

# Cabrillo College

## Foundation

### MEMORANDUM

#### Officers

##### President

Stephen Snodgrass

##### Vice President

Leola Lapidés

##### Secretary

William Ow

##### Chief Financial Officer

Alan Aman

##### Past President

Linda Burroughs

##### Community Representatives

Pegi Ard

Claire Biancalana

Carrie Birkhofer

Jess Brown

Owen Brown

Ceil Cirillo

Linda Downing

Lee Duffus

David Heald

Kelly Nesheim

June Padilla Ponce

Carlos Palacios

Patty Quillin

Maria Esther Rodriguez

Gun Ruder

##### College Trustee Representatives

Ed Banks

Rachael Spencer

Gary Reece

##### College Staff Representatives

Laurel Jones

President

Victoria Lewis

VP Administrative Services

Kathleen Welch

VP Instruction

Dennis Bailey-Fougner

VP Student Services

Enrique Buelna

Faculty Representative

##### Executive Director

Melinda Silverstein

Date: August 16, 2016  
To: Executive Committee  
From: Stephen Snodgrass, President  
Subject: Authorized Signer Changes for Cabrillo College Foundation

#### Background

Dennis Bailey-Fougner, the past Vice President of Student Services for Cabrillo College Foundation vacated his position on July 29, 2016. Dennis was one of the signers on the Cabrillo College Foundation Wells Fargo Bank checking account.

Eileen Hill, the Associate Director for the Cabrillo College Foundation is Acting Executive Director in the absence of Melinda Silverstein. It is efficient during those absences to have another authorized signer on the Wells Fargo Bank checking account in the Cabrillo College Foundation.

Effective November 1, 2016, Eileen Hill will become Executive Director of the Cabrillo College Foundation. Melinda Silverstein be removed from all of the Cabrillo College Foundation accounts and Eileen Hill will be added.

#### RECOMMENDED MOTIONS:

- 1. Approve removing Dennis Bailey-Fougner and adding Eileen Hill as authorized signers on the Cabrillo College Foundation Wells Fargo Bank checking account effective August 25, 2016.**
- 2. Approve removing Melinda Silverstein as authorized signer and adding Eileen Hill as authorized signer to all of the Cabrillo College Foundation banking and investment accounts effective November 1, 2016.**

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Faculty Representative

**Executive Director**

Melinda Silverstein

DATE: August 24, 2016  
TO: Executive Committee  
FROM: Claire Biancalana  
SUBJECT: **President's Circle Campaign**

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#### 2015-16 President's Circle

**For 2015-2016 President's Circle raised \$318,000!** This is the most ever raised for the President's Circle. A total of 1,045 invitations were mailed to potential donors and committee members made follow-up calls to prospects. We had three \$10,000 donors and there were 23 new members who joined the President's Circle.

A 2015-16 member list and history report is attached.

#### 2016-17 President's Circle Committee

Claire Biancalana and Mahlon Foote are co-chairs of the 2016-2017 President's Circle Committee. June Ponce and Kathy Cowan will be joining the committee as new members.

The President's Circle Kick-off Celebration will be held on Wednesday, August 31st, 5:30 pm – 7:30 p.m. at the Sesnon House.

#### **President's Circle Events**

President's Holiday Party (\$1,000+donors)	December 2, 2016
Sandy Lydon Historical Tour (\$1,000+donors)	Spring 2017
Summer Musical and Reception (\$1,000+donors)	July 2017
Garden Party at the home of Marilyn and Andrew Calciano (\$1,500 + donors)	Spring 2017
Winemaker's Dinner at Sesnon House (\$2,500 + donors)	May 2017
Lunch with Laurel (\$5,000+donors)	TBD
Special Event TBD (\$10,000 + donors)	Spring 2017

O:\President\Foundation\Committees\Presidents Circle\Meeting Updates\EC PC Update 08-25-16.docx

6500 Soquel Drive • Aptos • CA • 95003 • 831-479-6338 • foundation@cabrillo.edu  
www.cabrillo.edu/associations/foundation

*Please remember Cabrillo College Foundation in your will*

**CABRILLO COLLEGE FOUNDATION  
PRESIDENT'S CIRCLE HISTORY REPORT  
Updated 8/24/2016**

	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16
<b>Committee Chair</b>	Ed Banks	Ceil Cirillo	Jess Brown & Ted Burke	Ted Burke & Linda Burroughs	Diane Craddock & Linda Burroughs	Diane Craddock & Owen Brown	Claire Biancalana & Owen Brown
<b># of Committee Members</b>	28	35	37	37	36	29	36
<b># of Annual Members (\$1,000+)</b>	165	169	176	192	190	189	206
<b># of Annual Members solicited for the first time through Annual Fund</b>	4	6	3	2	1	1	2
<b># of New Annual Members</b>	27	23	26	30	20	16	23
<b># of Rejoining Annual Members</b>	138	146	150	162	170	179	183
<b>% of Rejoining Members</b>	89%	88%	88%	92%	88%	94%	97%
<b># of \$10,000+</b>	0	0	0	0	2	3	3
<b># of \$5,000-\$9,999</b>	7	8	8	10	7	7	8
<b># of \$2,500-\$4,999</b>	14	17	16	13	13	13	14
<b># of \$1,500-\$2,499 (Starting 2011-2012)*</b>	n/a	n/a	37	38	45	52	54
<b># of \$1,001-\$1,499 (Prior to 2011-12 included up to \$2,499)</b>	7	6	3	5	4	2	5
<b># of \$1,000 Donations</b>	137	138	112	126	119	114	127
<b># of Donors Who Gave &lt; \$1,000</b>	13	8	8	9	7	8	9
<b># of Prospects Solicited</b>	1,100	1,137	1,168	1,085	1,063	1,011	1,045
<b>Donations from Annual Fund</b>	\$4,000	\$7,500	\$3,000	\$3,500	\$1,000	\$1,000	\$1,000
<b>Operational Budget Goal</b>	\$200,000	\$218,000	\$225,000	\$250,000	\$280,000	\$285,000	\$317,000
<b>Total Funds Raised</b>	\$222,588	\$225,095	\$250,616	\$271,652	\$282,774	\$311,406	\$318,074
<b>Percent Increase/ Decrease Over Previous Year</b>	7%	3%	11%	8%	4%	10%	2%

**CABRILLO COLLEGE FOUNDATION**  
**President's Circle Members 2015-2016**  
Updated 7/28/2016

**\$10,000+**

Esther and Gerry Levandoski  
*Josie Little*  
Thomas Sourisseau

**\$5,000+**

Claire Biancalana and William Kelsay  
Brian and Patti Herman  
Porter Sesnon Foundation  
Elio and Joy Rodoni  
Pamela Santacroce  
Stephen and Gail Snodgrass  
The Richard & Mary Solari Charitable Trust  
James Thompson

**\$2,500+**

Harry and Mary Blanchard	Kelly and Maria Nesheim
Owen Brown and Mary Akin	Amy Newell
John and Linda Burroughs	Ginny Solari Mazry
Barbara Canfield	Robert Millslagle and Marlene Teichert
Joan Griffiths	Bill and Karen Moncovich
Trisha and Brandon Kett	Brian and Michelle Sharpes
John and Megan Martinelli/S. Martinelli & Co.	Rachel Wedeen

**\$1,500+**

Wayne and Jill Adachi	Esch Family	Peter and Debbie Nelson
Pegi and Tom Ard	Mahlon and Joel-Ann Foote	Gayle and Joseph Ortiz
Jim Baker and Nancy Millslagle	John and Susan Gaulty	Earleen Overend and Wayne Palmer
Edward and Kathleen Banks	Kimberly Hallinan	William and Erica Ow
Bright Horizon Fund	Ken Helms	Peter and Rita Prindle
Blaine and Connie Brokaw	Harold and Dorothy Hyde	Burton and Cynthia Rees
John and Sydney Brokaw	Kent and Marie Imai	Phyllis Rosenblum
Jess and Laura Brown	Mary James and George Cook	Shadowbrook and Crow's Nest
Andrew and Marilyn Calciano	Erik and Judy Johnson	Restaurants
Ceil Cirillo	Judy Jones	Dale and Kathie Sinor
Elizabeth Clifton and David Doolin	Ralph and Julie Kimball	Rachael Spencer and Kevin Rooney
Susan Cony	Vance Landis-Carey and Robert Carey	Madaline and Mickey Tomlinson
Diane Craddock and David Hogue	Linda Larkin and Harold Widom	James and Carol Weisenstein
Dwayne and Linda Downing	Leola Lapidés and Bob Katz	Evans Whitaker and Deborah Bronstein
Lee and Emily Duffus	Karen and Charles Leigh-Wood	Theo Wierdsma and Julie Hamilton
Roberta Dunton	Marilyn Manning Lonergan and Richard	Wierdsma
John and Judy Eiskamp	Lonergan	James and Sue Wilson
Charles and Sandra Eldridge	Keith and Della McKenzie	W. Todd and Corinne Wipke
James C. Emerson	Mary McMillan	
Catherine Erny and LaRoy Smith	Dorothy Miller	

**CABRILLO COLLEGE FOUNDATION**  
**President's Circle Members 2015-2016**  
 Updated 7/28/2016

**\$1,000+**

Mary Abigal Allen and Joshua Rich	Kenneth Fendorf and Joyce Anderson	Frank and Kate Miller
Phillip and Robin Adkins	Michele Finch	Joe and Susan Mingione
Michael and Toby Alexander	Finkelman Family Foundation, Herb	Ned and Helen Nemacheck
Walter and Janet Alexander	Finkelman and Edda Tusinac	George Newell
Alan and Wendy Aman	Les Forster and Mary Gaukel	Linda and Bruce Nicholson
Kit Anderton	Rocky and Judy Franich	Harvey and Judy Nickelson
Carlos and Jane Arcangeli	Lesley Franz	Nordic Naturals
Ann Asche/Locatelli Moving and Storage	Ramon and Juana Gomez	Ogimachi
Carolyn Baie and Howard Sussman	Joe Graney and Melissa Gerlach/Santa Cruz Bicycles, Inc.	Fane and Corie Opperman
Vincent and Sheryl Barabba	Nancy Gregg	Rock Pfothenauer and Linda Wilshusen
Brian and Maryann Barry	Ken Haber	Peggy and Jay Poindexter
William and Pat Barton	Diane and Conrad Hamako	Rogelio and June Ponce
Michele Bassi/Lighthouse Bank	David and Jacqueline Heald	James and Mary Ellen Poth
Philip and Kathryn Bates	Janet Heien	Muriel Prolo and Jack Samuelson
Ruth Bates and Mike Young	Donald and Diana Henrichsen	Rowland and Patricia Rebele
Richard and Susan Beach	Joseph and Bette Hirsch	Kenneth and Barbara Reed
Nancy Beekman	Russ and Mary Ann Hobbs	Miles and Rosanne Reiter
Paul and Carol Berman	John Hurd and Kate Kelly	Randy Repass and Sally-Christine Rodgers
Carrie Birkhofer/Bay Federal Credit Union	Carolyn Hyatt	Karl and Lindsey Rice/Santa Cruz Seaside Company
Robert and Susan Bosso	Ronald and Linda Israel	Craig Rowell and Cory Ray
Nancy Rice Bradley	Laurel and Richard Jones	Cherri Rupert-Canfield
Sue Broadston	Ton and Thelma Jue	Barbara and William Scherer
Rosemary Brogan	Frances and Dean Kashino	Thomas and Brenda Schmida
Alan and Gweneth Brown	Tom and Nanette Kelsey	Carol and Kirk Schmidt
Priscilla Brown	Ted Kirriles	Robert Scott
George and Elizabeth Bunch	Richard and Diane Klein	Mark and Laurie Scurich
William and Lupe Burgstrom	George and Diane Koenig	Robert and Helen Shepherd
Thomas Bush and Grace Sanchez	Agata Konopka and Flavio Cheng	Melinda and Thomas Silverstein
Linda Charman	Ron Kusel and Carolyn Gong-Guy	Greg and Robin Sirakides
Frederick and Kate Chen	Sue Lawson	Elaine-Maryse Solari
Sara Clarenbach	Thomas Lehrer	Greg and Tangie Solow
Michael and Barbara Clark	Nancy Lenox	Steve and Carol Spragens
Joanne Clever	Norman Lezin	Gabrielle Stocker
William and Cloy Codiga	Pamela Lowry and Allen Rozelle	Bruce and Barbara Swenson
Donald and Diane Cooley	Michael and Nancy Machado	Peggy Swenson Kaysen and Kenneth Kaysen
Margaret Cottle	Laura Marcus and Johan Rubens	Julie Thiebaut
Bud and Martina Cummings	Allen and Janet Martin	Jerry and Robynn Walters
Wallace Dale	Joseph and Lila Jean Marvin	Susan and Nels Westman
Robert Darrow	Dominic and Karen Massaro	Patricia Wolf
Geoff and Sandy Eisenberg	Mike and Bertie McElroy	Larry Wolfsen and Diane Meyer-Wolfsen
Kristin Fabos and Rye Livingston	Paul Meltzer	Peppy and Ron Woll
Jack Farr	Mark Mesiti-Miller and Donna Murphy	
	Tom and Susana Meuldijk	

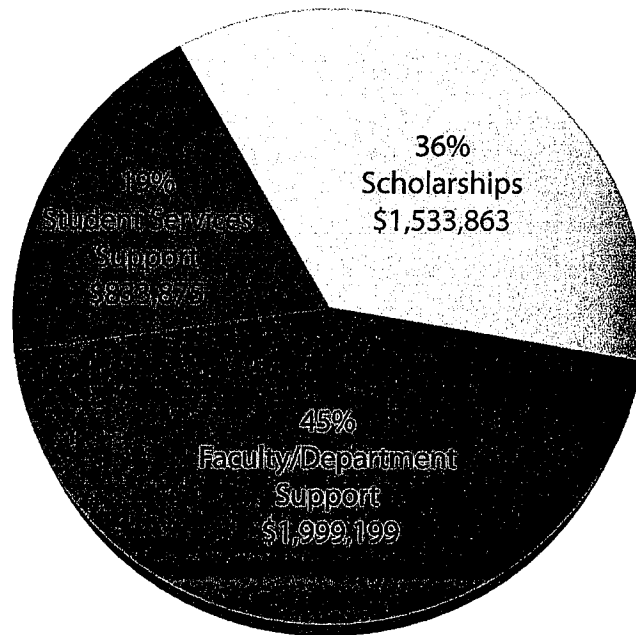
**Founding President Robert E. Swenson's Lifetime Supporters\***

<i>Cornelia Ackley</i>	Granite Construction	<i>Jeane and Les Ley</i>	<i>Esther Rice</i>	<i>Robert and Frances Swenson</i>
<i>Kate Ashcraft</i>	Graniterock	<i>Josie and Bailey Little</i>	<i>Iris and J. Arthur Rodgers</i>	Union Bank of California
Jack Baskin and Peggy Downes Baskin	Joan and <i>Gerald Griffiths</i>	Fred and Linda McPherson	Barbara Samper	James and Karen Watson
Mark and Barbara Beck	<i>Penry and Marie Griffiths</i>	<i>Louella Mehne</i>	<i>Erica Schilling</i>	<i>Alice Weisenberger</i>
<i>Greta Bell</i>	Grove Foundation	<i>John Morgan</i>	<i>Ben Schneider</i>	Wells Fargo Foundation
<i>Neva Bournier</i>	The William and Flora Hewlett Foundation	<i>Elice Neubauer</i>	SD Trombetta Foundation	<b>*Donors who gave \$100,000 cumulatively during Robert E. Swenson's life (1918-2007). Deceased donors have been recognized in italics</b>
California Wellness Foundation	Hewlett-Packard Company	George Ow and Gail Michaelis-Ow	<i>Elinor and Keith Shaffer</i>	
<i>Mary Frances Callantine</i>	Harold and Dorothy Hyde	The David and Lucile Packard Foundation	Paul and Pat Shirley	
Diane and Donald Cooley	James Irvine Foundation	<i>Rena Perlino</i>	Bill and Brigid Simpkins	
Richard and Theresa Crocker	Walter S. Johnson Foundation	Porter Sesnon Foundation	<i>Phyllis and Alan Simpkins</i>	
Dominican Hospital	<i>Eileen and Max Koppes</i>	Rowland and Pat Rebele	Mary and <i>Richard Solari</i>	
<i>Jim and Dolores Graefe</i>	<i>Albert Leoni</i>		Rachael Spencer and Kevin Rooney	

**Cabrillo College Foundation**  
**2015-16 Support to Cabrillo College**  
**\$4,366,937**

Through the generosity of our community, the Cabrillo College Foundation has provided Cabrillo College and its students with \$4,366,937 in total support last year. The Foundation provides direct support to Cabrillo and its students through nonendowed gifts and the payout from permanent endowments each year. In addition, the Foundation continues to raise new permanent endowed funds to provide long-term funding for Cabrillo.

**2015-16 Support to Cabrillo College**  
**Total: \$4,366,937**



2015-2016	Funds Raised and Available for spending	Endowed Funds Raised (permanent long-term funding)	TOTALS
<b>Faculty and Department Support</b> (i.e. Athletics, VAPA, Allied Health, Cabrillo Stage, Stroke Center, Faculty Grants)	\$740,956	\$1,258,243	\$1,999,199
<b>Student Support Services</b> (i.e. ACE, Tutoring, CAP, Veterans)	\$760,683	\$73,192	\$833,875
<b>Scholarships</b> (direct aid to students)	\$968,620	\$565,243	\$1,533,863
<b>2015-16 Cabrillo Foundation Contributions to Cabrillo College</b>			<b>\$4,366,937</b>

In addition to the gifts listed above, we have been notified by donors that they have made a planned gift and have chosen to include Cabrillo in their estate plans. We anticipate approximately \$24,163,000 in future planned gifts coming to fruition.