquet	45,000	12,063
	<u>45,000</u>	<u>12,063</u>

<u>Intra Fund Transfers-In</u>	<u>Budget</u>	<u>Actual</u>
Administration Fee @ 1.5%	108,000	28,985
President's Circle Fee @ 15%	9,000	0
Unrestricted End. Proceeds-Madsen	5,000	0
Hancock Promise Gift Fee @ 1.5%	5,000	10,840
Unrestricted Endowment	0	0
Other Transfer-In (District support)	103,954	22,010
Other Transfer-In (District support)	233,555	233,555
	<u>464,509</u>	<u>295,390</u>

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	November 16, 2023
Subject: Approval of Investment Policy Plan	

BACKGROUND

The purpose of the Foundation's Investment Policy Plan is to provide guidance to all related parties as to how the funds of the Foundation's investments shall be managed. The intent of the policy is to be sufficiently specific to be meaningful, yet flexible enough to be practical in changing times.

The Investment Policy Plan is reviewed and updated on an annual basis.

RECOMMENDATION

The Finance Committee recommends the Board of Directors approve the Investment Policy Plan as submitted.



**ALLAN HANCOCK COLLEGE FOUNDATION
INVESTMENT POLICY STATEMENT**

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ALLAN HANCOCK COLLEGE FOUNDATION INVESTMENT POLICY STATEMENT

1. INTRODUCTION AND PURPOSE

The Allan Hancock College Foundation (Foundation) is a non-profit corporation dedicated to:

- Soliciting and raising money to award scholarships to students enrolled at Allan Hancock College (AHC) or who are preparing to leave AHC to continue their studies at a four year college/university.
- Supporting the educational programs of Allan Hancock College.
- Assisting Allan Hancock College in the funding of its capital needs.

With this mission in mind, the purpose of this Investment Policy Statement is to provide guidance to all related parties as to how the funds of the Foundation shall be managed. Its intent is to outline a philosophy and attitude which will guide the investment management of the Foundation's assets towards desired results. It is intended to be sufficiently specific to be meaningful, yet flexible enough to be practical in changing times.

The investment fund shall be managed in accordance with high standards of fiduciary duty and in compliance with applicable laws and regulations, including but not limited to the Uniform Prudent Management of Institutional Funds Act.

This policy will be reviewed on an annual basis and updated as appropriate. The Finance Committee shall be responsible for the investment and reinvestment of funds and assets of the Allan Hancock College Foundation. Once approved by the Finance Committee, the document will be approved by the full Board of Directors at its regularly scheduled meeting.

In fulfilling its responsibilities under this Statement, the Finance Committee shall, among other activities, recommend to the Board of Directors the hiring and dismissal of investment managers, fiscal agents and other agents.

2. SCOPE

This Investment Policy Statement applies only to those assets for which the Foundation directors have discretionary authority. All other assets shall be managed in accordance with the guidelines established for those specific assets.

3. OBJECTIVES

The primary investment objectives of this policy are:

- To provide sufficient total return to support the scholarship program of AHC in a significant way and to support other educational programs wherever possible.
- To preserve and grow investment principal so that scholarship and educational programs can be supported over the long term.
- To maximize the total rate of return on Foundation assets consistent with reasonable standards of prudence and risk tolerance.
- To manage the Foundation's assets with a responsible sense of care, skill and diligence in all decisions.

4. POLICIES

4.1. Finance Committee

Investments are the responsibility of the Finance Committee acting under the direction of the Foundation Board. The college Associate Superintendent/Vice President, Finance and Administration, is responsible for opening bank, brokerage, and safekeeping accounts, for executing such documents as may be necessary, and entering into investment manager agreements. As per Education Code 81655, only those persons delegated authority by the college's governing board and approved by the Foundation's board of directors shall be authorized to enter into a Power of Attorney agreement with investment managers and to execute transactions, upon approval of the Finance Committee. With the approval of the Finance Committee, the college president, college associate superintendent/vice president of administrative services and the Foundation executive director shall jointly establish a system of internal controls which shall be documented in writing. The internal controls shall be periodically reviewed and approved by the independent auditor for the Foundation. The controls shall be designed to prevent losses of public funds arising from fraud, employee error, and misrepresentation by third parties, or imprudent actions by employees and directors of the Foundation.

4.2. Acceptable Investments

- 4.2.1. Obligations of the U.S. Government and U.S. Federal Agency Securities.
- 4.2.2. Certificates of Deposit in any U.S. commercial bank or savings institution provided that the collective amount in any one institution does not exceed FDIC/SAIF insurance limitations (per the Dodd-Frank Wall Street Reform and Consumer Protection Act, permanently insured at \$250,000 as of July 21, 2010). Limitation may be exceeded where the banking institution or its parent has an investment rating of at least "A" by Moodys, Standard & Poors and/or Fitch's rating service. This restriction does not apply to separately managed portfolios or mutual funds.
- 4.2.3. Corporate notes, bonds and commercial paper provided that the issuer is rated at least "A" by Moodys, Standard & Poors and/or Fitch's rating service. This restriction does not apply to separately managed portfolios or mutual funds.
- 4.2.4. Convertible bonds. Provided that the issuer is rated at least "A" by Moodys, Standard & Poors and/or Fitch's rating service. This restriction does not apply to separately managed portfolios or mutual funds.
- 4.2.5. Money Market Mutual Funds
- 4.2.6. Equities. U.S. Domestic securities with market capitalization's of at least \$250 million that are traded on one of the major U.S. exchanges. This restriction does not apply to separately managed portfolios or mutual funds.
- 4.2.7. Foreign Equities. Traded as American Depository Receipts (ADR's). This restriction does not apply to separately managed portfolios or mutual funds.
- 4.2.8. Mutual Funds and separately managed accounts that are diversified holdings of equities in particular market capitalization groups and asset styles.
 - 4.2.8.1. Large Cap – Growth
 - 4.2.8.2. Large Cap – Value
 - 4.2.8.3. Large Cap – Blend
 - 4.2.8.4. Mid Cap – Growth
 - 4.2.8.5. Mid Cap – Value
 - 4.2.8.6. Mid Cap – Blend

- 4.2.8.7. Small Cap – Growth
- 4.2.8.8. Small Cap – Value
- 4.2.8.9. Small Cap – Blend
- 4.2.8.10. Emerging Markets
- 4.2.8.11. International (by size, style and geography)
- 4.2.9. Exchange Traded Index Funds
- 4.2.10. Real Estate may be held provided it is the result of a gift to the AHC Foundation and the Finance Committee has determined that it either generates sufficient rental income to justify the cost of ownership or there is a compelling need for the property at some point in the future that justifies holding the property.
- 4.2.11. Real Estate Investment Trusts (R.E.I.T.'s), as well as mutual funds and separately managed portfolios investing in real estate.
- 4.2.12. Alternative Investments such as hedge funds may be used as an additional investment vehicle to enhance returns, reduce volatility, and expand the diversification of Foundation assets.
- 4.2.13. Mortgage Backed Securities and CMO's (excluding PAC bonds, IO's, PO's, residual bonds, etc.) may be used. These securities shall be treated as part of the Foundation's fixed income asset class.

4.3. Prohibited Investments

The AHC Foundation will not invest directly in these investments. However, it is expressly understood that through our investing in certain Hedge Funds, Mutual Funds, separately managed accounts, or Alternative Investments, these fund managers may in turn be investing in certain of these instruments as part of their investment strategy.

- 4.3.1. Commodities and Futures Contracts
- 4.3.2. Private Placements
- 4.3.3. Options
- 4.3.4. Limited Partnership (does not apply in cases of Alternative Investment funds established as LLP)
- 4.3.5. Venture Capital Investments
- 4.3.6. Derivative instruments (except mortgage backs and CMO's)
- 4.3.7. Short selling, puts, calls
- 4.3.8. Margin transactions
- 4.3.9. Oil and gas or natural resource properties
- 4.3.10. Art objects or other collectibles
- 4.3.11. Private stock issuance

4.4. Diversification and Asset Allocation

Diversification is recognized by the Finance Committee as a critical tool to balance risk, return, and correlation characteristics of different asset classes in the Foundation's overall investment structure. The AHC Foundation has established the following optimal allocation of assets when investing new monies. Realizing that these strategic optimal allocation targets may have to be adjusted in certain market conditions, it has also established maximums and minimums to cover these conditions.

Recommended Allocation

<u>Asset Class*</u>	<u>Minimum</u>	<u>Maximum</u>
Total U.S. Equities	30%	85%
-Large Cap Equities	10%	50%

-Mid Cap Equities	0%	20%
-Small Cap Equities	0%	15%
International Equities	10%	50%
Fixed Income	15%	40%
Other (R.E.I.T.'s Hedge Funds, Alternatives, etc.)	0%	25%

*These targets relate to non-restricted long-term funds under management such as the endowment funds which support scholarships and programs. The foundation may make exceptions for donors who require investments that fall outside these guidelines.

4.5. Investment Consultants and Managers

Acting on instructions from the Finance Committee, the Foundation may enter into an agreement with an investment consulting service to advise in the selection of qualified investment managers, preparation of investment policy statements, and the monitoring and review of the manager performance.

The investment consultant shall be independent of any selected investment manager.

Any professional investment manager(s) retained by the Foundation must be registered with the Securities and Exchange Commission (SEC) under the Investment Advisory Act of 1940. The firm must be registered in its state of domicile, and have been in business a minimum of five years.

The Finance Committee may also choose to utilize the services and strategy of a Community Fund or other manager that has its own investment policy. If this is desirable, the Finance Committee will execute a due diligence review of the firm's investment policy to understand compatibility with AHC's goals and objectives.

4.6. Meetings, Reporting and Communication

The Finance Committee of the AHC Foundation will meet regularly, generally quarterly and in no event less than quarterly. The committee is responsible for reporting the results of its discussions and decisions to the Executive Committee of the Board of Directors. Also, on a quarterly basis, it will report to the full Board of Directors at its regular quarterly meeting the following key information:

- 4.6.1. Period-to-date financial results
- 4.6.2. Period-to-date financial results vs. budget
- 4.6.3. Investment Portfolio results to date
- 4.6.4. Current Investment Portfolio valuations
- 4.6.5. Other pertinent investment and financial information as appropriate.

4.7. Evaluation of Performance

Fund managers will be evaluated on at least an annual basis. Their performance over a sufficiently long-time horizon (at least 3 to 5 years) shall be compared to indices of similar style funds (e.g. – S & P 500, Russell 3000, etc.) and/or comparable benchmarks. Managers who consistently under perform versus appropriate benchmarks over longer time horizons will be replaced unless compelling evidence exists to suggest that the funds performance has returned to, or is about to return to, an acceptable level.

5. DONATIONS

The Finance Committee will demonstrate “due diligence” in considering donations other than cash or liquid assets. It is recommended, and in some cases required, that the donor provide an assessment and/or valuation report. If the Foundation is required to pay for the study, the study will be performed to furnish reassurance that “due diligence” was performed, should

problems arise. In consideration of a gift of real estate, the committee shall use a qualified environmental consultant to provide an environmental site assessment to disclose any contamination problems or other potential problems. The committee will also consult a lawyer to interpret any legal ramifications or liabilities. The Finance Committee will make a recommendation to the Executive Committee to accept or reject the gift offer.

6. CONFLICT OF INTEREST

A conflict would result from any transaction in which the college or the Foundation is a party, in which an “interested person” had a direct or indirect material financial interest. For this purpose, an “interested person” is any director, officer, or employee of the Foundation. Anyone with a conflict of interest shall be precluded from the discussion and the decision making of that transaction.

Additionally, on an annual basis, all members of the Finance Committee shall sign the Foundation’s “Statement of Conduct, Commitment, and Conflict of Interest”, a copy of which will be available for public review in the Foundation office.

7. CONCLUSION AND CERTIFICATION

This Investment Policy Statement is designed to be used as a guideline to assist the AHC Foundation Board of Directors, the Finance Committee, and any Investment Consultants or Managers. It should be viewed as a flexible document whose purpose is to assist all parties in the management of the Foundation’s assets.

The following Finance Committee members have reviewed and approved this Investment Policy Statement at the meeting held on October 19, 2022:

Finance Committee – Chair	Judy Frost (absent)
Committee Director	Maggie Daane (acting chair)
Committee Director	James E. Fields
Committee Director	Peggy Hesse
Committee Director	Larry Lahr
Committee Director	Eric D. Smith

Review: 11/8/2023
Approved: 10/19/2022
Approved: 1/13/2021
Approved: 7/10/2019
Approved: 3/28/2018
Approved: 9/22/2016

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	November 16, 2023
Subject: General Operations Sustainability Plan	

BACKGROUND

At the Finance Committee meeting held on April 10, 2019, the committee requested staff prepare a 5-year sustainability plan for the Foundation's operating budget. Each year the committee reviews the plan which is attached. The plan has been updated through fiscal year 2023-2024

RECOMMENDATION

The Finance Committee recommends the Board of Directors approve the General Operations Sustainability Plan as submitted.

Allan Hancock College Foundation
General Operations Sustainability Plan

Unrestricted Revenue	Actual 2019-		Actual 2020-		Approved Budget		Projected	2024-	Projected	2025-	Projected	2026-	Projected	2027-
	Actual 2018-2019	2020	2021	Actual 2021-2022	Actual 2022-2023	2023-2024	2025	2026	2027	2028	2029	2030	2031	2032
General Operations Unrestricted Contributions	\$ 64,624	\$ 65,104	\$ 79,178	\$ 34,345	\$ 30,958	\$ 49,225	\$ 51,686	\$ 54,271	\$ 56,984	\$ 59,833				
PPP Loan Forgiveness Income	\$ -	\$ 48,752	\$ 12,998	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Other Transfer In (District support)	\$ 71,962	\$ 56,911	\$ 73,240	\$ 78,689	\$ 84,125	\$ 103,954	\$ 109,152	\$ 114,609	\$ 120,340	\$ 126,357				
Other Transfer In (District Operational)	\$ -	\$ 123,000	\$ 123,000	\$ 123,000	\$ 233,555	\$ 233,555	\$ 245,233	\$ 257,494	\$ 270,369	\$ 283,888				
Interest and Investment Income	\$ 24,623	\$ 25,498	\$ 18,907	\$ 26,719	\$ 24,135	\$ -	\$ -	\$ -	\$ -	\$ -				
Other Local Income	\$ 425	\$ 736	\$ 91	\$ 249	\$ 1,209	\$ 100	\$ -	\$ -	\$ -	\$ -				
Consulting Group Advisor - Unrealized Gain/Loss	\$ 26,629	\$ (18,299)	\$ 88,664	\$ (63,494)	\$ 8,592	\$ -	\$ -	\$ -	\$ -	\$ -				
Administration Fee 1.5%	\$ 87,895	\$ 106,803	\$ 124,997	\$ 127,393	\$ 110,712	\$ 108,000	\$ 113,400	\$ 119,070	\$ 125,024	\$ 131,275				
Hancock Promise 1.5% fee	\$ 3,602	\$ 31,891	\$ 19,516	\$ 6,647	\$ 17,476	\$ 5,000	\$ 5,250	\$ -	\$ -	\$ -				
President's Circle 15% fee	\$ 7,360	\$ 5,527	\$ 7,660	\$ 9,100	\$ 11,224	\$ 9,000	\$ 9,450	\$ 9,923	\$ 10,419	\$ 10,940				
F. Young Endowment Proceeds	\$ 87,190	\$ -	\$ -	\$ -	\$ 48,750	\$ -	\$ -	\$ -	\$ -	\$ -				
Hansen Unrestricted Endowment Proceeds	\$ 16,100	\$ 11,271	\$ 7,631	\$ 9,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
M. Sjovald Memorial Endowment Proceeds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Madson Unrestricted Endowment Proceeds	\$ 3,150	\$ 3,400	\$ 6,100	\$ 5,750	\$ -	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000				
Title III Unrestricted Endowment Transfers	\$ 500	\$ 121,736	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Unrestricted Endowment Proceeds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Total Unrestricted Revenue	\$ 394,060	\$ 582,330	\$ 561,982	\$ 357,399	\$ 570,736	\$ 513,834	\$ 539,171	\$ 560,367	\$ 588,135	\$ 617,292				
General Operations Expenses														
Total General Operating Expenses	\$ 379,766	\$ 348,254	\$ 355,110	\$ 344,765	\$ 537,290	\$ 564,155	\$ 592,362	\$ 621,980	\$ 653,079	\$ 9				
Beginning Fund Balance, July 1	\$ 140,801	\$ 155,095	\$ 389,171	\$ 596,043	\$ 608,677	\$ 642,122	\$ 591,802	\$ 538,610	\$ 476,997	\$ 412,052				
Ending Fund Balance, June 30	\$ 155,095	\$ 389,171	\$ 596,043	\$ 608,677	\$ 642,122	\$ 591,802	\$ 538,610	\$ 476,997	\$ 412,052	\$ 1,029,335				
Unrestricted Quasi Endowments														
<i>Northern Trust, F. Young Endowment, balance</i>	\$ 834,922	\$ 771,981	\$ 722,878	\$ 1,190,222	\$ 972,777	\$ 1,068,790	\$ 1,122,229	\$ 1,179,213	\$ 1,239,045	\$ 1,301,870				
Projected 5% market increase	\$ 24,249	\$ (49,103)	\$ 467,344	\$ (217,445)	\$ 144,763	\$ 53,439	\$ 56,983	\$ 59,833	\$ 62,824	\$ 65,965				
Drawdown	\$ (87,190)	\$ -	\$ -	\$ -	\$ (48,750)	\$ -	\$ -	\$ -	\$ -	\$ -				
Balance	\$ 771,981	\$ 722,878	\$ 1,190,222	\$ 972,777	\$ 1,068,790	\$ 1,122,229	\$ 1,179,213	\$ 1,239,045	\$ 1,301,870	\$ 1,367,835				
<i>Hansen Memorial Endowment, beginning balance</i>	\$ 176,331	\$ 168,888	\$ 160,233	\$ 193,749	\$ 151,211	\$ 166,469	\$ 174,792	\$ 183,532	\$ 192,709	\$ 202,344				
Projected 5% market increase	\$ 9,714	\$ 2,616	\$ 41,147	\$ (33,537)	\$ 15,258	\$ 8,323	\$ 8,740	\$ 9,177	\$ 9,635	\$ 10,117				
Drawdown	\$ (17,157)	\$ (11,271)	\$ (7,631)	\$ (9,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Balance	\$ 168,888	\$ 160,233	\$ 193,749	\$ 151,211	\$ 166,469	\$ 174,792	\$ 183,532	\$ 192,709	\$ 202,344	\$ 212,461				
<i>M. Sjovald Memorial End., beginning balance</i>	\$ -	\$ 172,322	\$ 299,952	\$ 378,132	\$ 309,263	\$ 340,469	\$ 357,493	\$ 375,367	\$ 394,136	\$ 413,842				
Projected 5% market increase	\$ -	\$ 3,372	\$ 78,180	\$ (68,869)	\$ 31,206	\$ 17,023	\$ 17,875	\$ 18,768	\$ 19,707	\$ 20,692				
Drawdown	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Balance	\$ -	\$ 175,694	\$ 378,132	\$ 309,263	\$ 340,469	\$ 357,493	\$ 375,367	\$ 394,136	\$ 413,842	\$ 434,534				
Unrestricted Quasi Endowment Balance, June 30	\$ 940,869	\$ 1,058,804	\$ 1,762,103	\$ 1,433,251	\$ 1,575,728	\$ 1,654,514	\$ 1,738,112	\$ 1,825,890	\$ 1,918,056	\$ 2,014,831				

* The projected assumption is a 5% increase in revenue and expenses for projected fiscal-year budgets.

Updated: 10/26/2023

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	November 16, 2023
Subject: Endowment Scholarship & Program Funding 2023 - 2024	

BACKGROUND

According to the Foundation's Endowment Funding Policy, Foundation staff determines the endowment funding with the review date of September 30. That process begins with a review of each endowment value and application of the approved funding policy formula.

In keeping with the endowment funding policy, the Finance Committee will review the attached scholarship and program endowments funding report at the meeting.

RECOMMENDATION

The Finance Committee recommends the Board of Directors approves the 2023-2024 endowment funding proposal with the review date of September 30, 2023.

PRINCIPAL CODE	FUND_TITLE	TOTAL 9/30/2023	12-Quarter Average	9/30/2023 Corpus	Endowment Value	Funding					Proposed Funding from Endowment	Funding from Operating Budget	
						3% of 12Q Avg Value	Endowment Value After Funding	4% of 12Q Avg Value	Endowment Value After Funding	5% of 12Q Avg Value			Endowment Value After Funding
834005	J M Davis Meml Endowment Principal	102,735.25	110,294.31	90,196.26	1.14	3,309	1.102	4,412	1.090	5,515	1.078	5,500	
834010	R H Tesene Endowment Principal	30,216.11	32,430.55	26,000.00	1.16	973	1.125	1,297	1.112	1,622	1.100	1,600	
834030	Acquistapace RE Meml Sch Princ	23,195.93	24,904.21	21,000.00	1.10	747	1.069	996	1.057	1,245	1.045	1,000	
834035	Adam Wm C End Principal	304,050.27	326,405.22	270,000.00	1.13	9,792	1.090	13,056	1.078	16,320	1.066	16,250	
834040	Adams C NonFed Title III Principal	25,593.39	28,572.78	20,292.25	1.26	857	1.219	1,143	1.205	1,429	1.191	1,400	
834045	Ames Ana Endowment Principal	11,075.20	11,870.36	10,000.00	1.11	356	1.072	475	1.060	594	1.048	500	
834050	Atkinson Justin Hum Sch Princ	63,459.96	68,089.08	55,519.93	1.14	2,043	1.106	2,724	1.094	3,404	1.082	3,250	
834055	AHC Dance NonFed Title III Princ	25,175.94	28,069.91	20,243.23	1.24	842	1.202	1,123	1.188	1,403	1.174	1,250	
834060	AHC Math Sci NonFed Title III Princ	37,672.41	42,046.01	30,695.60	1.23	1,261	1.186	1,682	1.172	2,102	1.159	2,000	
834065	AHC Music Boyd Prgm Principal	2,542,122.83	2,748,879.32	2,000,000.00	1.27	82,466	1.230	109,955	1.216	137,444	1.202	137,000	
834070	AHC Fire Tch NonFed Title III Princ	26,305.26	29,363.25	21,336.03	1.23	881	1.192	1,175	1.178	1,468	1.164	1,250	
834075	AHC Pol Sci NonFed Title III Princ	26,026.09	29,025.95	20,457.30	1.27	871	1.230	1,161	1.215	1,451	1.201	1,250	
834076	Andrastek Nursing Endow Principal	389,610.78	417,822.38	381,000.00	1.02	8,610	1.000	16,713	0.979	20,891	0.968	6,000	
834080	Coe Robert NonFed Title III Princ	24,892.10	27,776.80	20,311.76	1.23	833	1.184	1,111	1.171	1,389	1.157	1,250	
834081	Baker Fmly Nursing Prg End Princ	13,605.31	14,422.19	12,591.51	1.08	433	1.046	577	1.035	721	1.023	500	
834090	Beck B&G Meml Schl End Princ	11,361.32	12,190.08	10,000.00	1.14	366	1.100	488	1.087	610	1.075	500	
834095	Bennett K Meml Sch End Princ	25,616.70	27,494.31	22,527.80	1.14	825	1.101	1,100	1.088	1,375	1.076	1,250	
834100	Bennett R Meml Sch End Princ	90,737.80	90,947.67	84,839.68	1.07	2,728	1.037	3,638	1.027	4,547	1.016	3,500	
834105	Bartleson Fml NF Title III Princ	344,830.87	379,231.83	293,934.21	1.17	11,377	1.134	15,169	1.122	18,962	1.109	18,750	
834115	Bonaccorsi Meml Sch End Principal	66,295.09	71,026.88	60,700.00	1.09	2,131	1.057	2,841	1.045	3,551	1.034	3,000	
834130	Braman Nancy Meml End Principal	5,830.71	6,252.11	5,000.00	1.17	188	1.129	250	1.116	313	1.104	-	
834131	Brunello, Fidenzo Edu Sch Principal	10,316.95	11,051.96	10,000.00	1.03	332	0.999	442	0.987	553	0.976	Cannot Fund	500
834132	Cracker Barrel Schol End Principal	10,110.82	10,836.08	10,000.00	1.01	325	0.979	433	0.968	542	0.957	Cannot Fund	
834135	Dana S Meml Sch End Principal	18,053.36	19,368.67	16,120.00	1.12	581	1.084	775	1.072	968	1.060	750	
834140	DeGasparis Fam Sch End Principal	60,209.72	63,511.55	54,878.05	1.10	1,905	1.062	2,540	1.051	3,176	1.039	3,000	
834145	Dority Lola A End Principal	169,259.61	181,685.55	150,000.00	1.13	5,451	1.092	7,267	1.080	9,084	1.068	9,000	
834150	Dugger J Nursing Sch End Princ	35,443.32	38,030.60	31,850.00	1.11	1,141	1.077	1,521	1.065	1,902	1.053	1,750	
834160	Foxworthy Ann Sch End Principal	14,907.07	16,004.77	13,350.00	1.12	480	1.081	640	1.069	800	1.057	750	
834165	Dunn Memorial Sch End Principal	24,155.35	25,913.22	21,848.19	1.11	777	1.070	1,037	1.058	1,296	1.046	1,250	
834166	Enos Family Schol End Principal	93,250.94	99,272.25	100,000.00	0.93	2,978	0.903	3,971	0.893	4,964	0.883	Cannot Fund	1,000
834175	Hancock Tech Fund Principal	100,332.81	107,745.45	95,392.37	1.05	3,232	1.018	4,310	1.007	5,387	0.995	3,000	
834180	Hancock Marian Mem End Principal	112,141.21	120,389.97	101,945.00	1.10	3,612	1.065	4,816	1.053	6,019	1.041	6,000	
834185	Hansen Meml End Principal	159,932.14	171,751.93	155,175.31	1.03	4,750	1.000	6,870	0.986	8,588	0.975	-	
834190	Hansen Engineering End Principal	247,866.85	266,066.83	220,000.00	1.13	7,982	1.090	10,643	1.078	13,303	1.066	13,000	
834195	Harelson Don&Gwen Meml Principal	11,592.66	12,436.52	10,000.00	1.16	373	1.122	497	1.110	622	1.097	600	
834200	Hartman L Sch Meml End Princ	53,336.29	57,235.35	45,579.77	1.17	1,717	1.133	2,289	1.120	2,862	1.107	2,750	
834205	Harvey Ed Sch End Principal	93,541.81	100,419.05	82,839.80	1.13	3,013	1.093	4,017	1.081	5,021	1.069	5,000	
834210	Heaton Katherine End Principal	7,792.63	8,359.65	6,618.17	1.18	251	1.140	334	1.127	418	1.114	-	
834215	Herrera Fidel Sch End Principal	11,683.71	12,541.93	10,500.00	1.11	376	1.077	502	1.065	627	1.053	600	
834220	Holdsambeck Franzman Svc Principal	42,651.81	45,774.26	37,000.00	1.15	1,373	1.116	1,831	1.103	2,289	1.091	2,250	
834221	Hoogs Meml Sch Endw Principal	14,552.55	15,212.93	15,447.74	0.94	456	0.913	609	0.903	761	0.893	Cannot Fund	
834225	Howard Family End Principal	23,348.46	25,063.93	20,000.00	1.17	752	1.130	1,003	1.117	1,253	1.105	1,250	
834226	Hunter T Heaney Meml End Principal	12,022.21	12,409.66	11,700.00	1.03	372	0.996	496	0.985	620	0.975	Cannot Fund	500
834230	Isaacson B Mml Sch Principal	49,903.97	52,597.77	46,582.96	1.07	1,578	1.037	2,104	1.026	2,630	1.015	2,000	
834234	John Kerr Meml Veteran's Sch Princ	19,160.06	20,551.94	20,000.00	0.96	617	0.927	822	0.917	1,028	0.907	Cannot Fund	500
834235	Johnson Family Sch End Principal	17,803.64	19,268.57	15,000.00	1.19	578	1.148	771	1.136	963	1.123	750	
834240	Kanton Meml Sch End Principal	15,313.43	16,430.43	14,000.00	1.09	493	1.059	657	1.047	822	1.035	750	
834255	Lipscomb Sch End Principal	114,322.54	122,725.18	100,000.00	1.14	3,682	1.106	4,909	1.094	6,136	1.082	6,000	
834260	Lmpc Knights of Pythias End Princ	11,266.36	12,090.56	10,000.00	1.13	363	1.090	484	1.078	605	1.066	600	
834265	Knotts Fred & Jolie End Principal	74,135.33	79,600.73	64,129.82	1.16	2,388	1.119	3,184	1.106	3,980	1.094	3,750	
834270	Lahr Family Sch End Principal	40,100.78	42,861.21	37,550.00	1.06	1,286	1.028	1,714	1.017	2,143	1.006	1,250	
834275	Don Lahr Ind Weld Sch End Principal	50,386.00	55,702.21	31,626.97	1.59	1,671	1.540	2,228	1.523	2,785	1.505	2,750	
834280	Johnson B NonFed Title III Princ	129,386.48	144,433.54	105,354.01	1.23	4,333	1.187	5,777	1.173	7,222	1.160	7,000	
834285	Karns Msy N NonFed Title III Princ	26,877.36	29,988.02	22,469.19	1.20	900	1.156	1,200	1.143	1,499	1.129	1,250	
834290	Lancaster Depuy Sch End Principal	10,640.99	11,425.59	10,000.00	1.06	343	1.030	457	1.018	571	1.007	500	
834295	M W Likes Endowment Principal	21,196.98	22,762.09	18,379.13	1.15	683	1.116	910	1.104	1,138	1.091	1,000	
834300	Madsen Margaret T Meml Princ	2,442.24	2,629.72	2,000.00	1.22	79	1.182	105	1.169	131	1.155	-	
834305	Madsen Marg NonFed Title III Princ	39,099.87	43,628.27	31,499.21	1.24	1,309	1.200	1,745	1.186	2,181	1.172	2,000	
834310	Madson Unrst End Principal	107,736.38	115,653.35	96,322.24	1.12	3,470	1.082	4,626	1.070	5,783	1.058	5,000	
834315	Madson PCPA End Principal	109,972.84	118,024.17	96,322.25	1.14	3,541	1.105	4,721	1.093	5,901	1.080	5,750	
834320	Malvarose Ruth Meml End Princ	24,937.95	27,834.83	20,542.07	1.21	835	1.173	1,113	1.160	1,392	1.146	1,250	
834325	Mainini T P End Principal	17,506.61	18,800.06	15,500.00	1.13	564	1.093	752	1.081	940	1.069	750	
834329	Margaret Segura Meml End Princ	8,626.96	8,494.65	10,100.00	0.85	255	0.829	340	0.821	425	0.812	Cannot Fund	500
834330	Marine Cpl Allen Meml Sch Principal	35,995.35	38,628.84	31,350.00	1.15	1,159	1.111	1,545	1.099	1,931	1.087	1,750	
834335	Melby Fml Meml Schol End Principal	29,564.79	31,724.18	25,889.50	1.14	952	1.105	1,269	1.093	1,586	1.081	1,500	
834340	A Melsheimer End Principal	87,573.58	84,512.78	87,675.00	0.999	2,535	0.970	3,381	0.960	4,226	0.951	Cannot Fund	1,000
834345	Nightingale Music Sch End Principal	11,771.82	13,078.97	10,000.00	1.18	392	1.138	523	1.125	654	1.112	650	
834350	Mendez A Fire Acad Sch End Princ	24,373.95	26,165.16	22,770.96	1.07	785	1.036	1,047	1.024	1,308	1.013	1,000	

834355	Nolan William Memorial Principal	16,864.91	18,103.80	15,000.00	1.12	543	1.088	724	1.076	905	1.064	750	
834365	O'Neill Edwin Law End Principal	324,999.28	363,763.48	263,719.12	1.23	10,913	1.191	14,551	1.177	18,188	1.163	18,000	
834370	PCPA R Perlman Plywrt End Princ	117,096.45	125,703.06	100,000.00	1.17	3,771	1.133	5,028	1.121	6,285	1.108	6,250	
834375	Pearson L NonFed Title III Princ	63,273.64	70,627.05	51,012.22	1.24	2,119	1.199	2,825	1.185	3,531	1.171	3,500	
834376	Penelope L Hartnell Sch End Princ	9,058.15	9,416.13	10,000.00	0.91	282	0.878	377	0.868	471	0.859	Cannot Fund	500
834380	Perlman Biology Sch End Princ	57,687.68	61,913.91	50,000.00	1.15	1,857	1.117	2,477	1.104	3,096	1.092	3,000	
834385	Perlman AJ Sch End Principal	22,407.52	24,054.23	20,000.00	1.12	722	1.084	962	1.072	1,203	1.060	1,200	
834390	Robertson Dr NonFed Title III Princ	24,770.28	27,645.03	20,389.70	1.21	829	1.174	1,106	1.161	1,382	1.147	1,350	
834395	Rick Family Memorial End Princ	532,114.56	571,263.01	473,500.00	1.12	17,138	1.088	22,851	1.076	28,563	1.063	28,500	
834400	Reiwald Brian Mrl Sch End Principal	28,172.51	30,237.57	24,361.84	1.16	907	1.119	1,210	1.107	1,512	1.094	1,500	
834405	Reiwald Larry Mrl Sch End Principal	28,099.24	30,160.82	24,361.84	1.15	905	1.116	1,206	1.104	1,508	1.092	1,500	
834410	Robinson Glenn H End Principal	112,497.92	120,761.48	100,000.00	1.12	3,623	1.089	4,830	1.077	6,038	1.065	6,000	
834415	Roby Lionel NonFed Title III Princ	26,059.94	29,061.42	20,293.90	1.28	872	1.241	1,162	1.227	1,453	1.213	1,450	
834420	Ryan Eugene Nonfed Title III Princ	19,110.82	20,984.55	16,295.39	1.17	630	1.134	839	1.121	1,049	1.108	1,000	
834425	Rudy Smithers Meml Sch End Princ	26,433.98	28,392.46	25,470.56	1.04	852	1.004	1,136	0.993	1,420	0.982	800	
834430	Semelsberger Roth Fdtn End Princ	120,433.08	135,162.02	97,355.32	1.24	4,055	1.195	5,406	1.182	6,758	1.168	6,750	
834435	SM Brkfst Rotary NF Title III Princ	30,793.97	34,392.71	25,277.72	1.22	1,032	1.177	1,376	1.164	1,720	1.150	1,700	
834445	Smith D & M NonFed Title III Princ	148,886.72	166,361.89	122,260.75	1.22	4,991	1.177	6,654	1.163	8,318	1.150	8,300	
834450	Severson Jan Endowment Principal	58,444.52	64,997.46	50,018.50	1.17	1,950	1.129	2,600	1.116	3,250	1.103	3,250	
834455	Snelling C NonFed Title III Princ	48,397.95	54,006.99	40,383.93	1.20	1,620	1.158	2,160	1.145	2,700	1.132	2,700	
834460	Simko John Mem End Principal	13,626.14	14,634.73	12,000.00	1.14	439	1.099	585	1.087	732	1.075	700	
834461	Sjovold, M. Unrestr End Principal	327,099.73	342,602.47	296,580.47	1.10	10,278	1.068	13,704	1.057	17,130	1.045	17,000	
834465	Sladek Phyllis Mem End Principal	30,591.67	26,639.95	28,821.00	1.06	799	1.034	1,066	1.024	1,332	1.015	1,000	
834470	Smith Wm L NonFed Title III Princ	25,234.31	28,151.76	20,289.03	1.24	845	1.202	1,126	1.188	1,408	1.174	1,400	
834471	Susan Farley Meml Sch End Princ	25,321.86	21,972.10	25,550.00	0.99	659	0.965	879	0.957	1,099	0.948	Cannot Fund	500
834475	Teal Mml Nursing End Principal	36,323.29	31,398.34	36,508.00	0.99	942	0.969	1,256	0.961	1,570	0.952	Cannot Fund	1,000
834480	Telleria Henry & Mary End Principal	77,136.94	78,015.69	70,803.51	1.09	2,340	1.056	3,121	1.045	3,901	1.034	3,000	
834485	Tri-Co Train Ofc End Principal	12,490.48	13,421.13	11,200.00	1.12	403	1.079	537	1.067	671	1.055	650	
834490	Truit D & A NF Title III Princ	25,111.17	28,002.09	20,337.95	1.23	840	1.193	1,120	1.180	1,400	1.166	1,400	
834495	Twitchell Blockman End Principal	22,571.70	24,226.18	20,000.00	1.13	727	1.092	969	1.080	1,211	1.068	1,200	
834500	Urbach-Sjovold Sch End Principal	134,344.76	144,188.41	118,147.62	1.14	4,326	1.100	5,768	1.088	7,209	1.076	7,200	
834505	Urbach-Sjovold NF Title III Princ	29,285.50	32,682.25	23,321.11	1.26	980	1.214	1,307	1.200	1,634	1.186	1,600	
834510	Watts Tim Meml NF Title III Princ	31,451.73	35,107.18	25,242.34	1.25	1,053	1.204	1,404	1.190	1,755	1.176	1,750	
834520	Westerfield AM KH Meml End Princ	97,370.55	107,462.49	81,115.30	1.20	3,224	1.161	4,298	1.147	5,373	1.134	5,350	
834525	Westerfield E W Meml End Princ	34,511.39	37,054.50	30,000.00	1.15	1,112	1.113	1,482	1.101	1,853	1.089	1,850	
834526	Westerfield Arthur H Meml End Princ	17,902.07	19,138.91	17,125.00	1.05	574	1.012	766	1.001	957	0.989	500	
834530	Williams Corey Sch End Principal	11,433.23	12,265.33	10,040.00	1.14	368	1.102	491	1.090	613	1.078	600	
834535	Williams Merrell NF Title III Princ	63,387.20	63,749.00	55,323.92	1.15	1,912	1.111	2,550	1.100	3,187	1.088	3,000	
834540	Yanagibashi Kay Endow Principal	63,899.91	68,589.90	56,931.18	1.12	2,058	1.086	2,744	1.074	3,429	1.062	3,400	
834545	Young F Endowment Principal	1,028,473.97	1,076,632.24	702,255.77	1.46	32,299	1.419	43,065	1.403	53,832	1.388	53,000	
838002	STEM Fed Grnt Endowment Principal	552,211.90	615,541.05	450,000.00	1.23	18,466	1.186	24,622	1.172	30,777	1.159	30,750	
838101	Title V Dev HSI-Hancock Promise Prnc	369,434.85	315,845.72	400,000.00	0.92	9,475	0.900	12,634	0.892	15,792	0.884	Cannot Fund	
		11,441,825.33		9,703,446.26		362,637		489,286		611,607		538,050	6,000

Restr/Unrestr: 279,850
Scholarships: 258,200 6,000

To: Board of Directors	ACTION
From: Mike Gibson, Chair Finance Committee	November 16, 2023
Subject: Investment Advisors Review	

BACKGROUND

At the last meeting, the committee analyzed the brokerage accounts. The accounts were compared based on management fees relative to performance from the previous two fiscal years. The second comparison was of fee tiers and the break points relative to total holdings.

Staff have prepared a recommendation to decrease to three accounts.

RECOMMENDATION

The Finance Committee recommends the Board of Directors approve decreasing from four to three accounts.

To: Board of Directors	Information
From: Jim Fields, Chair Advancement Committee	November 16, 2023
Subject: Foundation Giving Report and Promise Campaign Update	

Foundation Giving Report

The Foundation Giving Report provides a comparison of Foundation fundraising revenue for FY 2021-22, 2022-23, and 2023-24 (through Sept 30, 2023). The numbers below are for fundraising receivables (not inclusive of pledges) and are reconciled with the foundation’s contributions report.

Foundation Revenue Comparison	<u>7/1/21- 6/30/22</u>	<u>7/1/22 - 6/30/23</u>	<u>7/1/23 - 9/30/23</u>
Hancock Promise	\$915,789	\$456,867	\$721,054
Annual Scholarships	\$386,367	\$399,150	\$144,088
Endowed Scholarships	\$45,325	\$35,750	\$3,000
Endowments (Other)	\$0	\$238	\$0
President’s Circle	\$60,669	\$74,827	\$14,973
General Operations	\$34,345	\$30,958	\$6,536
Hancock Honors			\$203,250
Other restricted (Depts, programs, etc.)	\$283,350	\$156,244	\$37,160
	<u>\$1,725,845</u>	<u>\$1,154,034</u>	<u>\$1,130,061</u>

Hancock Promise Campaign Update

As of Oct 26, 2023, the Hancock Promise campaign has a total of **\$9,667,836** in gifts and commitments. This total includes three new bequests totaling \$2.05 million and \$96,985 in proceeds from the Hancock Honors. It does not include a pledged gift which we expect to receive in January 2024, nor the remainder of the Sword estate.

Foundation Support to District

The Foundation provides the AHC Joint Community College District support for other programs and projects beyond scholarships.

Restricted Funds Expenses	<u>FY 2022-23</u>	<u>FY2023-24 through 9/30/23</u>
AHC Programs (restricted dept. support)	\$420,677	\$143,111
President’s Circle	\$90,388	\$7,279
Student Emergency Fund	\$0	\$0
Subtotal	<u>\$511,065</u>	<u>\$150,390</u>
Scholarships Funded		
Scholarships	\$666,052	\$415,247
Subtotal	<u>\$666,052</u>	<u>\$415,247</u>
Total Support to District	<u>\$1,177,117</u>	<u>\$565,637</u>

To: Board of Directors	Information
From: Jim Fields, Chair Advancement Committee	November 16, 2023
Subject: President’s Circle Subcommittee Report	

Membership Report

Current Total	83
	(incl 24 introductory members)
Pending Renewal	10

Financial Report

	Mar 1, 2023 – May 31, 2023	June 1, 2023 - Sept 30, 2023
Opening Balance	\$18,249.00	\$14,018.00
Revenue	\$11,124.00	\$21,565.00
Expenses	\$15,355.00	\$30,528.00
Balance	\$14,018.00	\$5,055.00

President’s Circle Renewals

Staff recently sent out 10 renewals through October and are currently waiting for responses.

Due to the success of providing a year of PC activities to Centennial sponsors, we are trying the strategy again with the Hancock Honors as a way of inviting new members into the PC. The current number of active members includes 24 Hancock Honors honorary members.

President’s Circle hosted an event at Cambria Winery on October 26th from 5-7pm. It was the first introduction to the President’s Circle for our new honorary members and it was a great turnout.

Each member of the Foundation’s Board of Directors is invited and encouraged to become a member of the President’s Circle. The President’s Circle is a wonderful way to show your support for Hancock and support the vision of our President.

To: Board of Directors	Information
From: Tim Harrington, Chair Scholarship Subcommittee	November 16, 2023
Subject: Scholarship Subcommittee Report	

BACKGROUND

Work is well underway on the 2023-2024 AHC Foundation Scholarship Program. The faculty/staff of the scholarship working team committee met on Friday, October 13, 2023, to discuss changes to the online scholarship program, rubric, and goals for each meeting.

The online application will launch November 1, and students may submit their application through Wednesday, February 7, 2024. The work of the review teams will begin immediately after that through April with reading, ranking and identifying students for donor scholarships.

The annual scholarship appeal letters have been sent out, and staff expects positive responses from most, if not all, scholarship donors. If you are interested in starting your own named scholarship, reach out to Natalie and she can get you that information.

To: Board of Directors	Information
From: Natalie Rucobo, Advancement Officer AHC Foundation	November 16, 2023
Subject: Scholarship Awards Discussion	

BACKGROUND

Foundation staff looked at the data from the 2023 scholarship banquets to see how many scholarship donors were in attendance. The data showed that 75 donors (138 with guests) attended. This is about 82 of our 208 named scholarships with an average gift amount of \$1700. Fifteen of the 75 donors that attended are endowed and about 5 of these donors are still giving. Most donors who attend are annual scholarship donors.

Foundation staff sent out a survey to all donors to capture how we can better connect students and donors without a sit-down style dinner. Staff will share proposed scholarship event layout.

To: Board of Directors	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	November 16, 2023
Subject: Officers and Chairs Nominations Process	

BACKGROUND

At their last meeting, the Executive Committee asked that the Governance and Nominations Committee develop a clear process for committee chair nominations and committee members.

The Governance and Nominations committee proposed sending out a survey annually before the March board meeting. The purpose of the survey would be to get Board Directors' preferences on which committees they'd like to serve on and if they are interested in becoming the chair of any committee.