



**NOTICE OF
QUARTERLY MEETING**

**ALLAN HANCOCK COLLEGE FOUNDATION
BOARD OF DIRECTORS
Thursday, July 25, 2019
4—6 p.m.**

Agenda

Allan Hancock College, Santa Maria Campus
Building B, Room 100
800 South College Drive, Santa Maria 93454

The mission of the Allan Hancock College Foundation is to operate for the advancement of education by raising funds and building community support to meet the needs of the college in the areas of scholarships, capital/infrastructure projects and program support.

OFFICERS

Lee-Volker Cox, Ed.D.
President
Guy R. Walker
Vice President
Mary Nanning
Secretary
Glenn Owen
Treasurer

DIRECTORS

James H. Bray
Frank Campo
Michael J. Carroll
Maggi Daane
Judith Dale
James E. Fields
Judy Frost
Tim Harrington
Margaret S. Hesse
Debra Hood
George Johnson
Mario Juarez, Esq.
Robert B. Klug
Doris T. Lahr
Robert Manning
Sam Orozco, D.P.A.
Ken Ostini
Rick Rust
Cynthia Schur
Dan Stevens

EMERITUS DIRECTORS

Michael L. Gibson
Ronald L. Thatcher

**COLLEGE TRUSTEE
REPRESENTATIVES**

Jeffery Hall
Gregory A. Pensa

**COLLEGE
REPRESENTATIVES**

Kevin G. Walthers, Ph.D.
Superintendent/President
Eric D. Smith
*Associate Superintendent/ Vice President,
Finance and Administration*
Jon Hooten, Ph.D.
*Executive Director,
College Advancement*
Christopher Diaz
Faculty
Tyler Little
Student

FOUNDATION STAFF

Marlyn Cox
Natalie Rucobo
Marguerite Moreton
June Aiello



Notice of Annual Organizational Meeting
Allan Hancock College Foundation Board of Directors
Thursday, July 25, 2019
4:00 – 6:00 p.m.

Allan Hancock College, Boardroom Bldg. B100, 800 South College Drive, Santa Maria, CA 93454

Please join us for a reception celebrating the second graduating class of Community Ambassadors at 3:30 pm in the boardroom – prior to the start of the Foundation Quarterly Board Meeting.

AGENDA

	Page	Time
Call to order		4:00 PM
1) Roll Call		4:01 PM
2) Public Comment		4:02 PM
<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>		
3) Approval of Agenda for July 25, 2019 (ACTION)		4:05 PM
4) Approval of Minutes – April 25, 2019 Quarterly Board Meeting (ACTION)	1-6	4:06 PM
5) Governance & Nominations Committee Report		
5. A. 2019-2020 Slate of Officers (ACTION)	7	4:07 PM
The Foundation's 2019-2020 slate of officers is presented for board approval.		
5. B. New Student Representative for 2019-2020 (Information)	8	4:10 PM
A new representative for the student body will be introduced.		
6) Executive Committee		
2019-2020 Proposed Calendar (ACTION)	9-10	4:11 PM
A proposed calendar of foundation meetings and events for the new fiscal year.		
7) Finance Committee		
7. A. Review of Financial Statements (ACTION)	11-15	4:15 PM
A review of Foundation financial statements for the period ending 4/30/2019.		
7. B. Proposed change to AHCF Investment Policy (ACTION)	16	4:25 PM
A recommendation for adjusting the maximum cap for international investments.		
8) Committee Reports		
8. A. Hancock Promise (Information)	17-18	4:35 PM

800 South College Drive, P.O. Box 5170, Santa Maria, CA 93456-5170 | www.ahcfoundation.org
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The mission of the Allan Hancock College Foundation is to operate for the advancement of education by raising funds and building community support to meet the needs of the college in the areas of scholarships, capital/infrastructure projects and program support.

An update from the Hancock Promise Committee will be presented.

- | | | |
|---|----|---------|
| 8. B. Community Ambassador (Information) | 19 | 4:55 PM |
| Information on the incoming class of Community Ambassadors will be presented. | | |
| 8. C. President's Circle (Information) | 20 | 5:10 PM |
| A review of the 2018-2020 President's Circle cycle will be presented. | | |
| 8. D. Scholarship (Information) | 21 | 5:25 PM |
| A final review of the 2019 scholarship process and banquet will be reviewed. | | |

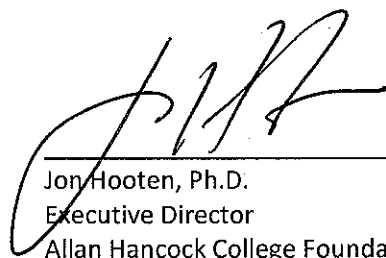
9) Oral Reports

- | | |
|---|-----------------------|
| 9. A. Members of the Board of Directors | General Announcements |
| 9. B. College Superintendent/President | Dr. Kevin G. Walthers |
| 9. C. College Trustee | Mr. Jeffery Hall |
| 9. D. PCPA Foundation Representative | Mr. Jim Bray |
| 9. E. Faculty Representative | Mr. Christopher Diaz |
| 9. F. Student Representative | Mr. Tyler Little |
| 9. G. Executive Director, College Advancement | Dr. Jon Hooten |

10) Next Meeting 5:59 PM
The next meeting of the board is Thursday, October 25, 2018, 4:00-6:00 PM.

11) Adjournment 6:00 PM
A motion to adjourn the quarterly meeting of the Allan Hancock College Foundation Board of Directors.

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
QUARTERLY MEETING OF THE BOARD
Minutes of April 25, 2019

1. Call to Order

Foundation Board President, Lee-Volker Cox, called the meeting to order at 4:02 p.m.

2. Roll Call

Directors Present: J. Bray, F. Campo, M. Carroll, L.V. Cox, M. Daane, J. Fields, J. Hall, T. Harrington, D. Hood, G. Johnson, M. Juarez, R. Klug, R. Manning, K. Ostini, C. Schur, E. Smith, G. Owen, K. Walthers

Directors Absent: J. Frost, M. Hesse, D. Lahr, M. Nanning, S. Orozco, R. Rust, D. Stevens, G. Pensa, G. Walker

College Representatives: J. Hooten

Faculty Representative: C. Diaz (See arrival time)

Student Representative: F. Maldonado (Absent)

Foundation Staff: N. Rucobo, M. Moreton, J. Aiello

Guests: J. Dale, T. Little

Recorder: M. Moreton

3. Public Comment

None

4. Approval of Agenda – April 25, 2019

President Cox moved that item 9a, New Board Member Approval, be moved up to be directly after item 5, and that item 10c, President's Circle Committee Report, be moved to after 9a.

Motion: On a motion by Director Juarez, seconded by Director Klug, the agenda was approved as amended on a voice vote.

5. Approval of Minutes – January 24, 2019

President Cox called for a motion to approve the minutes of the January 24, 2019, Board of Directors quarterly meeting.

Motion: On a motion by Director Campo, and seconded by Director Klug, the January 24, 2019, quarterly meeting minutes were approved by unanimous voice vote.

9.A. New Board Member Approval (ACTION)

President Cox called for the approval of Ms. Judith Dale of Buellton as a member of the Allan Hancock College Foundation Board of Directors. Director Juarez stated that Ms. Dale would be an asset to the Foundation. Ms. Dale was asked to introduce herself to the Board. She attended Hancock and her children attended community colleges. She is proud to be joining the board and assisting in the work that is being done by Hancock with and for the community.

Motion: On a motion from Director Juarez and seconded by Director Johnson, Ms. Judith Dale was approved as a provisional member of the Board of Directors for a one year term, to be reviewed at the April 2020 meeting for approval as a full Board member, on a unanimous voice vote.

10. C. President's Circle Report

Director Daane reported that the March 16 reception celebrating the 50th anniversary of the Allan Hancock College Dance Department was a success. There were a total of 150 guests, with eight of them President's Circle members. A joint event has been scheduled with the Encore Circle of PCPA. The event will be held on Saturday, April 27. Appetizers and wine will be served before the show and there will be a desert reception at intermission. Thought is being put into a Fall event for the President's Circle. More information will be presented at the July Annual Organizational Meeting.

C. Diaz arrived at 4:14 PM

6. Recognize the Outgoing Student Representative (Information)

President Cox offered thanks to Frankie Maldonado for his service to the Board of Directors this year. He has been a valuable presence on the Board and we wish him the best going forward.

Director Daane Departed at 4:23 PM

7. 2019-2020 Fiscal Year Calendar- Meetings (ACTION)

President Cox presented the suggested calendar of meetings for the 2019-2020 Fiscal Year. The executive and financial committee meetings are scheduled for the first Wednesday of July, October, January and April, and the full Board meetings are on the fourth Thursday of those months. The April meeting will be held in Lompoc.

Motion: On a motion from Director Hall and seconded by Director Juarez, the calendar of meetings was approved as submitted by a unanimous voice vote.

8. Finance Committee

Director Owen prefaced the presentation of the finance reports with an overview of the new reports that will be presented from here on out. The primary reports are highly detailed and are not easily decipherable. Because of this, the Finance Committee will create and present simplified versions that are more easily presented to the Board. The detailed reports will remain available upon request.

A. Review of AHC General Operations Financial Overview (ACTION)

Director Owen reported that the Foundation, eight months into the fiscal year, 67% of the budget has been spent, which is on target. Director Owen also pointed out the use of endowment funds from the Young Endowment to cover expenses. At the rate the foundation is using these funds to cover expenses it will be depleted within eight years. Work will be done to both cut expenses within the Foundation and find additional funding to avoid using all of the unrestricted endowment funds.

Director Owen also directed the Directors to the budget for unrealized gains. Because these are impossible to predict, the Finance Committee has agreed to no longer budget for gains that cannot be predicted in the future.

Motion: On a motion by Director Owen, seconded by Director Juarez, the AHC General Operations Financial Overview was approved by unanimous voice vote.

B. Review of AHC District Operations Financial Overview (ACTION)

Director Owen brought attention to the differences in expenditure amounts between the Foundation Financial Overview and the District Financial Overview. Some categories are under budget, some are over. These expenses can be accounted for based on the season. For instance, the Expenditures- Bank and Brokerage is at a high amount due to early trading but is unlikely to go over budget. Director Bray asked regarding the Patty Boyd funds. Director Smith reported that the Boyd funds will be the last drawn on. Bonds have been issued and those funds will be the first in. The Boyd funds do not need to be liquidated yet. When it is closer to that time financial advisors will be advised to move the funds accordingly.

Motion: On a motion by Director Owen, seconded by Director Juarez, the AHC District Operations Financial Overview was accepted as submitted by unanimous voice vote.

C. Review of AHC Financial Overview- Investments (ACTION)

The Finance Committee reviews all reports from investment managers. The committee will be working to create a long term plan to cover monetary needs of the Foundation. Losses and gains will change before the end of the year, Director Owen reported, but the market has been improving recently.

Motion: On a motion by Director Owen, seconded by Director Campo, the AHC Financial Overview- Investment was approved by a unanimous voice vote.

D. 2019-2020 Proposed Operating Budget for the AHC Foundation (ACTION)

The Finance Committee has prepared a preliminary budget for the 2019-2020 Fiscal Year for review. The proposed budget is presented next to the budget for the current fiscal year for simple comparison. The goal for the operating budget is for aggregate revenue to equal aggregate losses. On the proposed budget, unrealized gains have not been budgeted for, as mentioned above. The budget has been reviewed and approved by both the Finance and Executive Committees.

Motion: On a motion from Director Owen, seconded by Director Juarez, the 2019-2020 Proposed Operating Budget for the AHC Foundation was approved by a unanimous voice vote.

E. 2019- 2020 Proposed AHC Foundation Budget for District (ACTION)

Director Owen presented the proposed budget for the District. Director Carroll asked about the reduction in budget for scholarships. Director Owen said that the funds listed are a projection, and the actual sum of money that will be available will be determined by the markets. Director Owen also drew attention to the increase in budget for Foundation staff. N. Rucobos salary has been covered by the Title V grant since she was hired. As this grant has ended, her salary has been absorbed by the Foundation. The staff will also be receiving a 1% COLA raise. Directors also asked why so much money has been categorized as Food and is now over budget in the current fiscal year. It was explained that some events that are sponsored are categorized as food, as well as the all staff events that are held twice a year. The amount is not surprising and is not a cause for concern, according to the Finance Committee.

Motion: On a motion by Director Owen, seconded by Director Juarez, the 2019-2020 Proposed AHC Foundation Budget for District was approved by a unanimous voice vote.

9 Governance and Nominations

A. See above

B. 2019-2020 Officers Panel (Information)

Director Juarez reported all current Executive Committee members have indicated that they are willing to continue to serve in their current positions for the 2019-2020 fiscal year. The positions will be brought up for a vote at the Annual Organizational Meeting in July.

C. Committee Membership (Information)

Director Juarez reported that the committee is in need of additional members, and that meetings are via phone and brief. Directors who are interested can contact M. Moreton in the Foundation office.

10 Committee Reports

A. Hancock Promise Committee

J. Hooten reported on behalf of Director Walker. The Promise Campaign has raised a total of \$40,000 since January 1. A new strategy has been constructed and is in the process of being rolled out. The committee is working on bringing more people into the fold to interest them in the campaign. J. Hooten also reported that the Foundation is exploring expanding the use of the endowment to be able to cover books, living expenses for students etc. This will prove to be the best use of funds should the state fund the Promise program as Governor Newsom is working on. The committee is requesting that all Board members get involved in the Promise.

B. Community Ambassadors Committee

Director Carroll reported that the next Community Ambassadors event is the PCPA/ Viticulture event. This session is always a huge success and a favorite with all. Please email N. Rucobo if you would like to attend. Applications for the 2019-2020 class of ambassadors are now available. More information can be found on the Foundation webpage. Director

Carroll asked that directors take information sheets and pass them around to people who may be interested.

C. Scholarship Committee

Director Manning reported that during this years scholarship cycle over 600 applications were reviewed. The committee held it last meeting on April 5. The scholarship banquet will be held on Thursday, May 23. All directors have received an invitation- please RSVP. At total of more than \$500,000 will be distributed between 321 students through 424 total scholarships. The Board congratulated N. Rucobo on her first scholarship cycle.

11 Oral Reports

A. Members of the Board of Directors – No Report

B. College Superintendent/President Dr. Kevin G. Walthers – Dr. Walthers reported that bonds have been issued to cover the cost of the new Fine Arts complex. It was also reported that the college has hosted both the Governance Institute and the Latino Leadership Network recently with large groups and great success. Dr. Walthers also reported that former Poet Laureate Juan Felipe Herrera was on campus for a workshop as well as a poetry reading. His presence was an honor to the college and great for the community.

C. College Trustee- Trustee Jeffery Hall – Trustee Director Hall reported that the he has represented the Board of Trustees at recent events including the Strawberry Dinner, Dance Spectrum Reception and Agents of Change Event. A conference for trustees is coming up and will be attended, as will the COLAB dinner. This is a busy time of year.

D. PCPA Foundation Representative- Director Jim Bray –Director Bray reported that the funding from endowments was high this year and that PCPA is working on getting their endowment up to \$5million. Please note that the PCPA webpage now has a functioning Donate Here button. All are encouraged to test it out to make sure it works!

E. Faculty Representative- Mr. Christopher Diaz – Director Diaz reported that two fine arts faculty will be retiring at the end of the semester. Folklorico is coming up in May- don't forget to get your tickets!

F. Student Representative- Mr. Frankie Maldonado –Absent.

G. Executive Director, College Advancement- Dr. Jon Hooten –Dr. Hooten reported that the Air fest will be sponsored by Hancock again this year and received high praises last year. The Foundation will be hosting a friendraiser in Los Alamos in the month of May. More will be scheduled throughout the summer. Please let the Foundation office know if you would be interested in hosting or if you would like to attend one in your area.

Director Juarez departed at 5:28 pm

12 Next Meeting

The next meeting of the board will be held on Thursday, July 25 on the Santa Maria Campus.

13 Presentation by Mitch McCann, Interim Associate Dean of Public Safety

M. McCann presented to the Board on the Lompoc Campus as well as the Public Safety complex.

14 Adjournment

President Cox called for a motion to adjourn the quarterly board meeting at 5:43pm.

Motion: On a motion by Director Fields, seconded by Director Manning, the board of directors was adjourned at 5:43 p.m. on a unanimous voice vote.

To: Board of Directors	ACTION
From: Mario Juarez, Chair Governance and Nominations Committee	July 25, 2019
Subject: 2019-2020 Slate of Officers	

BACKGROUND**2019-2020 Officers Panel (ACTION)**

As has been in previous years, executive committee members have been asked if they would like to consider serving for the next year. All officers have said that they would like to continue in their roll. Nominated officers for 2019-2020 are as follows:

President – Lee-Volker Cox
 Vice President – Guy Walker
 Secretary – Mary Nanning
 Treasurer – Glenn Owen
 Member-at-Large #1 – Bob Manning
 Member-at-Large #2 – Jim Bray

RECOMMENDATION

The Executive Committee recommends:

--Approval of the 2019-2020 slate of officers by the full board.

To: Board of Directors	Information
From: Mario Juarez, Chair Governance and Nominations Committee	July 25, 2019
Subject: New Student Representative for 2019-2020	

BACKGROUND

Student Representative for 2019-2020

The associated student body government has approved Mr. Tyler Little as the 2019-2020 student representative to the Allan Hancock College Foundation Board of Directors.

To: Board of Directors	ACTION
From: Jon Hooten, Executive Director College Advancement	July 25, 2019
Subject: 2019-2020 Fiscal Year Calendar- Final	

BACKGROUND

The 2019-2020 proposed Foundation calendar is included on the next page for review by the Board of Directors. The calendar of meetings was approved at the April 25, 2019 Quarterly Board meeting. The calendar presented has been expanded with additional events.

RECOMMENDATION

The Executive Committee recommends approval of the 2019-2020 proposed calendar as presented.

Meeting and Events - July 2019 to July 2020

Meeting or Event	Day	Date	Time	Location
Finance Committee	w	7/10/2019	1:00-3:00 PM	Captain's Room- Bldg B
Executive Committee	w	7/10/2019	4:00- 6:00 PM	Captain's Room- Bldg B
Board of Director's Annual Organizational Meeting	Th	7/25/2019	4:00 - 6:00 PM	Boardroom - Bldg B
Community Ambassador Program Launch	Th	8/15/2019	9:00 AM	G106 A&B
All Staff Day	F	8/16/2019	9:00 AM	Marian Theater
Finance Committee	W	10/9/2019	1:00- 3:00 PM	Captain's Room- Bldg B
Executive Committee	W	10/9/2019	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	10/24/2019	4:00 - 6:00 PM	Boardroom - Bldg B
<i>Celebrate Philanthropy!</i> Luncheon	Th	11/7/2019	11:30 AM- 1:30 PM	Santa Maria Country Club
Finance Committee	W	1/8/2020	1:00- 3:00 PM	Boardroom- Bldg B
Executive Committee	W	1/8/2020	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	01/23/2020	4:00 - 6:00 PM	Boardroom - Bldg B
Finance Committee	W	4/8/2020	1:00 - 3:00 PM	Captain's Room - Bldg B
Executive Committee	W	4/8/2020	4:00 - 6:00 PM	Captain's Room - Bldg B
Board of Director's Quarterly Meeting	Th	4/23/2020	4:00 - 6:00 PM	Lompoc Valley Center- Room TBD
Scholarship Annual Event	Th	5/21/2020	TBD	Joe White Gymnasium
Finance Committee	W	7/8/2020	1:00- 3:00 PM	Captain's Room- Bldg B
Executive Committee	W	7/8/2020	4:00- 6:00 PM	Captain's Room- Bldg B
Community Ambassador's Graduation	Th	7/23/2020	3:30- 4:00 PM	Boardroom – Bldg B
Board of Director's Annual Organizational Meeting	Th	7/23/2020	4:00 - 6:00 PM	Boardroom – Bldg B

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To: Board of Directors	ACTION
From: Glenn Owen, Chair Finance Committee	July 25, 2019
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

- AHC Financial Overview through 4/30/2019 Pg. 12-14
- AHC Foundation Financial Overview- Investments through 4/30/2019 Pg. 15

From Page 13:

- *Bank and Brokerage Fees: The Foundation is still covering the brokerage fees for Title III
- *Building and Equipment: A new employee required a specific orthopedic chair
- *Contracts and Leases: The Foundation contracted YourPeople Professionals to locate potential applicants for the Major Gifts Officer.
- *Community Activities: Historically, much of this budget line has been used for community engagement and sponsorship to raise the profile of the Foundation. It is discretionary and was curtailed toward the end of the fiscal year.
- *Salaries: The 2018-2019 budget did not account for (1) the payout of the unused vacation upon an employees retirement, and the (2) approximately 6-week overlap of the Major Gifts officer and the Development Officer.
- *Title III Funding: We remain in negotiations with the Department of Education for the release of the remainder of the Title III funds.

RECOMMENDATION

The Executive Committee recommends the approval of the financial statements as presented.

AHC Financial Overview - General Operations

Statement of Activity	Actual as of	% of	Budget
	4/30/2019	Budget	2018-19
Support and revenue			
Unrestricted contributions	64,169	86%	75,000
Title 5 support	55,317	89%	62,018
Transfers in:			
Admin fee @ 1.5%	72,706	77%	94,750
President's Circle Fee @1%	4,122	27%	15,000
Other	-		3,000
Promise fee 1.5%	162		-
Hansen Proceeds	-		-
Young Proceeds	87,170	100%	87,190
Net transfers in	164,160	82%	199,940
Other	425		-
Total support and revenue	284,071	84%	336,958
Expenditures - See below	(292,114)	77%	(376,958)
Other Income:			
Net realized gain	85,769		-
Net unrealized gain (loss)	(62,492)		15,000
Interest and dividends	21,400	86%	25,000
Total other income	44,677	112%	40,000
Change in net assets	36,634		-
Net assets, beginning	140,801		140,801
Net assets, end	177,435		140,801

AHC Financial Overview - Foundation

Statement of Activity	Actual as of
	4/30/2019
Support and revenue	
Unrestricted contributions	1,299,565
Title 5 support	55,317
Transfers in:	
Admin fee @ 1.5%	
President's Circle Fee @1%	
Other	
Promise fee 1.5%	
Hansen Proceeds	
Young Proceeds	
Net transfers in	
Other	7,715
Total support and revenue	1,362,597
Expenditures - See below	(1,398,818)
Other Income:	
Net realized gain	573,065
Net unrealized gain (loss)	(67,841)
Interest and dividends	667,724
Total other income	1,172,948
Change in net assets	1,136,727
Net assets, beginning	26,127,293
Net assets, end	27,264,020

Expenditures	Actual as of	% of Budget	Budget
	4/30/2019		2018-19
Advertising and postage	3,949	44%	8,900
*Bank and brokerage charges	14,452	100%	14,400
*Building and equipment	1,451	145%	1,000
*Community activities	20,186	96%	21,000
Contest prizes			
Contracted personal services	500	3%	16,650
*Contracts and leases	3,928	714%	550
District College Support			
Employee benefits	20,054	84%	23,760
Food	4,891	98%	5,000
Memberships and permits	-		2,500
Miscellaneous expense	572	53%	1,075
PCPA support			
*Salaries	215,345	94%	228,923
Scholarships			
Scholarship banquet support	-		20,000
Software maintenance	-		-
Student Assistance			
Supplies and materials	5,839	43%	13,500
Telephone	519	74%	700
*Title III funding	-	0%	13,500
Travel and conference	428	8%	5,500
Viticulture support			
Total expenditures	292,114	77%	376,958

Expenditures	Actual as of
	4/30/2019
Advertising and postage	12,652
Bank and brokerage charges	178,629
Building and equipment	2,867
Community activities	110,839
Contest prizes	1,400
Contracted personal services	3,008
Contracts and leases	7,928
District College Support	158,863
Employee benefits	20,054
Food	44,518
Memberships and permits	1,945
Miscellaneous expense	1,962
PCPA support	74,648
Scholarships	215,345
Scholarship banquet support	466,988
Software maintenance	
Student Assistance	6,200
Supplies and materials	41,836
Telephone	519
*Title III funding	
Travel and conference	12,041
Viticulture support	36,576
Total expenditures	1,398,818

* See information page (pg. 11) for notes

AHC Financial Overview - General Operations	
Statement of Financial Position	Actual as of 4/30/2019
Assets	
Current Assets	
Cash	176,653
Pledges receivable - current	
Other assets	808
Total current assets	177,461
Pledges receivable - non current	
Investments	
Total assets	177,461
Liabilities and Net assets	
Current liabilities	6
Net Assets	177,455
Total liabilities and net assets	177,461

AHC Financial Overview - Foundation	
Statement of Financial Position	Actual as of 4/30/2019
Assets	
Current Assets	
Cash	1,250,388
Pledges receivable - current	206,833
Other assets	10,954
Total current assets	1,468,175
Pledges receivable - non current	639,866
Investments	25,161,901
Total assets	27,269,942
Liabilities and Net assets	
Current liabilities	5,922
Net Assets	27,264,020
Total liabilities and net assets	27,269,942

AHC Foundation Financial Overview - Investments
July 1, 2018 - April 30, 2019

	7/1/2018	Deposits	Interest & Dividends	Withdrawals	Brokerage Fees	Realized Gain/(Loss)	Unrealized Gain/(Loss)	4/30/2019
Cash & Investments								
General Operations, Restricted, and Scholarships	\$ 1,031,038	\$ 2,153,849	\$ 14,610	\$ (2,109,987)	\$ (2,772)	\$ 85,760	\$ (55,607)	\$ 1,116,891
Endowments								
Morgan Stanley - UMA Active Assets	\$ 6,216,427	\$ -	\$ 123,441	\$ (264,000)	\$ (59,136)	\$ 137,285	\$ 112,756	\$ 6,266,773
Morgan Stanley - Boyd Music Program	\$ 2,305,446	\$ -	\$ 104,817	\$ (92,500)	\$ (13,944)	\$ (46,175)	\$ 94,459	\$ 2,352,102
Monarch Wealth Strategies - LPL	\$ 1,643,232	\$ -	\$ 61,922	\$ -	\$ (16,882)	\$ 154,569	\$ (134,327)	\$ 1,708,514
Monarch Wealth Strategies - LPL - Lahr	\$ 63,490	\$ -	\$ 3,233	\$ -	\$ (865)	\$ 1,288	\$ (747)	\$ 66,399
Other-Bartleson	\$ 121,564	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 121,564
Northern Trust - Young	\$ 1,453,787	\$ -	\$ 28,550	\$ (87,190)	\$ (6,827)	\$ 44,937	\$ (41,949)	\$ 1,391,308
Santa Barbara Foundation - Hancock Promise	\$ 425,622	\$ 255,275	\$ 7,437	\$ 15,737	\$ (6,532)	\$ (990)	\$ 16,409	\$ 712,959
Rabobank Wealth Mgmt. - Boyd	\$ 4,777,850	\$ -	\$ 168,565	\$ -	\$ (35,560)	\$ 66,332	\$ 33,143	\$ 5,010,328
Northern Trust - Boyd	\$ 7,508,920	\$ -	\$ 153,312	\$ -	\$ (32,715)	\$ 147,145	\$ (110,946)	\$ 7,665,716
Total	\$ 25,547,376	\$ 2,409,124	\$ 665,887	\$ (2,537,940)	\$ (175,233)	\$ 590,151	\$ (86,809)	\$ 26,412,553
Statement of Financial Position								
Cash	\$ 1,250,388							
Investments	\$ 25,161,901							
Subtotal Cash + Investments	\$ 26,412,289							
Receivables & Other	\$ 857,653							
Total assets	\$ 27,269,942							

To: Board of Directors	ACTION
From: Glenn Owen, Chair Finance Committee	July 25, 2019
Subject: Recommended Change to Investment Policy	

BACKGROUND

The Executive Committee, recommends amending the investment policy 4.4. to adjust maximum cap for the International Equities from 15% to 50%. This recommendation was made at the January meeting by investment advisors in order to align with best practices of a balanced portfolio.

As it currently stands, Investment Policy 4.4 States:

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.

<u>Asset Class*</u>	<u>Minimum</u>	<u>Maximum</u>
Large Cap Equities	20%	50%
Mid Cap Equities	5%	20%
Small Cap Equities	5%	15%
International Equities	5%	15%
Fixed Income	25%	40%
Other (R.E.I.T.'s Hedge Funds, etc.)	0%	10%

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

RECOMMENDATION

The Executive Committee recommends the approval of the proposed amendment to the AHCF Investment Policy.

To: Board of Directors	Information
From: Jon Hooten, Executive Director College Advancement	July 25, 2019
Subject: Hancock Promise Committee Update	

The Hancock Promise Fund FY2019-2020 Campaign Strategy

DRAFT: July 1, 2019

CAMPAIGN UPDATE

The Hancock Promise Fund campaign has \$3,493,202 in gifts and pledges toward a \$10 million goal in the 18 months since the campaign launched in December 2017. This total includes the allocation of a pending bequest of approximately \$2 million and the \$1 million pledge from Rabobank. If the campaign were to progress evenly at \$2 million per year over five years, the effort is right on target, thanks to these two large gifts.

Remove these two outliers, and the campaign has booked about \$500,000 from 177 individuals, foundations, corporations, and community organizations.

Hancock Promise Gifts Needed to Raise \$10,000,000					
Gift Level	Gifts Committed	Total Received	% of Goal	Gifts Needed	% of Goal
\$2,000,000	1	\$2,000,000	100%	1	100%
\$750,000	1	\$1,000,000	133%	1	100%
\$500,000	0	\$0	0%	3	0%
\$250,000	0	\$0	0%	6	0%
\$100,000	0	\$0	0%	10	0%
\$50,000	0	\$0	5%	20	5%
\$25,000	5	\$151,000	25%	20	20%
\$10,000	12	\$176,646	29.33%	50	18%
\$5,000	8	\$44,200	6.56%	150	6%
<\$5,000	150	\$121,357	20.79%	450+	33%
	177	\$3,493,202	32%		28%

2019-20GOAL

The goal of the following strategy and tactical approach is to raise **\$1,125,000 million** in FY2019-2020.

\$900,000	The Centennial Fund
\$100,000	Private Foundations
\$50,000	Private Receptions
\$30,000	Corporations/Small Business
\$25,000	Affinity Groups
<u>\$20,000</u>	<u>Community Orgs / Other</u>
\$1,125,000	2019-20GOAL

To: Board of Directors	Information
From: Michael Carroll Chair, Community Ambassador's Committee	July 25, 2019
Subject: Community Ambassador's Committee Update	

BACKGROUND

The second class of Community Ambassadors have been sent on their way to educate others on all the college offers. They had their final meeting on May 10, 2019.

Applications are STILL open to the 2019-2020 class of ambassadors. The deadline to apply is July 31, 2019. As always, we ask our directors to please refer any potential community leaders and/or business executives to the AHC Foundation website to apply. A press release was sent out on July 1st and the program is being highlighted in chamber newsletters as well. Brochures are available.

To: Board of Directors	Information
From: Maggi Daane, Chair President's Circle Committee	July 25, 2019
Subject: President's Circle	

BACKGROUND

In the first six months of 2019, the President's Circle hosted the following:

- A reception before the Spring 2019 Dance Spectrum Event that celebrated the 50th Anniversary of the Allan Hancock College Dance program. The event was held on March 16, 2019 from 5:30pm-7:00pm, with the show beginning immediately following the reception. While attendance by President's Circle Members was low, follow-up discussions yielded an improved approach for the future including longer lead time, more significant outreach to members and more obvious branding to make this event more recognizable as a President's Circle event.
- A joint PCPA Encore Circle/ President's Circle Annual Event was held on April 26, 2019 and enjoyed its usual strong attendance. The pre-show show and intermission receptions were very successful and the featured show, "A Gentlemen's Guide to Love and Murder" was roundly praised.
- A spring/ summer cultivation event is currently under discussion and additional details will be provided as they are confirmed.

The President's Circle has funded critical services for students such as:

- The Book Lending program and Food Share Because We Care in two locations on the Santa Maria Campus and also on the Lompoc Campus. These programs are available whenever regular classes are in session.
- Vital outreach and community building efforts on behalf of Hancock are also funded by the President's Circle.

Membership and financial status:

- The revenue at last report for the President's Circle from members was \$42,319 and the expenditures were \$84,935 which reflects a current deficit of (\$42,617.) However, approximately 40% of President's Circle memberships are paid monthly, quarterly or semi- annually and expenses may be booked in advance of membership fulfillment. Our year-end reconciliation will be reported at the next meeting.
- The table below details current President's Circle membership status. Follow-up plans were discussed and individual contact plans are underway for lapsed members. Discontinued members were confirmed.

Membership Categories	Number of PC Members in Category
Current	81
Pending	4
Lapsed	9
Discontinued	9
Total	103

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 the vision of our President.

To: Board of Directors	Information
From: Bob Manning Chair, Scholarship Committee	July 25, 2019
Subject: Scholarship Committee Update	

BACKGROUND

The Rising Stars Scholarship Awards Banquet was a great success! Over \$500,000 was awarded to 325 students. There was a total of 433 awards. A survey was sent out after the banquet and the attached handout is an explanation of those results.

The scholarship applications will open back up in Mid-November and will run through the end of February.