



Executive Committee Meeting
September 25, 2018~ 3:30 - 5:30 PM
2354 Garden Road, Monterey, CA 93940

AGENDA

- Call to Order – Ken Petersen 3:30
- Approval of Minutes (1- 3) 3:35
 - July 24, 2018
- Chair Report – Ken Petersen 3:35
 - Celebration of Philanthropy – October 24, 2018
- Treasurer's Report – Teri Belli 3:40
 - August Financials Summary (4-12)
- Resource Development Committee – Betsy Buchalter Adler 3:45
 - August 27 Meeting
 - Development Summary August – (13-14)
 - Donor Education Series:
2018 Investment Briefing with CFMC Investment Consultant Anne Westreich, CFA, Verus
 - A. Investment Policy and Strategy (for donors)
 - B. Nonprofit Stewardship & Endowment Funds (for non-profits)
 - Siembra Latinos
- Grants and Programs Committee – Birt Johnson, Jr. 3:55
 - Grant approvals
- Investment Committee – Steve McGowan 4:00
 - Portfolio Update
- Governance Committee – Steve McGowan 4:10
 - Nominating Report and Candidate Review
- New Funds 4:15

Donor Advised – Non-Endowed

- Kim and Steve McIntyre Fund
- Monterey Pacific Company Fund

Mission Statement

To inspire philanthropy and be a catalyst for strengthening communities throughout Monterey County

Strategic Priorities

- Community Impact – Invest in developing healthy, safe and vibrant communities across Monterey County
- Philanthropic Leadership – Inspire and facilitate philanthropy throughout Monterey County
- Community Leadership – Recognize opportunities for facilitation of solutions to community issues.
- Organizational Excellence – Optimize performance and stewardship for maximum impact

Non-Endowed Scholarship Fund

- Scholarship Fund for Homeless Women

- | | |
|--|------|
| 10. President/CEO Report – Dan Baldwin | 4:20 |
| <ul style="list-style-type: none">• deGuigne Property Update<ul style="list-style-type: none">▪ Process once offer is presented• Homeless Initiative update | |
| 12. Executive Session | 4:45 |

Adjourn

Next Executive Committee Meeting: November 27, 2018
945 S. Main Street #207 Salinas, CA



**Executive Committee Meeting
2354 Garden Road Monterey, CA
July 24, 2018**

MINUTES

Committee Members Present: - Ken Petersen, Birt Johnson, Jr., Teri Bell, Betsy Buchalter Adler, Jeff Eikenberry

Absent: Steve McGowan

A quorum was established.

CFMC Staff Present: Dan Baldwin, Laurel Lee-Alexander, Diane Nonella, Julie Conrad

Absent: Christine Dawson

CALL TO ORDER – Ken Petersen

Ken Petersen called the regular meeting of the Executive Committee of the Community Foundation for Monterey County to order at 3:35 on July 24, 2018 at the Foundation's Salinas office.

APPROVAL OF MINUTES

Motion: to approve the May 22, 2018 Executive Committee minutes:

Betsy Buchalter Adler / Birt Johnson, Jr. second. Motion carried unanimously.

REPORT OF THE CHAIR – Ken Petersen

Ken Petersen reported the Celebration of Philanthropy will be in October 2018 at Corral de Tierra County Club.

Leon and Sylvia Panetta have agreed to receive the Distinguished Trustee Award. The date for the Celebration of Philanthropy will be decided based on their schedule.

Ken noted the first Endowment Stewardship Committee meeting was held July 17. The new committee is made up of Betsey Pearson, Chair, Betsy Buchalter Adler, Ken Petersen, and former board member Greg Chilton. They will ensure donors' intent is being executed appropriately when there are no active advisors to a fund.

TREASURERS REPORT-Teri Belli

Teri Belli reported the June 30, 2018 financials will be approved at the August board meeting. At the August 28 board meeting, Teri will review the asset variations during the year based on grants and contributions received.

GRANTS AND PROGRAMS COMMITTEE – Birt Johnson, Jr.

Birt Johnson reported there are two grants over \$50,000 for approval.

Donor Advised of \$50,000 or more:

1. Rick and Tonya Antle Fund
Agency: Salvation Army – Salinas
Amount: \$60,000
Purpose: General operating support
2. Fund: Howard and Karin Evans Fund
Agency: Monterey Peninsula College Foundation

Amount: \$50,000
Purpose: Evans College Incentive Program

Motion: to approve the two Donor Advised grants from Rick and Tonya Antle Fund for \$60,000 and Howard and Karin Evans Fund for \$50,000.

Jeff Eikenberry / Betsy Buchalter Adler second. Motion carried unanimously.

INVESTMENT COMMITTEE – Dan Baldwin for Steve McGowan

Dan Baldwin noted the Investment Committee report will be presented at the August board meeting.

GOVERNANCE COMMITTEE – Dan Baldwin for Steve McGowan

Dan Baldwin reported on the topics the Governance Committee will address in 2018. The first concern is the board classes are not symmetrical and this will take a few years to balance out. The committee has decided that rather than try to extend the board to the maximum of 21 each year, they will allow for some vacancies to help balance out the size of the board classes.

The committee also looked at current board composition and who is rotating off over the next few years, and prioritized Big Sur, North County and Salinas Valley geographically, investments, agriculture and business as skill sets, and emphasized the need to build back the board's ethnic diversity. The committee spoke to the importance of maintaining gender balance. Lastly, the committee will ask John Phillips to assist in identifying North County candidates.

The committee discussed the topics of board and committee structure and workload of the board members that are on multiple committees as a part of the 2019 board retreat.

RESOURCE DEVELOPMENT COMMITTEE – Betsy Buchalter Adler

Betsy Buchalter Adler highlighted the activities in the June Philanthropic Services activities summary.

NEW FUND APPROVALS – Dan Baldwin

Dan Baldwin reported on the new funds approved since the last meeting.

- **Non-Endowed Donor Advised Fund**
 - McHenry Family Fund
 - Global Student Leadership Fund
- **Stewardship Fund**
 - Youth Music Monterey Stewardship Fund
 - Conservancy for the Range of the Condor Stewardship Fund
- **Non-Endowed Scholarship Fund**
 - Men's Golf Association at Quail Lodge Scholarship Fund
 - Scholarship Fund for Homeless Women

PRESIDENTS/CEO REPORT – Dan Baldwin

Real Estate Committee Update de Guigne property

Dan reported the titles for the two parcels have been transferred from Wells Fargo to the CFMC. The real estate committee is working with the county assessor's office to reconsider the 2018 property tax assessment. There is a gap between the appraisal amount and the tax assessment. Ken Petersen and Dan are researching the idea of a tax-exempt status for the property during the CFMC's ownership. The committee sent out four RFP's to local realtors in June and have received proposals back. There are interviews arranged with the potential listing agents on July 26. A question about Bill Mitchell and the Carmel Realty Company's relationship to the CFMC, and the optics of self-dealing, was thoroughly discussed by the Executive Committee. In the case that Carmel Realty is recommended as the listing

agency a special meeting will be called on Monday, July 30, 2018. A board vote is required by the by-laws.

Community Impact Investment Committee

The committee sent out RFP's to five potential organizations. There are four proposals returned that will be reviewed at the July 31 CII meeting.

Mid-Year CEO Goals update

Dan reviewed his 2018 goals in a PowerPoint presentation. Dan updated the board on homelessness, affordable housing, impact investing, Siembra Latinos fund, Irvine Foundation grant, operations upgrades, Census 2020 and offered to engage the newer board members in all the topics that were addressed in the 2018 goals. Dan regularly has mid-year check-ins with new board members to address their questions or concerns.

EXECUTIVE SESSION

Meeting adjourned at 5:20

Next Executive Committee Meeting is:

- **Tuesday, September 25, 2018 in the Monterey Office**

Minutes prepared by _____
Julie Conrad, Administrative Services Manager

Approved by: _____
Jeff Eikenberry, Secretary



Here for Good

Community Foundation
for Monterey County

FINANCIAL STATEMENT

For the Eight Months Ended August 31, 2018

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
FINANCIAL REPORTS
For the Eight Months Ended August 31, 2018**

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Statement of Activities

Comparisons of Actual to Budget - Operating Fund

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
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For the Eight Months Ended August 31, 2018

Assets

Total Assets through 8/31/2018 are **\$264,550,081** a **17.94%** increase since August 2017, and a **1.07%** decrease since December 2017.

Charitable Remainder Trusts (CRT) and Charitable Gift Annuities (CGA)

The CRT and CGA funds have been adjusted to reflect the activity and balances per Kaspick & Company and the third-party account balances as of December 31, 2017. In August, Robert Haas established his seventh CGA, valued at \$60,000, with a calculated remainder value of \$26,773

Realized and Unrealized Gains and Losses on Investments

Net year-to-date realized gains were \$136,665, and unrealized gains were \$3,213,783, for a total gain of \$3,350,448.

Operating Fund

Total revenue was \$1,366 less than the budget, and total expenses were \$67,034 less than the budget, the realized gains were \$1,010 and the unrealized losses were \$4,201 on the operating reserve held in the Medium-Term Fund portfolio. The actual net operating deficit is \$398,375 compared to a budgeted deficit of \$460,852.

Note: The Expendable Operating Cash-on-Hand is at 3.4 months, excluding the operating reserve of \$500,000 and the building reserve of \$150,000.

Portfolio Performance

The market value of the Long-Term Fund portfolio at 8/31/2018 was \$184,080,314. The one-year Total Return for the Long-Term Endowment Portfolio was 7.9% compared to the Policy Index of 7.4%.

The market value of the Medium-Term Fund portfolio at 8/31/2018 was \$4,836,445. The one-year Total Return for the Long-Term Endowment Portfolio was 3.8% compared to the Policy Index of 3.6%.

The market value of the ESG Fund portfolio at 8/31/2018 was \$3,402,089. The one-year Total Return for the Long-Term Endowment Portfolio was 2.3% compared to the Policy Index of 2.7%.

The market value of the DRIM Fund portfolio at 8/31/2018 was \$2,977,717. The Total Return for the DRIM Portfolio, since inception, was 0.6% compared to the Policy Index of 0.9%. Due to the timing of the DRIM reports, there is a one-month lag in the performance reporting.

Special Program Funds

Special Program Funds include: Pathways to Safety, funded by the ACTION Council of Monterey County; the Center for Nonprofit Excellence funded by the David and Lucile Packard Foundation; the College Futures Foundation program, funded by the College

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Eight Months Ended August 31, 2018

Futures Foundation; the Monterey County Development Professionals, funded with the remaining assets from the dissolution of the Development Executive Network, to be used for professional development for people new to the fundraising field, and networking among those involved in fund development; and the Salinas Leadership project, funded by the James Irvine Foundation.

Total Special Program revenue was \$1,828,064 and total expenses were \$267,120.

Gifts, Pledges, Bequests, Future Funds Greater than \$25,000, and Grants

Total new contributions for the month were \$312,091, including:

Ms. Eby Wold	8/3/2018	136,992	Wold Family Foundation
Mr. Robert Haas	8/14/2018	60,000	Charitable Gift Annuities

Grants to agencies for the month totaling \$1,013,938 were approved and recorded.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Eight Months Ended August 31, 2018 and August 31, 2017

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2018</u>	<u>TOTAL August 31, 2017</u>
ASSETS							
Cash:							
Cash & Cash Equivalents	1,354,498	1,708,995	1,795,712	3,557,643	0	8,416,848	5,530,275
Investments - Long Term Fund Portfolio	0	0	134,251,242	49,829,072	0	184,080,314	177,859,188
Investments - Medium Term Fund Portfolio	564,470	0	0	4,271,975	0	4,836,445	4,323,854
Investments - ESG Fund Portfolio	0	0	3,089,246	312,842	0	3,402,089	990,907
Separately Invested - DRIM Portfolio	0	0	0	2,977,717	0	2,977,717	0
Total Cash & Investments	1,918,968	1,708,995	139,136,200	60,949,249	0	203,713,412	188,704,223
Accounts Receivable:							
Pledges & Contributions Receivable	0	0	4,000	12,750	0	16,750	1,289,890
Bequests & Remainder Interest	0	0	0	0	264,615	264,615	264,615
Due from OPER	0	0	1,271,753	0	0	1,271,753	1,326,124
Investment in an LLC	0	0	21,000,000	0	0	21,000,000	0
Charitable Remainder Trusts	0	0	0	0	32,703,872	32,703,872	27,398,867
Charitable Gift Annuities	0	0	0	0	3,776,462	3,776,462	3,599,377
Total Accounts Receivable	0	0	22,275,753	12,750	36,744,949	59,033,452	33,878,873
Other Assets:							
Prepaid Expenses	1,869	0	0	0	0	1,869	8,830
Property-Net of Depreciation	1,801,349	0	0	0	0	1,801,349	1,723,946
Total Other Assets	1,803,218	0	0	0	0	1,803,218	1,732,776
TOTAL ASSETS	3,722,186	1,708,995	161,411,953	60,961,999	36,744,949	264,550,081	224,315,872

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Eight Months Ended August 31, 2018 and August 31, 2017

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2018</u>	<u>TOTAL August 31, 2017</u>
LIABILITIES & NET ASSETS							
Liabilities:							
Grants Payable	0	0	284,662	619,871	0	904,533	1,129,692
Contingent Liabilities	0	0	0	0	22,792,721	22,792,721	20,285,733
Funds held as Agency Endowments	0	0	5,927,483	0	0	5,927,483	4,119,756
Funds held as Stewardship Funds	0	0	0	22,394,260	0	22,394,260	16,483,330
Payroll, Misc. and Accts Payable	1,389,873	60	43,256	0	0	1,433,189	1,419,120
Total Liabilities	1,389,873	60	6,255,401	23,014,131	22,792,721	53,452,186	43,437,630
Net Assets:							
Net Assets-Beginning Balance	2,730,689	147,991	135,783,913	40,125,566	35,031,987	213,820,147	167,128,328
Change in Net Assets -							
Current Year	(398,375)	1,560,944	19,372,639	(2,177,698)	(21,079,759)	(2,722,251)	13,749,914
Total Net Assets	2,332,313	1,708,935	155,156,552	37,947,868	13,952,228	211,097,896	180,878,242
TOTAL LIABILITIES & NET ASSETS	3,722,186	1,708,995	161,411,953	60,961,999	36,744,949	264,550,081	224,315,872

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Eight Months Ended August 31, 2018 and August 31, 2017

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2018</u>	<u>TOTAL August 31, 2017</u>
SUPPORT AND REVENUE:							
Contributions	14,159	286,000	3,121,479	6,027,479	0	9,449,117	7,541,849
Interfund Gifts	38,579	0	66,125	773,936	0	878,640	1,018,237
Pledge Payments Received	0	1,544,000	0	250,000	0	1,794,000	2,212,005
Future Contributions-A/R-Pledge-CRT-CGA	0	0	0	0	1,757,997	1,757,997	1,437,440
Contributions Received via Bequest	0	0	21,000,000	0	0	21,000,000	737,749
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	0	0	24,825
Gain/Loss on Sale of Property	0	0	0	0	0	0	233
Income from Related Party (LLC)	0	0	0	0	0	0	280,368
Interest & Dividend Income	17,572	(3,061)	1,630,416	663,066	0	2,307,993	1,987,806
Administrative Fees	1,384,132	0	0	0	0	1,384,132	1,195,899
Fees from Special Projects	19,684	0	0	0	0	19,684	12,000
Workshop and Contract Service Income	6,727	0	0	0	0	6,727	22,160
Misc Income/Returned Grants	45,379	1,125	0	108,984	0	155,488	53,353
Total Support and Revenue	1,526,233	1,828,064	25,818,019	7,823,464	1,757,997	38,753,778	16,523,923
EXPENSES:							
Operating Expenses and Distributions:							
Salaries & Benefits	1,326,419	0	0	0	0	1,326,419	1,261,451
Administrative Costs	333,384	93,241	0	23,756	0	450,380	381,725
Occupancy Costs	118,022	0	0	0	0	118,022	121,578
Development Expenses	141,274	18,879	0	0	0	160,154	148,591
Board & Committee Expenses	2,319	0	0	0	0	2,319	2,906
Total Operating Expenses	1,921,418	112,120	0	23,756	0	2,057,293	1,916,251

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Eight Months Ended August 31, 2018 and August 31, 2017

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL August 31, 2018</u>	<u>TOTAL August 31, 2017</u>
Grants and Grant Related Expenses:							
Grants	0	155,000	2,597,431	10,094,649	0	12,847,080	10,745,162
Interfund Grants	0	0	508,663	369,977	0	878,640	1,018,237
Pledge Payments Paid	0	0	0	0	1,794,000	1,794,000	2,169,368
Bequests Payments/Transfers	0	0	0	0	21,000,000	21,000,000	42,637
Other Expenses	0	0	4,647,238	14,424	0	4,661,662	112,381
Other Payments/Transfers	0	0	5,477	(5,477)	0	0	0
Administrative Fees	0	0	1,021,763	318,613	43,756	1,384,132	1,195,899
Fees to Managers	0	0	149,154	54,516	0	203,670	199,264
Total Grants and Grant Related Expenses	0	155,000	8,929,725	10,846,702	22,837,756	42,769,183	15,482,947
Total Expenses and Grants	1,921,418	267,120	8,929,725	10,870,458	22,837,756	44,826,477	17,399,198
Excess of Revenues (Expenses)							
Before Gains on Investments & Transfers	(395,185)	1,560,944	16,888,295	(3,046,993)	(21,079,759)	(6,072,699)	(875,275)
GAINS(LOSS) ON INVESTMENTS:							
Realized-Gain (Loss)	1,010	0	96,289	39,366	0	136,665	7,114
Unrealized-Gain(Loss)	(4,201)	0	2,388,056	829,928	0	3,213,783	14,618,075
Total Gain/(Loss) on Investments	(3,191)	0	2,484,344	869,295	0	3,350,448	14,625,189
Change in Net Assets	(398,375)	1,560,944	19,372,639	(2,177,698)	(21,079,759)	(2,722,251)	13,749,914
Net Assets Beginning of Year	2,730,689	147,991	135,783,913	40,125,566	35,031,987	213,820,147	167,128,328
Net Assets, End of Period	2,332,313	1,708,935	155,156,552	37,947,868	13,952,228	211,097,896	180,878,242

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
Combined Operating Fund Budget vs. Actual

For the Eight Months Ended August 31, 2018 and August 31, 2017

	Year-To-Date			YTD Actual 8/31/2017
	Actual	Budget	Variance	
REVENUE				
Contributions - Foundations	2,524	2,500	24	1,000
Contributions - Indiv/Corp	11,635	27,200	(15,565)	12,221
Contributions - Interfund	38,579	34,579	4,000	40,252
Bequests Received	0	40,286	(40,286)	18,125
Admin Fees	1,384,132	1,370,182	13,950	1,195,899
Special Project Fees	19,684	10,336	9,348	12,000
Workshops/Contracts	6,727	2,800	3,927	22,160
Miscellaneous Income	45,379	31,716	13,663	37,034
Interest and Dividends	17,572	8,000	9,572	14,617
Total Revenue	1,526,233	1,527,599	(1,366)	1,353,307
EXPENSE				
Personnel				
Salaries and Wages	1,023,305	1,045,911	(22,606)	981,076
Payroll Taxes	77,865	79,214	(1,349)	76,992
Insurance and Other Benefits	225,249	246,978	(21,729)	203,382
Sub-total	1,326,419	1,372,103	(45,684)	1,261,451
Administrative				
Supplies	15,908	15,815	93	15,308
Equip / Computer Maintenance	79,991	75,296	4,695	58,167
Bank Charges	10,041	5,500	4,541	5,661
Printing	6,532	11,875	(5,343)	11,525
Postage / Freight	14,511	11,700	2,811	11,155
Dues/Subscriptions	19,979	27,615	(7,636)	18,219
Services (legal, acct, consult)	94,229	84,743	9,486	95,377
D&O Insurance	2,737	3,000	(263)	4,358
Telecommunications	12,138	12,300	(162)	11,447
Conferences & Training	17,408	23,500	(6,092)	16,729
Miscellaneous	4,996	7,750	(2,754)	12,077
Depreciation	54,912	54,912	0	59,872
Sub-total	333,384	334,006	(622)	319,894
Facilities				
Property / Liability Insurance	11,625	12,000	(375)	11,487
Maintenance / Repairs	6,806	7,336	(530)	8,191
Janitorial & Landscaping	12,919	13,000	(81)	12,989
Rent	31,639	33,752	(2,113)	30,845
Mortgage, Interest & Property Taxes	34,473	34,473	0	35,871
Utilities	20,561	21,664	(1,103)	22,195
Sub-total	118,022	122,225	(4,203)	121,578
Development, Program & Staff				
Donor Development	70,120	76,566	(6,446)	53,427
Advertising & Promotion	22,891	24,158	(1,267)	20,301
Mileage, Meals & Meetings	7,496	7,016	480	4,996
Workshops	14,998	18,500	(3,502)	17,259
Annual Meetings	244	2,000	(1,756)	1,012
Annual Report	23,779	26,000		22,410
Staff Recognition Expenses	1,747	2,952	(1,205)	1,845
Board & Committee Expenses	2,319	2,925	(606)	2,906
Sub-total	143,593	160,117	(16,524)	124,156
Total Expenses	1,921,418	1,988,451	(67,034)	1,827,079
Net Income / (Loss) Before Investment Returns	(395,185)	(460,852)	65,668	(473,772)
Realized Gains/(Losses)	1,010	0	1,010	335
Unrealized Gains/(Losses)	(4,201)	0	(4,201)	29,310
Net Income / (Loss) Including Investment Returns	(398,375)	(460,852)	62,477	(444,126)



Resource Development Summary

August-18

Current Activity Report

Number of Meetings/Contacts

August 2018

Month	Professional Advisor	Prospects	Current Fund	Presentations	Events		Newsletters Crescendo eBlasts
January	5	11	5	5 *See below	8	*See below	6
February	3	27	11	5 *See below	7	*See below	6
March	7	15	17	6 *See Below	7	*See Below	6
April	12	26	19	3 *See below	9	*See below	6
May	9	27	14	2 *See below	14	*See below	6
June	14	18	19	3 *See below	10	*See below	6
July	7	16	13	4 *See below	6	*See below	6
August	9	14	20	2 *See below	8	*See below	6
September							
October							
November							
December							
Total Activity	66	154	118	30	69		48

January Events: CHSP Leadership Council, Northern California Planned Giving Council, Junior Achievement Luncheon, Monterey Museum of Art, Siembra Latinos Fund, Planned Parenthood Luncheon, CFMC Board Retreat, CFMC Staff Retreat, Bright Futures Convening, AFP Board Meeting, Sun Street Centers, Montage Health Annual Meeting, Chowder Group

February Events: Carmel Women's Club, SMCF DonorEvent, Legacy Society, Monterey Public Library, MC Gives! Check Celebration, Sheriff Advisory council, Siembra Latinos Fund, Women's Fund Leadership Council, Rancho Cielo Culinary Round up, Carmel Realty AT & T, MMA board retreat, Estate Planning Professionals Seminar- Montage, AFP Board

March Events: Bright Futures, LCCF Public Policy, Center for Photographic Arts, CSUMB: Sam Farr, College Futures Donor Education, CFMC Bright Futures Convening, College Futures, San Benito CF, CPA Bag Stuffing, Veterans Cemetery Foundation, Bright Futures Core Conveners, Wells Fargo Women Give 2018, Golbal Oceans Gala

April Events: San Benito CF Board Retreat, Integris Wealth PA presentation, Tour of Montage Health, DEN/AFP, NCG Conference, NMCF Donor Event, LCCF Board Mtg.,CF United Conference, Women's Fund Luncheon, Siembra Latinos, I Am Jane Doe Screening, Ciao Cioppino! MPC Foundation Luncheon, Rick Antle Celebration of Life

May Events: Leadership Monterey County, Northern California Planned Giving Council Annual Conference, SunStreet Center Dodd Awards, Church in the Forest, LCCF Board Meeting, CPE Forum, CA Census Convening, Homelessness Convening, Panetta Institute, CHSP Leadership Council, PALS, LCCF CEO/Board Chair Retreat

June Events: Professional Advisor Council, AFP Summer Summit, College Futures Student Meet & Greet, Ventana Wilderness Alliance Annual Meeting, Merienda, American Culinary Federation Gala, Costa Family Scholarship Awards Ceremony, CFMC Past Board Chair Luncheon, Taylor Farms Scholarship Awards Ceremony, Siembra Latinos Fund, Monterey Peninsula Pride, NCPGC Master's Program, Carmel Valley Women's Club Scholarship Awards Luncheon, Census Meeting

July Events: Siembra Latinos Fund, AFP Board Meeting, Silicon Valley CF: Affordable Housing, Carmel Bach, Community Homeless Solutions, Salvation Army Check Presentation, NMCF grants meeting, SMCF meeting, Big Sur Relief Check Ceremony, Leadership Monterey County

August Events: Salinas Valley Memorial Hospital - Blue Zone Discussion, Rabobank Customer Advisory Luncheon, Siembra Latinos Fund, Leadership Monterey County, Boys and Girls Clu b, Women's Leadership Council, Salvation Army Check Presentation, Community Homeless Solutions, LCCF, Leadership Council

September Events:

October Events:

November Events:

December Events:

*On-going: Salinas & Monterey Rotary Clubs

Planned Gifts

New Legacy Society Members for the Month:	0
Expectancy Additions Year to Date:	\$3,500,000
Legacy Society Members to Date:	222
Total Expectancies to Date:	\$205,175,673

New Funds Created 2018		
Type of Fund	Number of Funds	Establishing Gift
Endowment		
Carmel Woman's Club Scholarship Endowment Fund	1	\$ 11,562.76
Rancho Cielo Endowment Fund	1	\$ 100,500.00
Non - Endowed Donor Advised		
California Rodeo Salinas Fund	1	\$ 60,000.00
Jim and Linda Tunney Fund	1	\$ -
Richard and Cindy Zoller Silver Family Legacy Fund	1	\$ 36,450.00
David G. Huey and Carla S. Hudson Family Fund	1	\$ 25,000.00
Joey & Dewitt Astin Memorial Fund	1	\$ 7,100.00
Golbal Student Leadership Fund	1	\$ 5,000.00
McHenry Family Fund	1	\$ -
Weston Call Fund for Big Sur	1	\$ -
Vanderbilt Charitable Fund	1	\$ 5,000.00
Agency/Stewardship		
Maury Richmond Scholarship Stewardship Fund	1	\$ 86,225.00
Youth Music Monterey Stewardship Fund	1	\$ 100,000.00
Conservancy for the Range of the Condor	1	\$ 9,628.00
Scholarship		
American Culinary Federation Monterey Bay Chapter, Marc H. Vedrines Scholarship Fund	1	\$ 10,000.00
Nan Borreson and Fred Terman Scholarship Fund	1	\$ 10,000.00
Whitney Elisabeth Grummon Memorial Scholarship Fund	1	\$ 20,000.00
Carmel Valley Women's Club Foundation Scholarship Fund	1	\$ 10,000.00
R. J. Harper Memorial Scholarship Fund	1	\$ 4,000.00
Steven Paul Schmidt Scholarship Fund	1	\$ 323,481.07
Taylor Farms Scholarship Fund	1	\$ 102,000.00
Men's Golf Association (MGA) at Quail Lodge Scholarship Fund	1	\$ 51,713.00
Scholarship Fund for Homeless Women	1	\$ 10,000.00
Designated Fund		
Donor Recommended Investment Management Fund		
Neumeier Taylor Foundation Fund	1	\$ 3,000,000.00
Special Purpose Fund		
Animal Welfare Assistance Group Fund	1	\$ -
Field of Interest		
Program Fund		
James Irvine Foundation Salinas Leadership Fund	1	\$ 1,250,000.00
New Funds Created Total:	26	\$ 5,237,659.83
Total Contributions		
Year 2018 - YTD	\$	13,379,540.00
Year 2017 - YTD	\$	12,229,053.00