

Executive Committee Meeting
March 23, 2021 ~ 3:30 PM
2354 Garden Road, Monterey, CA 93940

Zoom Meeting

AGENDA

- | | |
|---|------|
| 1. Call to Order – Teri Belli | 3:30 |
| 2. Approval of Minutes (3-5) <ul style="list-style-type: none">• November 24, 2020 | |
| 3. Report of the Chair – Teri Belli | 3:35 |
| 4. Treasurer – Jan Vanderbilt <ul style="list-style-type: none">• January and February Financials (6-14,15-23)• 2021 Outlook• Audit Update - Diane Nonella | 3:45 |
| 5. Investment Committee – Giff Lehman <ul style="list-style-type: none">• 2021 Outlook | 3:55 |
| 6. Impact Investment Committee – Nolan Kennedy <ul style="list-style-type: none">• 2021 Outlook | 4:00 |
| 7. Philanthropic Services- Betsey Pearson <ul style="list-style-type: none">• 2021 Outlook | 4:05 |
| 8. Community Impact – Betsy Buchalter Adler <ul style="list-style-type: none">• Grant Approvals (if needed)• 2021 Outlook | 4:10 |
| 9. Governance – Birt Johnson <ul style="list-style-type: none">• 2021 nominating | 4:20 |

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

10. New Funds – Dan Baldwin

4:30

Non- Endowed Donor Advised

- Steve and Gail Snodgrass Charitable Fund
- Amended-Kadushin Robinson Fund
- O'Brien Family Fund
- FW Family Scholarship Fund

Non-Endowed Scholarship Fund

- Nancy Fowler Memorial Music Scholarship Fund

11. President/CEO Report – Dan Baldwin

- Covid-19 Update One Year Later
- Real Estate Update
- Distinguished Trustee

12. Executive Session

Adjourn

Next Executive Committee Meeting: May 25, 2021

Mission Statement

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**Executive Committee Meeting
Zoom meeting
November 24, 2020**

MINUTES

Committee Members Present: Birt Johnson, Teri Belli, Jan Vanderbilt, Maija West, Betsy Buchalter Adler, Ida Lopez Chan, Nolan Kennedy, Giff Lehman, and Michael Reid

A quorum was established.

CFMC Staff Present: Dan Baldwin, Laurel Lee-Alexander, Diane Nonella and Julie Conrad
Absent: Christine Dawson

CALL TO ORDER – Birt Johnson, Jr.

Birt Johnson called the meeting of the Executive Committee of the Community Foundation for Monterey County to order at 3:33 on November 24, 2020.

APPROVAL OF MINUTES

Motion: to approve the September 22, 2020 minutes as written.

Betsy Buchalter Adler / Ida Lopez Chan second. Motion carried unanimously.

REPORT OF THE CHAIR – Birt Johnson, Jr.

Birt reminded the committee about the board and spouse/guest Zoom Holiday Social, December 15, at 5:45, after the board meeting.

Teri Belli asked the committee for input for the 2021 Board Retreat which is Saturday, January 30, 9:00 to 12:00. The topics that emerged were a summary of the diversity, equity and inclusion training that the CFMC DEI team has been learning and implementing, a primer for how CFMC works with a year in review, working in small groups on scenarios that may be faced by the board where they can get to know each other one to one, sharing a word or a quote as an ice breaker to introduce the board, allow for time in break out rooms for small groups to learn about each other and common interests. Teri and Dan will be collecting ideas from the board and staff and the agenda will be finalized in January.

TREASURERS REPORT- Jan Vanderbilt

Jan Vanderbilt reported the October financial statements have not been reviewed by the finance committee and will approved at the December board meeting. Jan reported a 5.51% increase in assets for the year. She summarized the net operating fund surplus for 2020 vs the budgeted deficit. The bequest fees received, planned gifts and controlled expenses were discussed as reasons for the current surplus.

The 2021 budget (draft 3) is under review by the finance committee. The 2021 budget final review will be at the December 15 finance committee meeting and will be presented for approval at the December 15 board meeting.

INVESTMENT COMMITTEE – Giff Lehman

Giff reported that the November 9 committee meeting included a full discussion on whether to add an Emerging Market Fund to the ESG Portfolio. It was decided not to do so, as Emerging Market Funds may not be consistent with ESG values.

The Investment Committee, after a full discussion, voted to recommend a 4.25% payout rate from endowed funds for 2021. This represents a .25% (25 basis points) reduction from the payout rate the CFMC has utilized for the past several years. The discussion included a desire to retain accumulated earnings and maintain fund balances that would allow an individual fund to retain its “purchasing power” (grow at an inflation adjusted rate). They acknowledged it would create a slight reduction in the real value of a fund’s 2021 payout.

Motion: to recommend the 2021 spending policy rate of 4.25% to the board at the December 15 meeting.

Nolan Kennedy / Teri Belli second. Motion carried unanimously.

COMMUNITY IMPACT INVESTING – Nolan Kennedy

Nolan reported the committee is reviewing their options for the next steps on impact investments. The committee expects results from research being gathered to bring new opportunities to review in 2021.

COMMUNITY IMPACT COMMITTEE – Ida Lopez Chan

Ida requested approval of grants over \$50,000 and described the two Donor Advised grants:

1. Central Coast Young Men’s Christian Association Stewardship Fund

Agency: YMCA of the Monterey Peninsula

Amount: \$320,000 (Liquidating fund. (The final grant amount is TBD)

Purpose: general operating support

Reason: Agency requests liquidation of this fund. The current fund balance is: \$327,907.43

Motion: to approve the YMCA Stewardship Fund liquidation grant for \$320,000 (final balance TBD).

Betsy Buchalter Adler / Maija West second. Motion carried unanimously.

2. Anita Tarr Turk Special Purpose Fund

Agency: California Breast Cancer Research

Amount: \$100,000 over 2 years

Purpose: Breast health and the Environment (oil-related toxins) among Latinas in Los Angeles

Motion: to approve the Anita Tarr Turk Fund grant to California Breast Cancer Research for \$100,000 over two years.

Michael Reid / Teri Belli second. Motion carried unanimously.

GOVERNANCE COMMITTEE – Betsy Buchalter Adler

Betsy Buchalter Adler reported the governance committee has contacted four candidates to join the 2021 board. Three have agreed to serve on the board and one is considering the position. The new board members will be presented for approval at the December 15 board meeting.

NEW FUND APPROVALS – Dan Baldwin

Dan described the real estate involved in the Noorani Family Non-Endowed Fund. CFMC is working through the due diligence and title reports needed for the acceptance of the property.

PRESIDENT/CEO REPORT - Dan Baldwin

- **Facilities Update**

The Salinas office has been vacant for 8 months due to the Covid19 closure full rent has been paid to date. CFMC sent a proposal to the landlords asking for rent abatement with a 50% reduction until June 30, 2021. The lease is due for renewal on January 31, 2021. The landlord had not responded by the time of the meeting. The committee discussed the importance of having a presence in Salinas and keeping the office space as a local connection to the Salinas Valley.

- **Staffing report**

There are three positions being filled: Brian Emkjer (a referral by David Benjamin) has been hired as the Director of Finance and started immediately. The Director of Gift Planning has been hired and will start in January 2021. Erika Matadamas has been promoted to Community Initiative Manager. A Community Impact Officer, hired to fill Erika Matadamas former position, is in final interviews. Anh Le, Senior Accountant, has resigned for health issues. The Senior Accountant position has been posted.

- **MC Gives**

Dan reported the launch of MC Gives has opened smoothly with a higher amount of challenge gifts than 2019. Dan highlighted the importance of giving in this challenging year, as the nonprofits are severely stressed as well as the communities they serve.

- **Covid19 Initiative**

CFMC is acting as the convener for a county-wide multisector task force to reduce the Covid19 infection rates. There was a large Zoom meeting with 84 attendees discussing the process of building a more collaborative approach between the various organizations to slow the spread of the disease. One goal is establishing new partnerships and finding the appropriate community messengers to deliver the information for the most direct results. The initiative will explore historical inequities and why certain communities are more affected.

- **Goals 2021**

Dan will be delivering his 2021 goals to Birt and Teri in the next week.

Next Executive Committee Meeting is:

- **Tuesday, March 23, 2021**

Minutes prepared by: _____
Julie Conrad, Administrative Services Manager

Approved by: _____
Maija West, Secretary



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Community Foundation
for Monterey County

FINANCIAL STATEMENT

For the One Month Ended January 31, 2021

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
FINANCIAL REPORTS
For the One Month Ended January 31, 2021**

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Assets

Total Assets through 1/31/2021 are \$348,501,081 a 20.12% increase since January 2020 and a 0.04% increase since December 2020.

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, 2021. In January, the two Nancy Bletzer CRTs terminated, with a remainder value of \$2,482,668. The remainder value created two endowed funds, one unrestricted and the other a FOI fund for animal welfare.

Realized and Unrealized Gains and Losses on Investments

Net year-to-date realized gains were \$1,721, and unrealized losses were \$53,527, for a total loss of \$51,806.

Operating Fund

Total revenue was \$8,136 more than the budget, and total expenses were \$38,920 less than the budget. Unrealized losses were \$4,419 on the operating reserve held in the Medium-Term Fund portfolio. The actual net operating deficit is \$199,614 compared to a budgeted deficit of \$234,086.

Note: The Expendable Operating Cash-on-Hand is at 8.1 months, excluding the operating reserve of \$500,000, the building reserve of \$150,000, and including the PPP Loan of \$411,402, which is expected to be forgiven.

Portfolio Performance

The market value of the Long-Term Fund portfolio at 1/31/2021 was \$278,833,008. The one-year Total Return for the Long-Term Endowment Portfolio was 13.0% compared to the Policy Index of 12.0%.

The market value of the Medium-Term Fund portfolio at 1/31/2021 was \$8,927,464. The one-year Total Return for the Medium-Term Endowment Portfolio was 11.8% compared to the Policy Index of 9.6%.

The market value of the ESG Fund portfolio at 1/31/2021 was \$4,435,578. The one-year Total Return for the ESG Portfolio was 11.1% compared to the Policy Index of 11.9%.

The market value of the DRIM Fund portfolio at 1/31/2021 was \$2,497,618. The one-year Total Return for the DRIM Portfolio was 19.8% compared to the Policy Index of 16.4%. 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: Center for Nonprofit Excellence funded by the David and Lucile Packard Foundation; the College Futures Foundation program, funded by the College Futures Foundation; the Salinas Leadership project, funded by the James Irvine Foundation; and the Monterey County Gives annual campaign.

Total Special Program revenue was \$79,763 and total expenses were \$66,055.

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the One Month Ended January 31, 2021**

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

Total new contributions for the month were \$561,616, including:

Donor	Date	Amount	Fund
Mr. & Mrs. William and Nancy Doolittle	1/4/2021	175,650	Doolittle Fund
Mr. & Mrs. William and Nancy Doolittle	1/5/2021	115,872	Doolittle Fund
MUFG Union Bank, N.A.	1/28/2021	35,000	The James Irvine Foundation Micro-Loan Fund

Contribution/Bequest Receivables

We recorded payment on a receivable in the amount of \$2,482,668 from the termination of the two Nancy Bletzer CRTs, which created two endowed funds. We also recorded payment on a receivable from the Ventura Community Foundation in the amount of \$13,384 for the Census 2020 Fund.

Grants to agencies for the month totaling \$469,181 were approved and recorded.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the One Month Ended January 31, 2021 and January 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL January 31, 2021</u>	<u>TOTAL January 31, 2020</u>
ASSETS							
Cash:							
Cash & Cash Equivalents	3,034,107	8,271,641	2,434,315	7,492,903	0	21,232,966	11,714,036
Investments - Long Term Fund Portfolio	0	0	189,218,654	89,614,354	0	278,833,008	225,212,482
Investments - Medium Term Fund Portfolio	694,584	0	0	8,232,880	0	8,927,464	7,893,875
Investments - ESG Fund Portfolio	0	0	3,468,425	967,153	0	4,435,578	3,840,343
Separately Invested - DRIM Portfolio	0	0	0	2,497,618	0	2,497,618	2,598,988
Separately Invested - Pony Trust	0	330,511	0	0	0	330,511	340,346
Total Cash & Investments	3,728,691	8,602,152	195,121,394	108,804,908	0	316,257,145	251,600,070
Accounts Receivable:							
Pledges & Contributions Receivable	0	250,000	4,000	12,750	0	266,750	1,612,660
Bequests & Remainder Interest	0	0	0	0	0	0	0
Due from OPER	0	0	1,117,396	0	0	1,117,396	1,185,530
Investment in an LLC	0	0	1,837,500	0	0	1,837,500	0
Charitable Remainder Trusts	0	0	0	0	22,767,107	22,767,107	29,665,865
Charitable Gift Annuities	0	0	0	0	4,380,833	4,380,833	4,130,967
Total Accounts Receivable	0	250,000	2,958,896	12,750	27,147,940	30,369,586	36,595,022
Other Assets:							
Prepaid Expenses	7,344	0	0	0	0	7,344	54,620
Property-Net of Depreciation	1,867,006	0	0	0	0	1,867,006	1,875,142
Total Other Assets	1,874,350	0	0	0	0	1,874,350	1,929,762
TOTAL ASSETS	5,603,041	8,852,152	198,080,289	108,817,658	27,147,940	348,501,081	290,124,854

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the One Month Ended January 31, 2021 and January 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL January 31, 2021</u>	<u>TOTAL January 31, 2020</u>
LIABILITIES & NET ASSETS							
Liabilities:							
Grants Payable	0	260,838	503,849	674,750	0	1,439,437	840,600
Contingent Liabilities	0	0	0	0	15,800,949	15,800,949	21,524,020
Funds held as Agency Endowments	0	0	7,298,606	0	0	7,298,606	6,520,944
Funds held as Stewardship Funds	0	0	0	48,980,877	0	48,980,877	31,099,027
Payroll, Misc. and Accts Payable	1,705,861	12,463	0	0	0	1,718,324	1,341,026
Total Liabilities	1,705,861	273,301	7,802,455	49,655,627	15,800,949	75,238,193	61,325,617
Net Assets:							
Net Assets-Beginning Balance	4,096,794	8,564,097	187,812,660	59,130,323	12,310,359	271,914,234	230,335,563
Change in Net Assets - Current Year	(199,614)	14,754	2,465,174	31,708	(963,368)	1,348,655	(1,536,326)
Total Net Assets	3,897,180	8,578,851	190,277,834	59,162,031	11,346,992	273,262,888	228,799,237
TOTAL LIABILITIES & NET ASSETS	5,603,041	8,852,152	198,080,289	108,817,658	27,147,940	348,501,081	290,124,854

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the One Month Ended January 31, 2021 and January 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL January 31, 2021</u>	<u>TOTAL January 31, 2020</u>
SUPPORT AND REVENUE:							
Contributions	10,445	69,055	14,247	467,869	0	561,616	1,004,643
Interfund Gifts	0	10,000	0	20,000	0	30,000	77,450
Pledge Payments Received	0	0	0	13,384	0	13,384	0
Future Contributions-A/R-Pledge-CRT-CGA	0	0	0	0	0	0	0
Contributions Received via Bequest	49,653	0	2,433,015	0	0	2,482,668	0
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	1,532,685	1,532,685	0
Gain/Loss on Sale of Property	0	0	0	0	0	0	1,935
Income from Related Party (LLC)	0	0	0	0	0	0	0
Interest & Dividend Income	637	708	101,454	52,398	0	155,197	189,988
Administrative Fees	664	0	0	0	0	664	3,352
Fees from Special Projects	0	0	0	0	0	0	1,663
Workshop and Contract Service Income	550	0	0	0	0	550	2,610
Misc Income/Returned Grants	0	0	0	0	0	0	5,088
Total Support and Revenue	61,949	79,763	2,548,715	553,651	1,532,685	4,776,764	1,286,730
EXPENSES:							
Operating Expenses and Distributions:							
Salaries & Benefits	175,397	0	0	0	0	175,397	190,580
Administrative Costs	70,334	58,322	0	0	0	128,656	99,586
Occupancy Costs	7,799	0	0	0	0	7,799	23,847
Development Expenses	3,564	0	0	0	0	3,564	19,102
Board & Committee Expenses	20	0	0	0	0	20	0
Total Operating Expenses	257,115	58,322	0	0	0	315,437	333,115

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the One Month Ended January 31, 2021 and January 31, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL January 31, 2021</u>	<u>TOTAL January 31, 2020</u>
Grants and Grant Related Expenses:							
Grants	0	0	2,500	465,681	0	468,181	1,072,326
Interfund Grants	0	0	0	30,000	0	30,000	77,450
Pledge Payments Paid	0	0	0	0	13,384	13,384	0
Bequests Payments/Transfers	0	0	0	0	2,482,668	2,482,668	0
Other Expenses	0	7,603	0	19,000	0	26,603	22,791
Other Payments/Transfers	0	0	0	0	0	0	0
Grant Related Expenses	0	0	0	0	0	0	0
Administrative Fees	0	130	0	378	0	507	3,352
Fees to Managers	29	0	26,580	12,914	0	39,523	43,341
Total Grants and Grant Related Expenses	29	7,733	29,080	527,972	2,496,053	3,060,866	1,219,260
 Total Expenses and Grants	 257,144	 66,055	 29,080	 527,972	 2,496,053	 3,376,303	 1,552,375
 Excess of Revenues (Expenses)							
Before Gains on Investments & Transfers	(195,195)	13,708	2,519,635	25,680	(963,368)	1,400,461	(265,645)
 GAINS(LOSS) ON INVESTMENTS:							
Realized-Gain (Loss)	0	0	0	1,721	0	1,721	1,285
Unrealized-Gain(Loss)	(4,419)	1,045	(54,461)	4,308	0	(53,527)	(1,271,966)
Total Gain/(Loss) on Investments	(4,419)	1,045	(54,461)	6,029	0	(51,806)	(1,270,681)
 Change in Net Assets	 (199,614)	 14,754	 2,465,174	 31,708	 (963,368)	 1,348,655	 (1,536,326)
 Net Assets Beginning of Year	 4,096,794	 8,564,097	 187,812,660	 59,130,323	 12,310,359	 271,914,234	 230,335,563
 Net Assets, End of Period	 3,897,180	 8,578,851	 190,277,834	 59,162,031	 11,346,992	 273,262,888	 228,799,237

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

For the One Month Ended January 31, 2021 and January 31, 2020

	Year-To-Date			YTD Actual 1/31/2020
	Actual	Budget	Variance	
REVENUE				
Contributions - Foundations	4,250	0	4,250	10,000
Contributions - Indiv/Corp	6,195	3,500	2,695	100
Contributions - Interfund	0	0	0	0
Bequests Received	49,653	49,700	(47)	0
Admin Fees	664	200	464	3,352
Special Project Fees	0	0	0	1,663
Workshops/Contracts	550	0	550	2,610
Miscellaneous Income	0	0	0	5,088
Interest and Dividends	637	413	224	5,024
Total Revenue	61,949	53,813	8,136	27,837
EXPENSE				
Personnel				
Salaries and Wages	135,443	159,300	(23,857)	143,472
Payroll Taxes	12,144	11,683	461	13,425
Insurance and Other Benefits	27,810	35,182	(7,372)	33,683
Sub-total	175,397	206,165	(30,768)	190,580
Administrative				
Supplies	708	1,000	(292)	1,971
Equip / Computer Maintenance	4,843	8,556	(3,713)	4,414
Bank Charges	2,183	1,250	933	1,924
Printing	0	0	0	963
Postage / Freight	9,078	1,916	7,162	1,497
Dues/Subscriptions	19,444	19,939	(495)	20,716
Services (legal, acct, consult)	22,915	18,113	4,802	18,402
D&O Insurance	0	0	0	0
Telecommunications	3,921	3,793	128	1,295
Conferences & Training	0	498	(498)	2,706
Miscellaneous	600	0	600	0
Depreciation	6,641	6,641	0	6,677
Sub-total	70,334	61,706	8,628	60,564
Facilities				
Property / Liability Insurance	0	0	0	10,765
Maintenance / Repairs	0	1,833	(1,833)	5,395
Janitorial & Landscaping	1,538	1,850	(312)	1,495
Rent	0	4,582	(4,582)	0
Mortgage, Interest & Property Taxes	3,745	3,745	0	3,970
Utilities	2,516	2,416	100	2,222
Sub-total	7,799	14,426	(6,627)	23,847
Development, Program & Staff				
Donor Development	910	3,000	(2,090)	1,878
Advertising & Promotion	2,388	0	2,388	5,883
Mileage, Meals & Meetings	0	490	(490)	6
Workshops	0	312	(312)	2,292
Annual Meetings	0	0	0	0
75th Anniversary Expenses	0	0	0	638
Annual Report	0	0	0	0
Staff Recognition Expenses	266	200	66	263
Board & Committee Expenses	20	1,600	(1,580)	0
Sub-total	3,584	5,602	(2,018)	10,960
Total Expenses	257,115	287,899	(30,784)	285,951
Net Income / (Loss) Before Investment Returns	(195,166)	(234,086)	38,920	(258,113)
Realized Gains/(Losses)	0	0	0	0
Unrealized Gains/(Losses)	(4,419)	0	(4,419)	2,429
Investment Management Fee	29	0	29	27
Net Income / (Loss) Including Investment Returns	(199,614)	(234,086)	34,472	(255,712)



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Community Foundation
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FINANCIAL STATEMENT

For the Two Months Ended February 28, 2021

**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
FINANCIAL REPORTS
For the Two Months Ended February 28, 2021**

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COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Two Months Ended February 28, 2021

Assets

Total Assets through 2/28/2021 are \$344,066,738 a 19.76% increase since February 2020 and a 1.23% decrease since December 2020.

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, 2021.

Realized and Unrealized Gains and Losses on Investments

Net year-to-date realized gains were \$1,721, and unrealized gains were \$6,145,487, for a total gain of \$6,147,208.

Operating Fund

Total revenue was \$13,646 more than the budget, and total expenses were \$6,673 less than the budget. Unrealized losses were \$2,041 on the operating reserve held in the Medium-Term Fund portfolio. The actual net operating deficit is \$471,484 compared to a budgeted deficit of \$489,701.

Note: The Expendable Operating Cash-on-Hand is at 6.9 months, excluding the operating reserve of \$500,000, the building reserve of \$150,000, and including the PPP Loan of \$411,402, which is expected to be forgiven.

Portfolio Performance

The market value of the Long-Term Fund portfolio at 2/28/2021 was \$285,330,397. The one-year Total Return for the Long-Term Endowment Portfolio was 20.8% compared to the Policy Index of 18.9%.

The market value of the Medium-Term Fund portfolio at 2/28/2021 was \$8,943,637. The one-year Total Return for the Medium-Term Endowment Portfolio was 14.2% compared to the Policy Index of 11.8%.

The market value of the ESG Fund portfolio at 2/28/2021 was \$4,507,262. The one-year Total Return for the ESG Portfolio was 16.7% compared to the Policy Index of 18.4%.

The market value of the DRIM Fund portfolio at 2/28/2021 was \$2,523,741. The one-year Total Return for the DRIM Portfolio was 27.5% compared to the Policy Index of 41.1%. 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: Center for Nonprofit Excellence funded by the David and Lucile Packard Foundation; the College Futures Foundation program, funded by the College Futures Foundation; the Salinas Leadership project, funded by the James Irvine Foundation; and the Monterey County Gives annual campaign.

Total Special Program revenue was \$75,552 and total expenses were \$7,803,731, which includes \$7,702,746 in grants from the 2020 Monterey County Gives campaign.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
NOTES TO THE FINANCIAL STATEMENTS
For the Two Months Ended February 28, 2021

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

Total new contributions for the month were \$1,183,070, including:

Donor	Date	Amount	Fund
Mr. & Mrs. Mark and Marilyn Dorman	2/1/2021	540,623	Howard Franklin Bowker Numismatic Projects Endowment
Mrs. Jackie A. Wendland	2/1/2021	30,000	The Jackie and Mark Wendland Fund
Mr. William Landreth	2/15/2021	250,000	The Landreth Family Fund
Public Health Institute	2/23/2021	240,000	COVID-19 Relief Fund

Grants to agencies for the month totaling \$11,429,461 were approved and recorded.

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Two Months Ended February 28, 2021 and February 28, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL February 28, 2021</u>	<u>TOTAL February 28, 2020</u>
ASSETS							
Cash:							
Cash & Cash Equivalents	2,719,916	777,448	2,434,315	4,528,351	0	10,460,030	6,641,964
Investments - Long Term Fund Portfolio	0	0	193,460,508	91,869,889	0	285,330,397	228,288,699
Investments - Medium Term Fund Portfolio	696,932	0	0	8,237,706	0	8,934,637	7,843,864
Investments - ESG Fund Portfolio	0	0	3,506,748	1,000,514	0	4,507,262	3,663,989
Separately Invested - DRIM Portfolio	0	0	0	2,523,741	0	2,523,741	2,468,420
Separately Invested - Pony Trust	0	326,609	0	0	0	326,609	344,231
Total Cash & Investments	3,416,848	1,104,057	199,401,571	108,160,201	0	312,082,677	249,251,166
Accounts Receivable:							
Pledges & Contributions Receivable	0	0	4,000	12,750	0	16,750	893,519
Bequests & Remainder Interest	0	0	0	0	0	0	264,615
Due from OPER	0	0	1,111,352	0	0	1,111,352	1,179,979
Investment in an LLC	0	0	1,837,500	0	0	1,837,500	0
Charitable Remainder Trusts	0	0	0	0	22,767,107	22,767,107	29,651,284
Charitable Gift Annuities	0	0	0	0	4,380,833	4,380,833	4,130,967
Total Accounts Receivable	0	0	2,952,852	12,750	27,147,940	30,113,543	36,120,364
Other Assets:							
Prepaid Expenses	7,344	0	0	0	0	7,344	53,219
Property-Net of Depreciation	1,863,175	0	0	0	0	1,863,175	1,875,359
Total Other Assets	1,870,519	0	0	0	0	1,870,519	1,928,578
TOTAL ASSETS	5,287,367	1,104,057	202,354,423	108,172,951	27,147,940	344,066,738	287,300,108

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF FINANCIAL POSITION
CONSOLIDATED - ALL FUNDS
For the Two Months Ended February 28, 2021 and February 28, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL February 28, 2021</u>	<u>TOTAL February 28, 2020</u>
LIABILITIES & NET ASSETS							
Liabilities:							
Grants Payable	0	260,838	503,849	594,750	0	1,359,437	623,700
Contingent Liabilities	0	0	0	0	15,800,949	15,800,949	21,524,020
Funds held as Agency Endowments	0	0	7,298,606	0	0	7,298,606	6,520,944
Funds held as Stewardship Funds	0	0	0	48,980,877	0	48,980,877	31,099,027
Payroll, Misc. and Accts Payable	1,662,056	9,458	0	0	0	1,671,514	1,331,187
Total Liabilities	1,662,056	270,296	7,802,455	49,575,627	15,800,949	75,111,383	61,098,877
Net Assets:							
Net Assets-Beginning Balance	4,096,794	8,564,097	187,812,660	59,130,323	12,310,359	271,914,234	230,335,563
Change in Net Assets -							
Current Year	(471,484)	(7,730,336)	6,739,308	(532,999)	(963,368)	(2,958,878)	(4,134,333)
Total Net Assets	3,625,311	833,761	194,551,968	58,597,324	11,346,992	268,955,356	226,201,230
TOTAL LIABILITIES & NET ASSETS	5,287,367	1,104,057	202,354,423	108,172,951	27,147,940	344,066,738	287,300,108

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Two Months Ended February 28, 2021 and February 28, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL February 28, 2021</u>	<u>TOTAL February 28, 2020</u>
SUPPORT AND REVENUE:							
Contributions	19,112	64,130	574,857	1,081,586	0	1,739,685	14,852,167
Interfund Gifts	0	10,000	10,527	221,503	0	242,030	286,947
Pledge Payments Received	0	0	0	13,384	0	13,384	454,526
Future Contributions-A/R-Pledge-CRT-CGA	0	0	0	0	0	0	0
Contributions Received via Bequest	49,653	0	2,433,015	0	0	2,482,668	0
Change in Value, Split Interest Trusts, Future Assets	0	0	0	0	1,532,685	1,532,685	0
Gain/Loss on Sale of Property	0	0	0	0	0	0	2,164
Income from Related Party (LLC)	0	0	0	0	0	0	0
Interest & Dividend Income	1,116	1,422	145,486	73,648	0	221,672	292,429
Administrative Fees	1,132	0	0	0	0	1,132	18,181
Fees from Special Projects	0	0	0	0	0	0	3,330
Workshop and Contract Service Income	550	0	0	0	0	550	3,193
Misc Income/Returned Grants	13	0	0	0	0	13	13,088
Total Support and Revenue	71,576	75,552	3,163,885	1,390,122	1,532,685	6,233,820	15,926,025
EXPENSES:							
Operating Expenses and Distributions:							
Salaries & Benefits	394,287	0	0	0	0	394,287	374,899
Administrative Costs	114,582	81,017	0	0	0	195,599	137,161
Occupancy Costs	19,388	0	0	0	0	19,388	41,514
Development Expenses	12,594	6,050	0	0	0	18,644	32,095
Board & Committee Expenses	108	0	0	0	0	108	518
Total Operating Expenses	540,959	87,067	0	0	0	628,026	586,187

COMMUNITY FOUNDATION FOR MONTEREY COUNTY
STATEMENT OF ACTIVITIES
CONSOLIDATED - ALL FUNDS
For the Two Months Ended February 28, 2021 and February 28, 2020

	<u>COMBINED OPERATING</u>	<u>SPECIAL PROGRAMS</u>	<u>ENDOWMENT</u>	<u>NON ENDOWED</u>	<u>BEQUEST, CRT RECEIVABLES</u>	<u>TOTAL February 28, 2021</u>	<u>TOTAL February 28, 2020</u>
Grants and Grant Related Expenses:							
Grants	0	7,666,815	249,766	3,976,060	0	11,892,642	6,812,233
Interfund Grants	0	40,930	160,000	41,100	0	242,030	286,947
Pledge Payments Paid	0	0	0	0	13,384	13,384	454,526
Bequests Payments/Transfers	0	0	0	0	2,482,668	2,482,668	0
Other Expenses	0	8,725	0	19,000	0	27,725	40,787
Other Payments/Transfers	0	0	99,594	(99,594)	0	0	0
Grant Related Expenses	0	0	0	0	0	0	0
Administrative Fees	0	193	0	782	0	975	18,181
Fees to Managers	60	0	35,103	17,292	0	52,455	59,711
Total Grants and Grant Related Expenses	60	7,716,664	544,464	3,954,640	2,496,053	14,711,880	7,672,384
 Total Expenses and Grants	 541,019	 7,803,731	 544,464	 3,954,640	 2,496,053	 15,339,906	 8,258,571
 Excess of Revenues (Expenses)							
Before Gains on Investments & Transfers	(469,443)	(7,728,179)	2,619,422	(2,564,518)	(963,368)	(9,106,086)	7,667,453
 GAINS(LOSS) ON INVESTMENTS:							
Realized-Gain (Loss)	0	0	0	1,721	0	1,721	(21,164)
Unrealized-Gain(Loss)	(2,041)	(2,156)	4,119,887	2,029,798	0	6,145,487	(11,780,623)
Total Gain/(Loss) on Investments	(2,041)	(2,156)	4,119,887	2,031,519	0	6,147,208	(11,801,786)
 Change in Net Assets	 (471,484)	 (7,730,336)	 6,739,308	 (532,999)	 (963,368)	 (2,958,878)	 (4,134,333)
 Net Assets Beginning of Year	 4,096,794	 8,564,097	 187,812,660	 59,130,323	 12,310,359	 271,914,234	 230,335,563
 Net Assets, End of Period	 3,625,311	 833,761	 194,551,968	 58,597,324	 11,346,992	 268,955,356	 226,201,230

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

For the Two Months Ended February 28, 2021 and February 28, 2020

	Year-To-Date			YTD Actual 2/28/2020
	Actual	Budget	Variance	
REVENUE				
Contributions - Foundations	7,467	0	7,467	11,673
Contributions - Indiv/Corp	11,645	7,000	4,645	1,150
Contributions - Interfund	0	0	0	0
Bequests Received	49,653	49,700	(47)	0
Admin Fees	1,132	400	732	18,181
Special Project Fees	0	0	0	3,330
Workshops/Contracts	550	0	550	3,193
Miscellaneous Income	13	830	(817)	13,088
Interest and Dividends	1,116	0	1,116	10,037
Total Revenue	71,576	57,930	13,646	60,652
EXPENSE				
Personnel				
Salaries and Wages	293,159	318,600	(25,441)	287,789
Payroll Taxes	21,733	23,366	(1,633)	24,622
Insurance and Other Benefits	79,395	70,364	9,031	62,487
Sub-total	394,287	412,330	(18,043)	374,899
Administrative				
Supplies	1,372	2,000	(628)	5,205
Equip / Computer Maintenance	8,057	9,832	(1,775)	8,781
Bank Charges	4,946	2,500	2,446	2,459
Printing	3,415	4,000	(585)	963
Postage / Freight	11,330	3,832	7,498	2,670
Dues/Subscriptions	20,466	21,939	(1,473)	20,716
Services (legal, acct, consult)	41,996	27,100	14,896	24,038
D&O Insurance	0	0	0	0
Telecommunications	7,517	7,586	(69)	2,670
Conferences & Training	400	996	(596)	4,493
Miscellaneous	1,800	0	1,800	0
Depreciation	13,282	13,282	0	13,354
Sub-total	114,582	93,067	21,515	85,349
Facilities				
Property / Liability Insurance	0	0	0	10,765
Maintenance / Repairs	781	3,666	(2,885)	5,997
Janitorial & Landscaping	3,345	3,700	(355)	3,271
Rent	2,106	9,164	(7,058)	8,176
Mortgage, Interest & Property Taxes	7,490	7,469	20	7,922
Utilities	5,667	4,832	835	5,383
Sub-total	19,388	28,831	(9,443)	41,514
Development, Program & Staff				
Donor Development	7,332	6,550	782	5,663
Advertising & Promotion	4,449	4,004	445	8,092
Mileage, Meals & Meetings	0	624	(624)	290
Workshops	0	200	(200)	4,659
Annual Meetings	0	0	0	1,080
75th Anniversary Expenses	0	0	0	0
Annual Report	0	0	0	1,340
Staff Recognition Expenses	813	325	488	1,307
Board & Committee Expenses	108	1,700	(1,592)	518
Sub-total	12,702	13,403	(701)	22,949
Total Expenses	540,959	547,631	(6,673)	524,711
Net Income / (Loss) Before Investment Returns	(469,383)	(489,701)	20,319	(464,059)
Realized Gains/(Losses)	(2,041)	0	(2,041)	(8,793)
Unrealized Gains/(Losses)	0	0	0	0
Investment Management Fee	60	0	60	55
Net Income / (Loss) Including Investment Returns	(471,484)	(489,701)	18,218	(472,908)