



Los Rios CCD

2014-2015 UNIT PLAN

SUPPORT SERVICES

Unit: Los Rios Foundation

Submitted by: Beverly "Babs" Sandeen 6/26/14
Submitter Date

Approved for Submission: Beverly "Babs" Sandeen 6/26/14
Unit Administrator Date

Plan Approved: Susan L. Tommie 6/26/14
Chancellor/District ALO Date

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I. Unit Plan

Definition of a Support Services Department/Unit

For purposes of this planning document, a support services unit is defined as a District department which is responsible for providing services throughout the District in a manner which creates and maintains an optimal learning environment for students and/or provides services necessary to support the overall operation of the District and colleges.

Unit Plan Purpose

Unit plans are annual documents created and used by District units to develop and maintain high quality services to support student learning and District and college operations. This operational plan allows the department/unit to appropriately implement its specific responsibilities to support accreditation standards, the LRCCD Vision/Mission/Values Statement, the LRCCD Strategic Directions document, changes to federal and state laws that impact the colleges and District, annual LRCCD executive staff goals, and other major district plans. Plan implementation is supported by allocations provided in the annual District Budget. Together these documents make up a major portion of the ongoing institutional planning, implementation, and evaluation cycle necessary to ensure continuous program and service improvement. The Accrediting Commission's Standard 1.B.3-4 states:

The institution assesses progress toward achieving its stated goals and makes decisions regarding the improvement of institutional effectiveness in an ongoing and systematic cycle of evaluation, integrated planning, resource allocation, implementation, and re-evaluation. Evaluation is based on analyses of both quantitative and qualitative data.

The institution provides evidence that the planning process is broad-based, offers opportunities for input by appropriate constituencies, allocates necessary resources, and leads to improvement of institutional effectiveness.

The Role of Unit Plans in the Overall Institutional Evaluation, Planning, and Improvement Cycle

LRCCD supports the concept of evaluating current services to determine opportunities for improvement. Unit plans are used by units to identify growth and improvement needs at the operational level, and then provide information to the appropriate administrative and governance levels about the resources and activities required to meet the identified needs.

The District recognizes that its current rate of change, increased enrollment demand, unstable state budget allocations, ongoing facility expansion, changing technology requirements and the rapid growth and demographic changes in its surrounding communities require both short-term and long-term planning efforts. Therefore, unit plans focus on a 1-year time frame directly linked to resource allocations, while also encouraging departments/units to reference or append long-term plans where appropriate.

Plan Due Date

Unit plans are required to be updated annually by June 1 of each year and use this template. A copy of the review will be maintained in the unit and the Office of Education and Technology.

II. Mission Statement

Provide your unit's mission statement below. Your statement must align with the District's mission statement.

Enter your mission statement in the self-expanding text box, below.

The mission of the Los Rios Foundation is to invest in the students of the Los Rios Community Colleges to help them achieve their aspirations through education.

For reference, the following are LRCCD's Vision and Mission statements.

Vision Statement

We, the Los Rios community colleges, provide outstanding programs and services so that all students meet and exceed their educational, career, personal and social goals. We meet the social and economic needs of the community.

Mission Statement

Relying on their professional and organizational excellence, the Los Rios community colleges:

- Provide outstanding undergraduate education, offering programs that lead to certificates, associate degrees, and transfer;
- Provide excellent career and technical educational programs that prepare students for job entry and job advancement through improved skills and knowledge, including the demands of new technologies;
- Provide a comprehensive range of student development programs and services that support student success and enrich student life;
- Provide educational services that address needs in basic skills, English as a second language, and lifelong learning; and
- Promote the social and economic development of the region by educating the workforce and offering responsive programs such as service learning, business partnerships, workforce literacy, training, and economic development centers.

III. Unit Responsibilities and Projects

List your unit's primary assigned responsibilities including those related to creating and/or supporting an effective learning environment. Also, identify any expected changes in responsibilities or major new projects (e.g. opening of new facilities, IT infrastructure upgrades, etc.) for the next academic year (summer, fall, spring). Please reference any LRCCD Strategic Plan strategies, accreditation standards or policies, or changes to state or federal laws that are informing your changes in primary responsibilities or new projects.

List your unit's primary responsibilities (ongoing)

The Los Rios Foundation and the Resource and Economic Development Office are responsible for fundraising strategy and implementation for the Los Rios Community College District. The unit seeks to gain financial support from corporations, foundations, governmental agencies, and individuals to benefit students and to meet institutional goals. The Foundation maintains donor records in a global database and has fiduciary responsibility for investing and managing endowed funds as a separately incorporated 501(c)3 organization.

List any new or expected changes in primary responsibilities this year (ongoing)

The Foundation plans to increase visibility and prestige of the Los Rios District and its colleges in order to secure additional private support for the district, its colleges, and our students.

New projects this year (one-time only)

Intensive Raiser's Edge training for fundraisers and their support staff.

IV. Unit Plans

Based on your unit's listed responsibilities and projects, most recent Program Review, and any additional information provided by the appropriate administrator and/or DIR, use the following question prompts and linked forms to document how your unit will complete your assigned responsibilities and projects. State your unit's plans to:

- A. Identify appropriate **equipment, software, supplies** needed to support new projects, expanded responsibilities, and necessary upgrades.

1. Website/communications support

2. IT/research assistance to identify transfer students

- B. Identify appropriate **staffing** needed to support new projects or expanded responsibilities.

Support for the director of grants and special projects; considering launching of an intern program to add additional capacity

- C. Identify **new buildings or major renovations** needed to support the completion of unit responsibilities.

None

- D. Identify **minor remodels or alterations** needed to support the completion of unit responsibilities.

None

- E. Identify **professional development** activities that help unit members stay current with their job requirements. Please list expected individual and department requests for professional development activities.

Staff members plan to participate in Council for Advancement and Support of Education and related organizations training activities through conferences, webinars, conference calls, and written materials. Additionally, training for college advancement directors and executive staff will continue to be offered as well.

- F. Ensure required **safety and information security procedures** are followed to create and maintain a safe work environment. If individuals in your unit require training, please refer to the LRCCD Human Resources online safety and information security training opportunities.

We have C-CERT and ACES trained staff and are current with all training requirements.

- G. Ensure unit members participate, and provide **leadership** to the district, in their areas of expertise.

Unit members are encouraged to interact with other advancement officers and staff, college faculty and staff, and district colleagues in a cooperative manner at the level required by the situation. They are encouraged to offer assistance when needed and/or requested. We help coordinate fundraising and grants activities and create strategies in these areas for increased resource development. We participate in leadership meetings and on teams across the district.

- H. Ensure that the results from **assessments on quality and satisfaction** are used to improve services.

Briefly describe the techniques/assessments currently used to ensure quality or required external standards (e.g., audits, inspections). Also, describe techniques/assessments being developed for use next fiscal year.

A yearly financial audit is done in conjunction with General Accounting. General Accounting provides oversight for internal procedures. The Foundation also makes efforts to anticipate needed procedural changes on an ongoing basis.

- I. Ensure unit members know where and how to **refer employees or members of the public** needing support assistance not provided by your unit. Briefly describe what is being done in this regard.

After listening carefully to the request, the appropriate referral is made based on the global address book, college phonebooks, or websites.

- J. State how your department/unit encourages participation in **individual service activities** and volunteerism supporting students (e.g., access/success, e-recycling, presentations, leading workshops, district committees, etc.).

We administer a student emergency fund program and several scholarship programs. The Foundation participates in district wide opportunities for volunteerism and education, introduces its volunteer board members to students, and promotes inclusion of students in all activities.

- K. State your unit's plans to develop and implement **any special or long term projects**, including those identified in your most recent Program Review (if applicable) and the LRCCD Strategic Plan (if applicable). If project plan(s) are contained in another document, list each plan below and attach a copy to your unit plan. For all other project plans, briefly describe projects and indicate implementation timelines below.

Specific Foundation project planning and grant development on a district-wide level is ongoing.

- L. Please provide any **suggestions for improving** the District's unit plan process, including how to more effectively align with other District and college processes (strategic plan, other planning, resource allocation, etc.).

None

V. Appendix

List your unit's accomplishments based on completion of last year's unit plan.

We developed a monthly fundraising dashboard to assist colleges and fundraising staff the ability to review fundraising to-date. We launched a fundraising tool-kit for the fundraising staff. We provided training via the Council for the Advancement and Support of Education webinar series. We recruited new volunteers to the Los Rios Foundation board with deep connections in the community. We served on the Council for the Advancement and Support of Education Alumni Relations Commission and on the planning committee for the upcoming Conference on Community College Advancement. We reinvigorated the Chancellor's Circle program. We applied for numerous grants and continued to seek out new opportunities.

List sources you used to support your unit plan statements.

- 1. Quarterly investment reports for the Foundation investment portfolio.**
- 2. Los Rios Foundation committee reports; Executive Committee, Finance Committee, Board Development.**

Attach supporting documents (Supporting Data from the DIR, etc.) following this page, identifying those you have attached in the text box, below.

- 1. Sample fundraising dashboard.**
- 2. Los Rios Foundation Board roster.**
- 3. Most recent quarterly investment report for the Foundation investment portfolio.**
- 4. Most recent Los Rios Foundation committee reports: Executive Committee, Finance Committee, Board Development.**



Investment Performance

Period Ending March 31, 2014

April 30, 2014

Performance Review

Please contact your UBS Institutional Consultant if you have any questions regarding this report, if your financial situation, individual needs or investment objectives have changed, or if you would like to initiate or modify any investment restrictions on this account. Please note that you are also required to inform your Institutional Consultant, directly, of any changes in your financial condition, investment objectives or investment restrictions on your account.

Rule 204-3 under the Investment Advisers Act of 1940 requires that we make an annual offer to clients to send to them, without charge, a written disclosure statement meeting the requirements of such rule. We will be glad to send you a copy of such statement to you upon your written request.

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Performance Report Disclosures

General Information

This performance report represents information about your accounts in the UBS Institutional Consulting Group at UBS Financial Services.

This report is intended as a general guide to review the performance of your holdings across a variety of accounts including those accounts held at different financial institutions. This report is for your use only. Information contained in the report should not be used for tax reporting or preparation purposes or used as the basis of an investment or liquidation decision.

Please contact your Institutional Consultant if you have any questions regarding this performance report, if your financial situation, needs or investment objectives on any account have changed, or if you would like to impose or change any investment restrictions on any account.

No Tax or Legal Advice

Neither UBS Financial Services nor any of its employees provide tax or legal advice. You must consult with your legal or tax advisors regarding your personal circumstances.

Assets Held at Other Qualified Custodians

Depending on the accounts covered by your Institutional Consulting Services Agreement with us, this report may cover a number of your existing accounts, each with a potentially different investment objective and risk parameters. These accounts may be held at a variety of financial institutions and information reflected on this report is based on statements your custodians have provided to UBS Financial Services, at your request. Other than information included for accounts you hold at UBS Financial Services, we are not responsible for the accuracy or completeness of any information included in this report. UBS Financial Services does not provide advice with respect to your assets at other firms. This report includes information only as of the date of the account statements provided, which may differ by account or custodian. Your UBS Financial Services account statements are the only official record of your holdings with us and are not replaced, amended or superceded by any of the information presented in this Report.

This report does not constitute the solicitation to purchase or sell any specific security. This report may include a performance analysis of a variety of accounts, each with different investments, investment objectives and risk parameters. As a result, the overweighting or underweighting of an account in a particular sector or asset class should not be viewed as an isolated factor in making investment/liquidation decisions. Rather, such decisions should be assessed on an account by account basis and after an assessment of the overall impact of such decisions on a portfolio consisting of all your accounts.

Important Information About This Report

Market Values

Market values used or presented in this report are obtained from sources believed to be reliable. UBS Financial Services and its representatives make no representation or assurance that the market values presented in the report are true and accurate.

Estimates

Estimates of annual interest or dividend income should not be relied upon. The estimates are based either on past payout experience or scheduled interest payments. Past payouts are not an indication of future payouts and there can be no assurance that any fixed income security will meet its scheduled interest payments.

Policy Statements

Neither UBS Financial Services nor your Institutional Consultant is responsible for ensuring that your investment policy statement complies with all legal, actuarial or other requirements that may apply to you. That responsibility rests solely with you and you should consult your legal and tax advisors regarding those matters.

Performance Results

Gross performance

This report may illustrate net or gross of fee performance, but not both. While gross performance is valuable when reviewing a manager's performance relative to a particular index or peer group, note that such information does not reflect management fees, wrap fees, transaction costs or your Institutional consulting fees.

The payment of fees and expenses will reduce the performance of the account and the reduction in performance will have a cumulative effect over time. The net effect of the payment of fees on the annualized performance, and the compounded or cumulative effect over time, is dependent on the amount of the fee and the account's investment performance. For example, an account that experiences an annual gross performance of 10% but incurs a 2.8% annual fee that is deducted quarterly on a prorated basis, will experience net annual performance of 7.1%, a reduction of 2.9% per year.

Net of fees performance

If your assets are custodied at UBS Financial Services and you have selected one or more of our advisory programs as an investment option and pay the program fee directly from those accounts, you will receive separate performance reports for those accounts which illustrate the performance of your portfolio on a net of fee basis.

Index Information

This report presents the current and historical performance of certain market indexes. These indexes may represent a broad range of asset classes, market segments and investment styles. Depending upon the composition of your portfolio and your accounts and depending on your investment objectives, these indexes may not be an appropriate measure or benchmark against which to compare the performance of a particular account or all of your accounts. Consequently, the performance of the indexes is presented for illustration purposes only.

Although the performance of an index is often used as a benchmark against which to compare the performance of an actively managed separate account or actively managed mutual fund, actively managed accounts and mutual funds are not generally restricted to investing only in the securities that are included in the index. As a result, the securities held in your account will differ from the securities included in the index and the performance of the account may likewise differ from the performance of the index. The performance of an index reflects the passive performance of an unmanaged universe of securities. The performance of an index does not reflect advisory or transaction fees, all of which would reduce the overall return. Indexes are not available for direct investment. The past performance of an index is no guarantee of future results.

Benchmark Rebalancing

Comparative benchmarks comprising more than one index are constructed each month based on the return of the constituent indexes in the comparative benchmark and the respective weights assigned to each constituent index.

Target Asset Allocation

The target asset allocation is the percentage allocation of your total or composite investment fund among the asset classes in which you have decided to invest as set forth in your Investment Policy Statement.

Policy Index

For each separate account, the Policy Index is the passive index that you have selected to serve as a benchmark against which to compare the performance of the separate account. If the account is balanced, indexes may be a blend of indexes.

For the total or composite investment fund, the Policy Index is a composite of one or more passive indexes that you have selected and that are weighted according to the percentage weightings set forth in your Investment Policy Statement. The performance of your total or composite investment fund is compared against the performance of the Policy Index that you have selected for the composite.

For the purposes of calculating the performance of the Policy Index for the composite investment fund, the Policy Index is recalculated using the percentage weightings set forth in your Investment Policy Statement on a monthly or quarterly basis depending on the convention that you selected.

The Policy Index that you selected for your total or composite investment fund is shown below:
100% Variable.

Account Valuation

This report uses a time-weighted rate of return, a method that calculates portfolio value using the beginning and ending portfolio values for the month and weighs each contribution/withdrawal by the amount of time invested.

Performance Start Date

The inception date shown in the report may or may not be the date that the UBS Institutional Consulting Group began providing services or performance information to you and may not be the date that an account was first invested in securities. Contact your Institutional Consultant for more information regarding the actual inception date.

Manager Data

Data concerning various managers' portfolio performance is obtained from sources believed to be reliable. This data is provided for comparative purposes only. UBS Financial Services does not guarantee the accuracy or veracity of this information. Different performance calculation methods may be used to calculate each manager's portfolio performance. Investment objectives of similar style portfolios of other managers may not match exactly your investment objectives.

Brochure

Rule 204-3 of the Investment Advisers Act of 1940 requires that we make an annual offer to clients to send to them, without charge, a written disclosure statement. We will be glad to provide you with a copy of such statement upon your written request.



LONG TERM POOL TARGET ASSET ALLOCATION

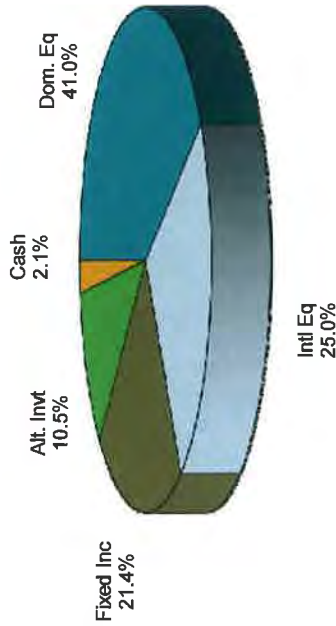


ALLOCATION by ASSET CLASS

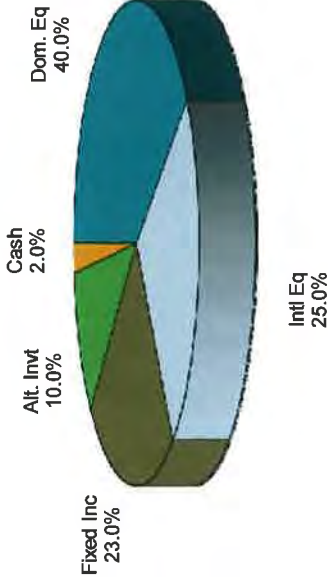
AS OF 3/31/2014

ALLOCATION by CURRENT vs. TARGET

Current Allocation



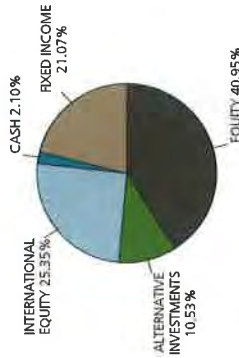
Target Allocation



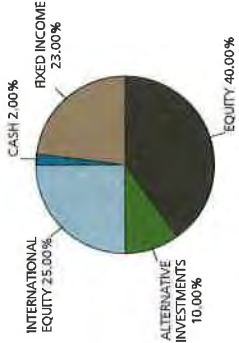
Asset Allocation	Lower Limit	Upper Limit	Strategic Allocation	Total Fund	Percentage Difference	Strategic Allocation (\$000)	Total Fund Allocation (\$000)	Difference (\$000)
Total Equities - Domestic & Intl	45.0%	80.0%	65.0%	66.0%	1.0%	\$4,468	\$4,535	-\$67
Domestic Equity Investments	30.0%	70.0%	40.0%	41.0%	1.0%	\$2,750	\$2,815	-\$65
International Equity	15.0%	30.0%	25.0%	25.0%	0.0%	\$1,719	\$1,720	-\$2
Fixed Income Investments	20.0%	50.0%	23.0%	21.4%	-1.6%	\$1,581	\$1,470	\$111
Alternative Investments	0.0%	15.0%	10.0%	10.5%	0.5%	\$687	\$724	-\$37
Cash & Equivalents	2.0%	10.0%	2.0%	2.1%	0.1%	\$137	\$145	-\$8
TOTAL ALLOCATION			100.0%	100.0%		\$6,874	\$6,874	

Asset Allocation Analysis

Asset Allocation as of March 31, 2014

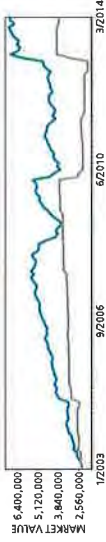


Target Allocation



Portfolio Growth

Source of Portfolio Growth
January 31, 2003 Through March 31, 2014



— Portfolio Market Value
- - Beginning Market Value & Net Contributions

	Dollars				
	Latest Quarter	Since Inception	One Year	Three Years	Five Years
Beginning Value	6,910,457	2,394,654			
Net Contribution	-112,178	1,398,759			
Investment Return	75,440	3,080,306			
Ending Value	6,873,718	6,873,718			

Portfolio Returns

Name	Incept. Date	Current Allocation	Portfolio Returns					Comparative Index							
			Latest Quarter	One Year	Two Years	Three Years	Five Years								
Total Portfolio	01/01/03	100.0%	1.37	12.59	11.28	8.36	14.89	8.57	14.89	8.23	14.14	7.60			
Parametric R3000	08/02/04	32.1%	2.08	23.06	18.04	14.47	21.78	8.64	Russell 3000	1.97	22.61	18.52	14.61	21.93	8.45
Snow Capital ACV	10/08/08	9.6%	4.85	29.71	23.13	14.21	26.10	19.60	Russell 3000 Value	2.92	21.65	20.17	14.63	21.88	14.68
PIMCO Total Return Bond	07/20/06	18.3%	1.61	(1.22)	2.16	3.48	6.43	6.52	Barclays Interm Agg	1.20	0.01	1.51	3.04	4.24	4.88
Hansberger Intl	10/04/05	9.4%	(1.56)	14.68	10.71	3.59	16.43	6.35	MSCI ACWI x US Growth	0.39	11.22	10.34	4.62	15.60	6.28
JP Morgan Intl Value	03/25/09	9.1%	(2.60)	17.26	12.77	6.06	15.32	15.32	MSCI ACWI x US Value	0.83	14.40	11.27	4.61	16.46	16.46
Brandes Intl Sm Cap	06/15/12	2.3%	5.61	26.57	-	-	-	29.79	S&P Dev Ex-US Sm Cap	3.89	22.31	16.75	8.23	21.29	25.55
Brandes EM	06/15/12	4.8%	(2.36)	1.59	-	-	-	10.12	MSCI Net EM	(0.43)	(1.43)	0.25	(2.86)	14.48	5.77
Spectrum Preferred Secs	09/23/10	3.9%	7.91	0.65	5.88	6.61	-	6.45	ML Pref Stk Fix Rt	7.70	0.93	5.08	5.81	16.87	5.97
Structured Products-Currency	11/27/12	2.5%	(1.73)	(15.71)	-	-	-	(9.76)	WT EM Currency ETF	1.05	(4.08)	(1.76)	(2.30)	-	(2.31)
Liquid Alternatives	04/29/13	8.1%	(0.04)	-	-	-	-	(1.13)	HFRI FOF Market Defensive	(1.47)	(2.36)	(1.63)	(2.91)	(0.09)	(2.87)
Total Portfolio	01/01/03	100.0%	1.37	12.59	11.28	8.36	14.89	8.57	Composite Benchmark	1.50	11.73	10.79	8.23	14.14	7.60



█ Total Portfolio
█ Composite Benchmark
█ 40%SP500/25%EAFE/25%BCIag/10%FOF
█ S&P 500 Index
█ MSCI Net EAFE
█ MSCI Net EM
█ Barclays Interm Agg

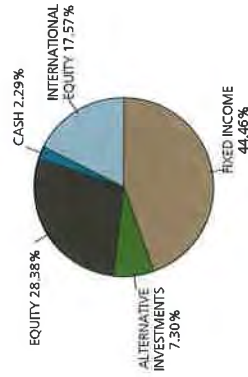
**Los Rios Foundation
Finance Committee Dash Report
January 31, 2003 Through March 31, 2014**

	<u>Latest Quarter</u>	<u>One Year</u>	<u>Since Inception</u>
Beginning Mkt Value	\$6,910,457	\$5,970,551	\$2,394,654
Contributions	\$345,000	\$1,118,878	\$11,490,440
Withdrawals	\$457,178	\$457,178	\$10,091,682
Interest And Dividend Income	\$34,358	\$224,623	\$1,872,574
Investment Earnings	\$75,440	\$241,467	\$3,080,306
Ending Mkt Value	\$6,873,718	\$6,873,718	\$6,873,718
Gross Time Weighted Return	1.37%	12.59%	8.57%

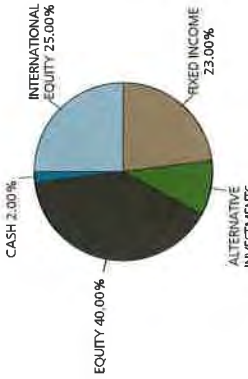
The inception date may or may not be coincident with the date that the UBS Institutional Consulting Group commenced providing performance reporting services to you. Please be sure to read the DISCLOSURE SECTION at the beginning of this report which contains important disclosures and disclaimers on the information provided to you in this report.

Asset Allocation Analysis

Asset Allocation as of March 31, 2014



Target Allocation



Portfolio Growth

Source of Portfolio Growth
January 31, 2003 Through March 31, 2014



— Portfolio Market Value
— Beginning Market Value & Net Contributions

	Dollars				
	Latest Quarter	One Year	Three Years	Five Years	Since Inception
Beginning Value	9,936,157	22,61	18,52	21,93	8,45
Net Contribution	-112,178	2,92	20,17	14,63	21,88
Investment Return	94,652	1,20	0,01	3,04	4,24
Ending Value	9,918,631	0,39	11,22	10,34	4,62
		0,83	14,40	11,27	4,61
		3,89	22,31	16,75	8,23
		(0,43)	(1,43)	0,25	(2,86)
		7,70	0,93	5,08	5,81
		1,05	(4,08)	(1,76)	(2,30)
		(1,47)	(2,36)	(1,63)	(2,91)
		0,40	0,42	1,19	1,93
		1,15	8,00	7,47	5,81
					12,21
					6,79
					7,98
					9,48
					14,40
					4,30

Portfolio Returns

Name	Incept. Date	Current Allocation	Latest Quarter	One Year	Two Years	Three Years	Five Years	Since Incept
Total Portfolio		100.0%	1.20	8.65	7.88	5.97	12.94	7.74
Parametric R3000	08/02/04	22.3%	2.08	23.06	18.04	14.47	21.78	8.64
Snow Capital ACV	10/08/08	6.7%	4.85	29.71	23.13	14.21	26.10	19.60
PIMCO Total Return Bond	07/20/06	12.7%	1.61	(1.22)	2.16	3.48	6.43	6.52
Hansberger Intl	10/04/05	6.5%	(1.56)	14.68	10.71	3.59	16.43	6.35
JP Morgan Intl Value	03/25/09	6.3%	(2.60)	17.26	12.77	6.06	15.32	15.32
Brandes Intl Sm Cap	06/15/12	1.6%	5.61	26.57	-	-	29.79	-
Brandes EM	06/15/12	3.3%	(2.36)	1.59	-	-	10.12	-
Spectrum Preferred Secs	09/23/10	2.7%	7.91	0.65	5.88	6.61	-	6.45
Structured Products-Currency	11/27/12	1.8%	(1.73)	(15.71)	-	-	-	(9.76)
Liquid Alternatives	04/29/13	5.6%	(0.04)	-	-	-	-	(1.13)
Restricted - Madison	04/21/10	30.7%	0.85	0.59	1.45	2.40	-	2.52
Composite Benchmark	01/01/03	100.0%	1.20	8.65	7.88	5.97	12.94	7.74
Russell 3000								
Russell 3000 Value								
Barclays Intern Agg								
MSCI ACWI x US Growth								
MSCI ACWI x US Value								
S&P Dev Ex-US Sm Cap								
MSCI Net EM								
ML Pref SIk Fix Rt								
WT EM Currency ETF								
HFRI FOF Market Defensive								
Barclays 1-5 Govt/Cr								



Series	Latest Quarter	One Year	Two Years	Three Years	Five Years	Since Inception
Total Portfolio	1.20	8.65	7.88	5.97	12.94	7.74
Composite Benchmark	1.15	8.00	7.47	5.81	12.21	6.79
40%SP500/25%EAFE/25%BCIAG/10%FOF	1.09	12.64	10.90	8.27	13.60	7.98
S&P 500 Index	1.81	21.86	17.84	14.66	21.16	9.48
MSCI Net EAFE	0.66	17.56	14.36	7.21	16.02	9.80
MSCI Net EM	-0.43	-1.43	0.25	-2.86	14.48	14.40
Barclays Intern Agg	1.20	0.01	1.51	3.04	4.24	4.30

**Los Rios Foundation + Restricted
Finance Committee Dash Report
January 31, 2003 Through March 31, 2014**

	<u>Latest Quarter</u>	<u>One Year</u>	<u>Since Inception</u>
Beginning Mkt Value	\$9,936,157	\$8,837,808	\$2,394,654
Contributions	\$345,000	\$1,306,378	\$14,473,927
Withdrawals	\$457,178	\$457,178	\$10,105,757
Interest And Dividend Income	\$64,363	\$325,485	\$2,135,328
Investment Earnings	\$94,652	\$231,624	\$3,155,807
Ending Mkt Value	\$9,918,631	\$9,918,631	\$9,918,631
Gross Time Weighted Return	1.20%	8.65%	7.74%

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**Parametric R3000
March 31, 2014**



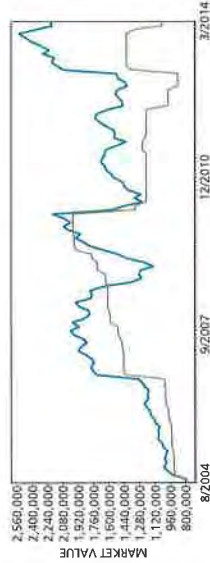
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 2,207,752



Portfolio Growth

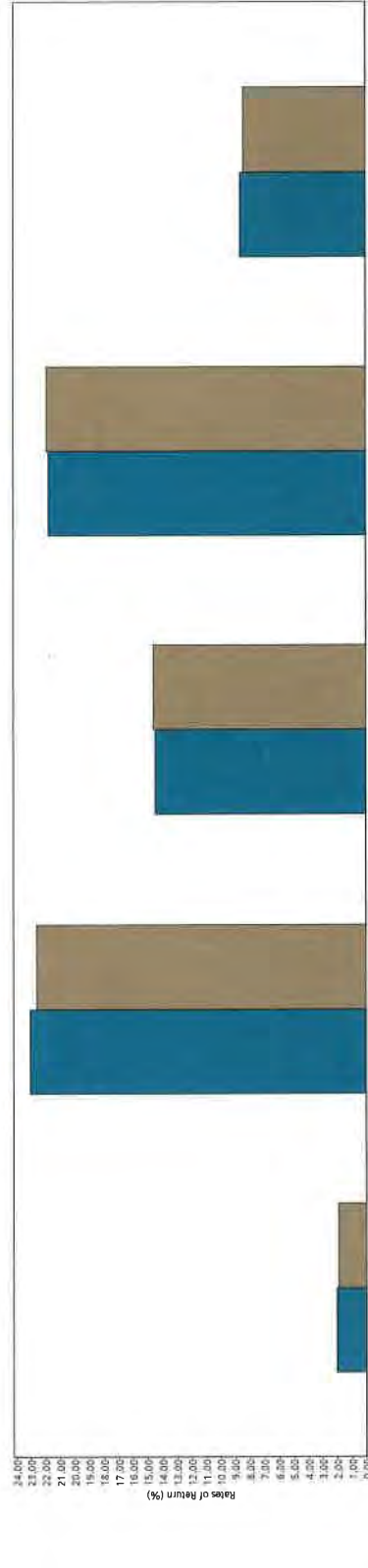
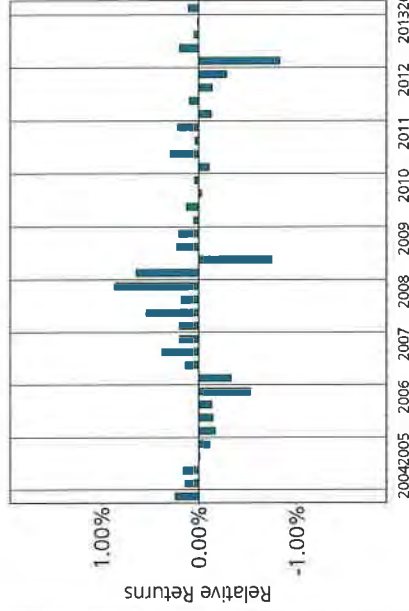
Source of Portfolio Growth
August 31, 2004 Through March 31, 2014



	Latest Quarter	Since Inception
Beginning Value	2,530,560	793,086
Net Contribution	-365,000	254,048
Investment Return	42,192	1,160,618
Ending Value	2,207,752	2,207,752

Relative Return

Quarterly Relative Returns vs Russell 3000



Latest Quarter
2.08
1.97

Since Inception
8.64
8.45

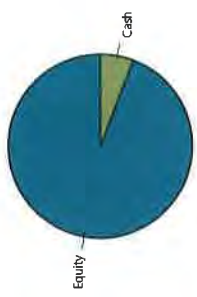


Snow Capital ACV March 31, 2014



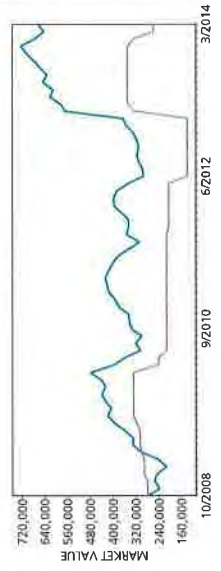
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 661,123



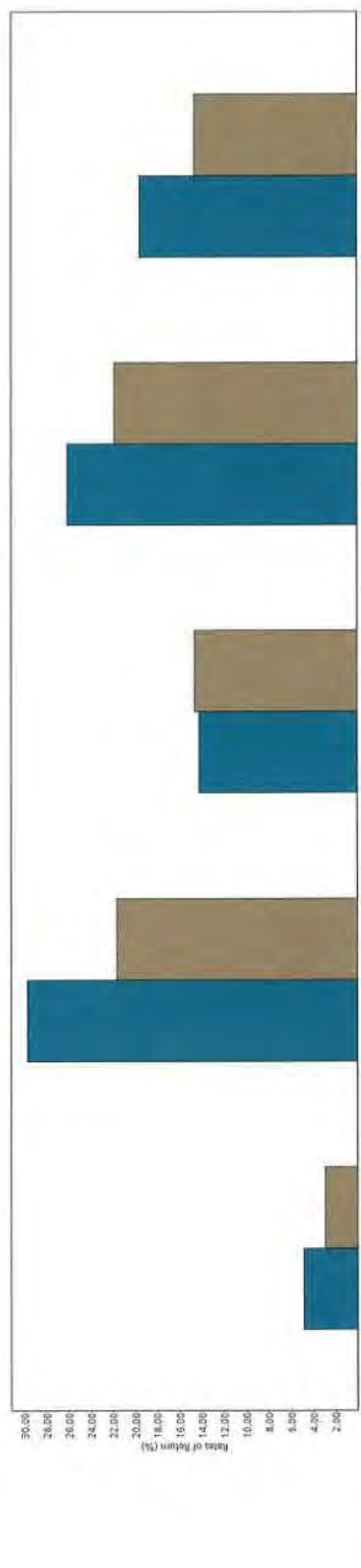
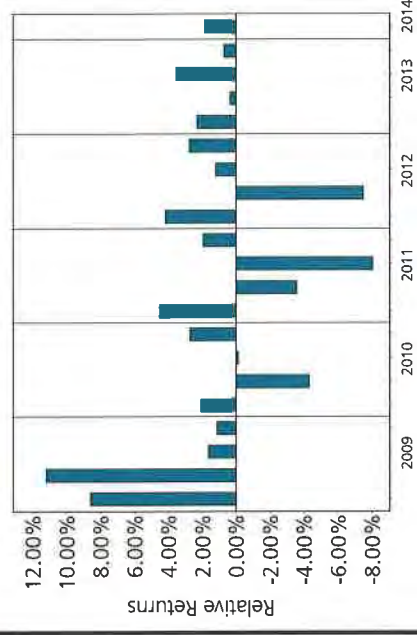
Portfolio Growth

Source of Portfolio Growth
October 31, 2008 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs Russell 3000 Value



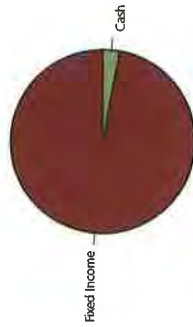


PIMCO Total Return Bond March 31, 2014



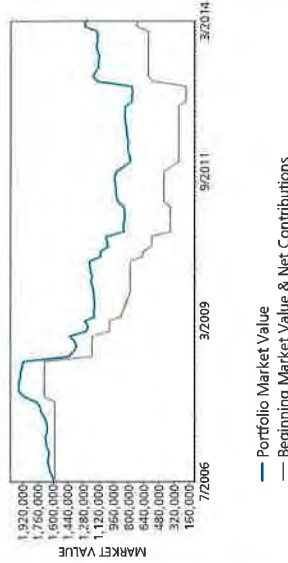
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 1,256,193



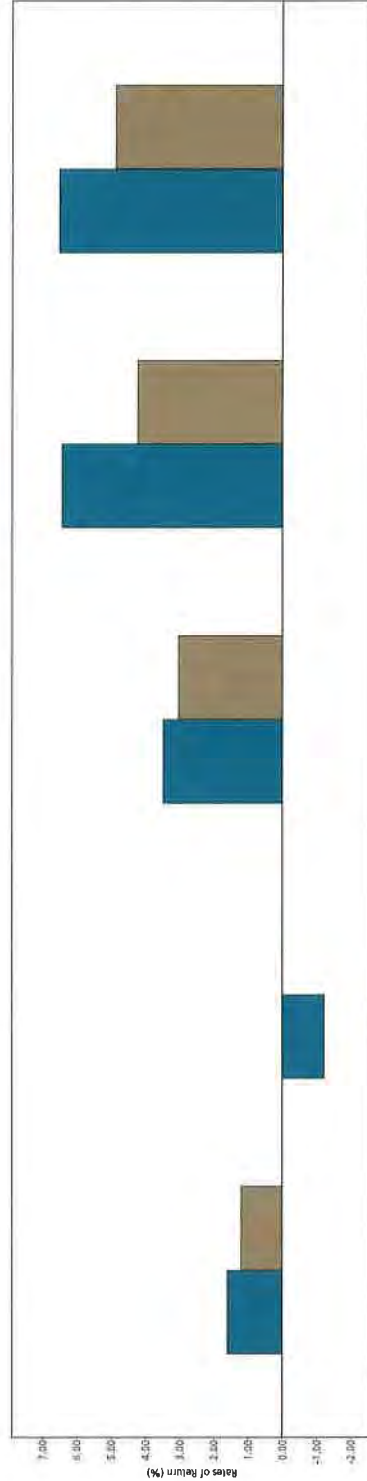
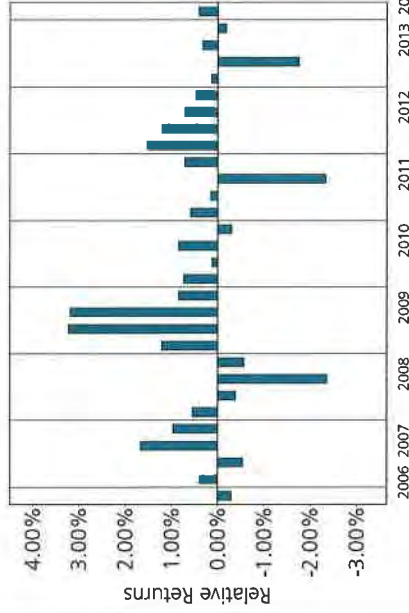
Portfolio Growth

Source of Portfolio Growth
July 31, 2006 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs Barclays Intermediate Aggregate



Latest Quarter
1.61
1.20

One Year
-1.22
0.01

Three Years
3.48
3.04

Five Years
6.43
4.24

Since Inception
6.52
4.88

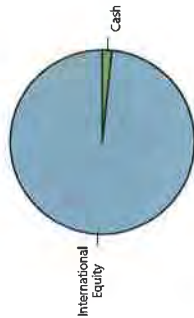


Hansberger Intl
March 31, 2014



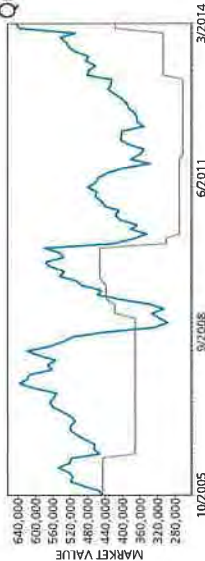
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 644,281



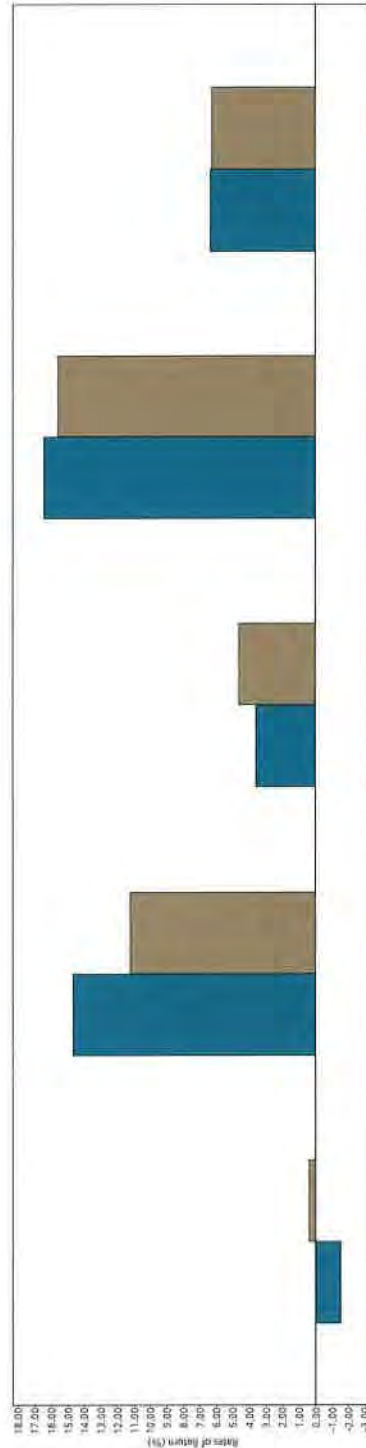
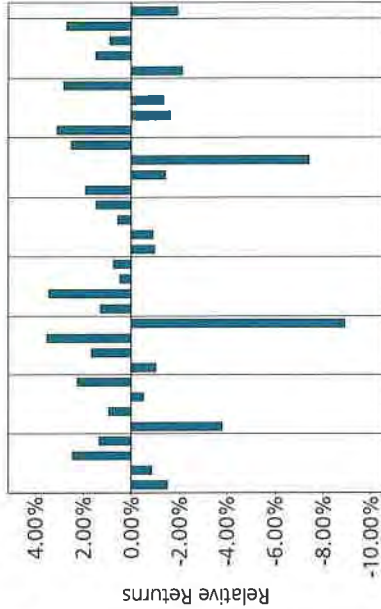
Portfolio Growth

Source of Portfolio Growth
October 31, 2005 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs MSCI AC World Index ex USA Growth



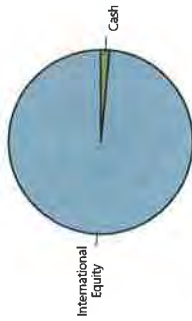


JP Morgan Intl Value
March 31, 2014



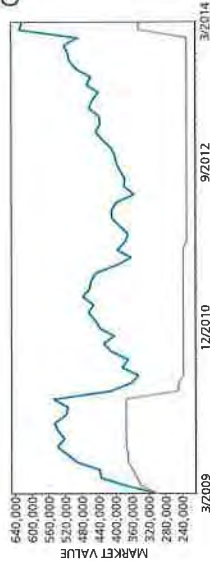
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 622,235



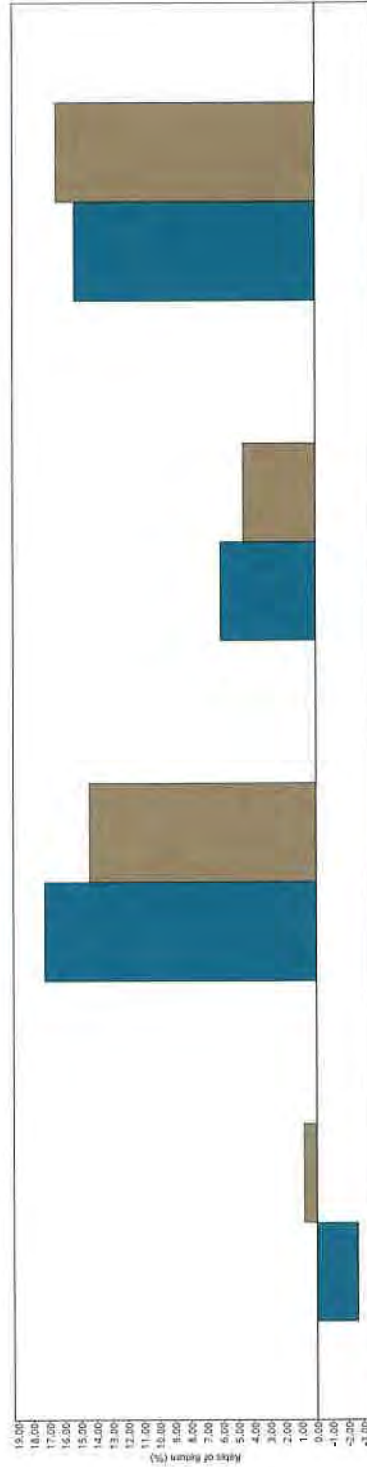
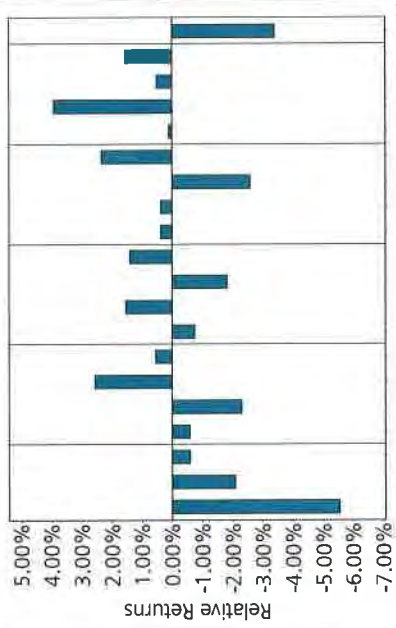
Portfolio Growth

Source of Portfolio Growth
March 31, 2009 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs MSCI AC World Index ex USA Value



Category	Value	Since Inception
Latest Quarter	-2.60	15.32
One Year	17.26	16.46
Three Years	6.06	16.46

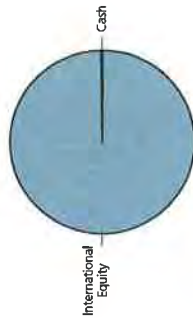


Brandes Intl Sm Cap March 31, 2014



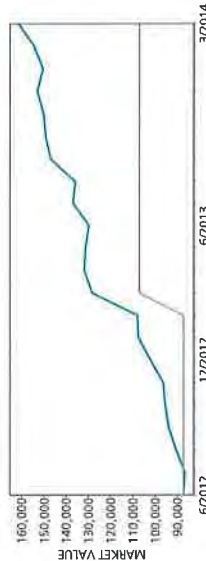
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 161,343



Portfolio Growth

Source of Portfolio Growth
June 30, 2012 Through March 31, 2014

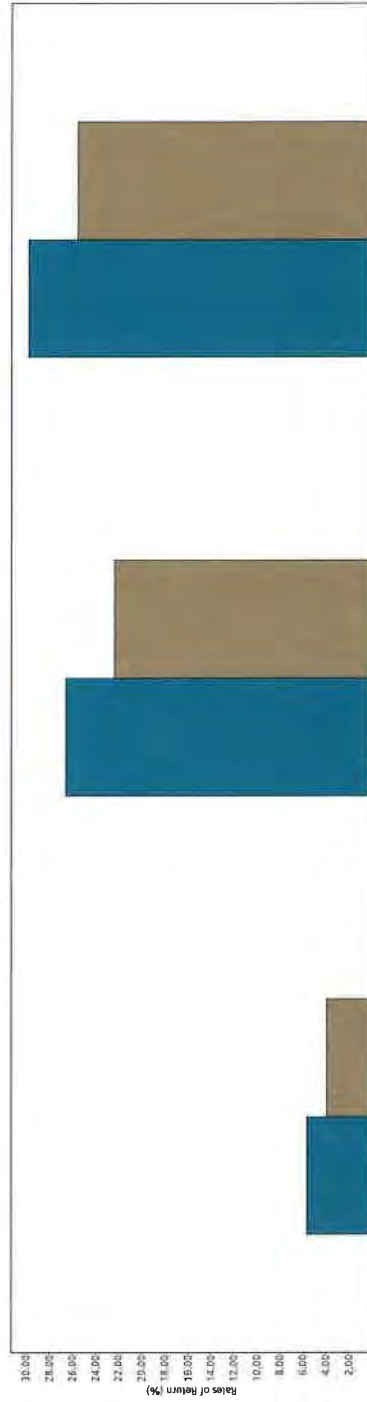
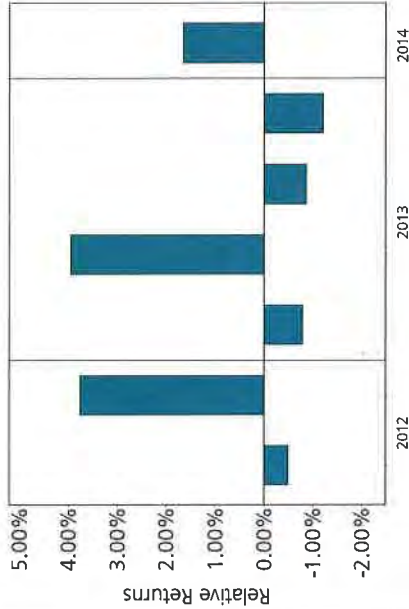


— Portfolio Market Value
— Beginning Market Value & Net Contributions

Dollars	
Latest Quarter	Since Inception
Beginning Value	87,142
Net Contribution	19,999
Investment Return	54,202
Ending Value	161,343

Relative Return

Quarterly Relative Returns vs SP Developed Ex-US Sm Cap



■ TOTAL FUND
■ S&P Developed Ex-US Sm Cap

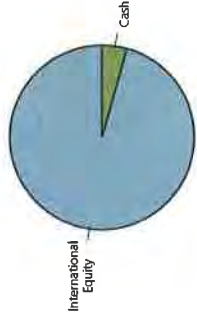


Brandes EM
March 31, 2014



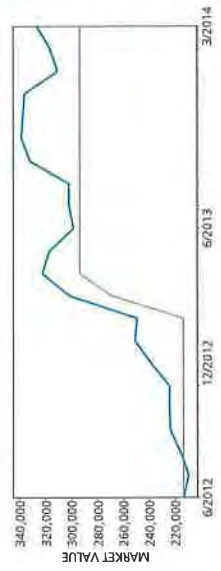
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 326,964



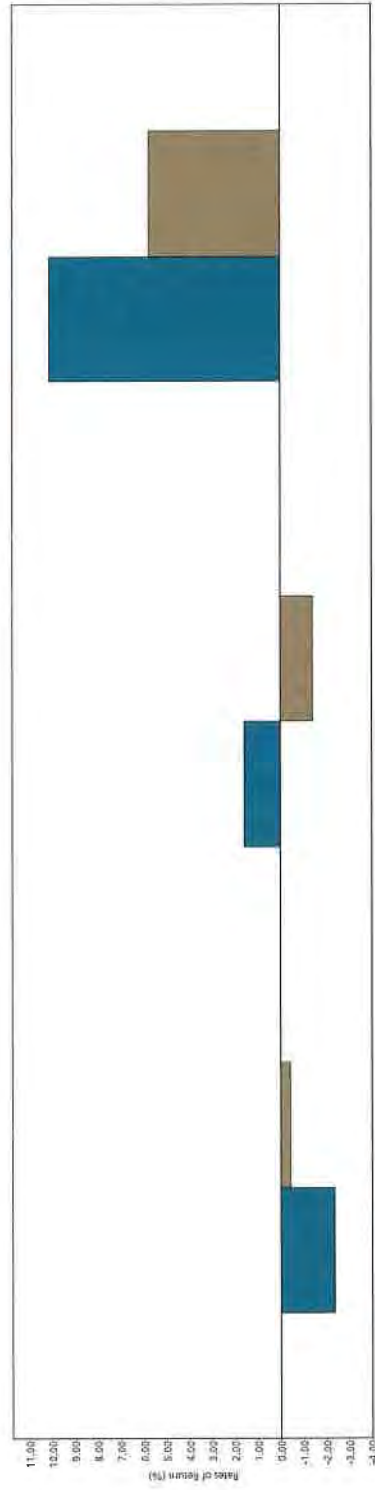
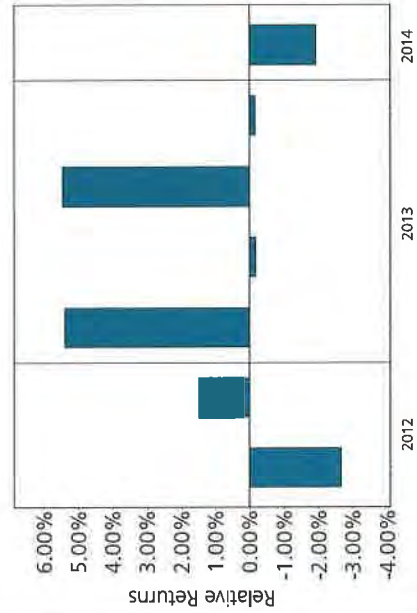
Portfolio Growth

Source of Portfolio Growth
June 30, 2012 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs MSCI Net Emerging Markets



TOTAL FUND
MSCI Net EM Mkts

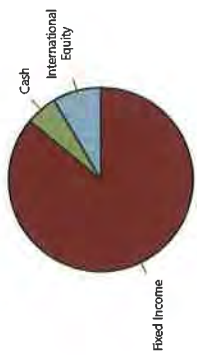


Spectrum Preferred Secs March 31, 2014



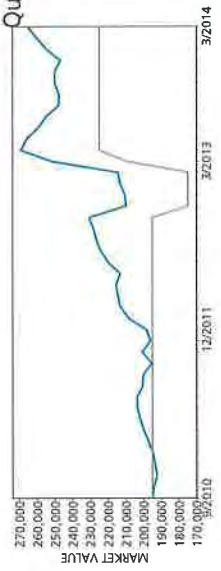
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 265,611



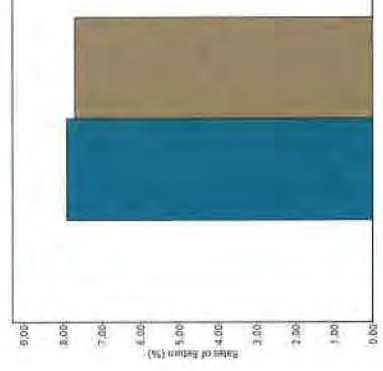
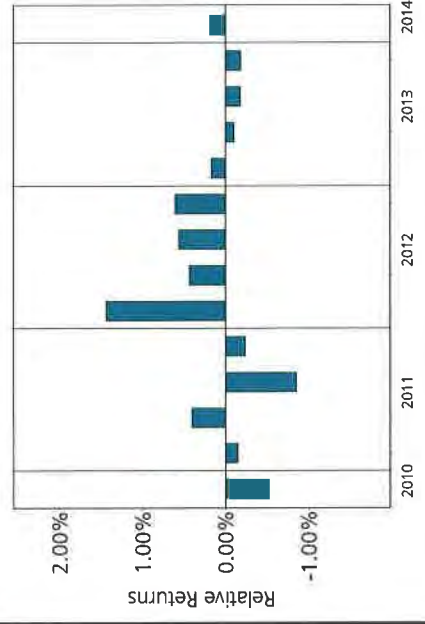
Portfolio Growth

Source of Portfolio Growth
September 30, 2010 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs Merrill Lynch Preferred Stock Fixed Rate



Legend:
■ TOTAL FUND
■ ML Pref Stk Fix Rt



Structured Products-Currency March 31, 2014



Sector Analysis

Total Market Value
as of March 31, 2014
\$ 174,400



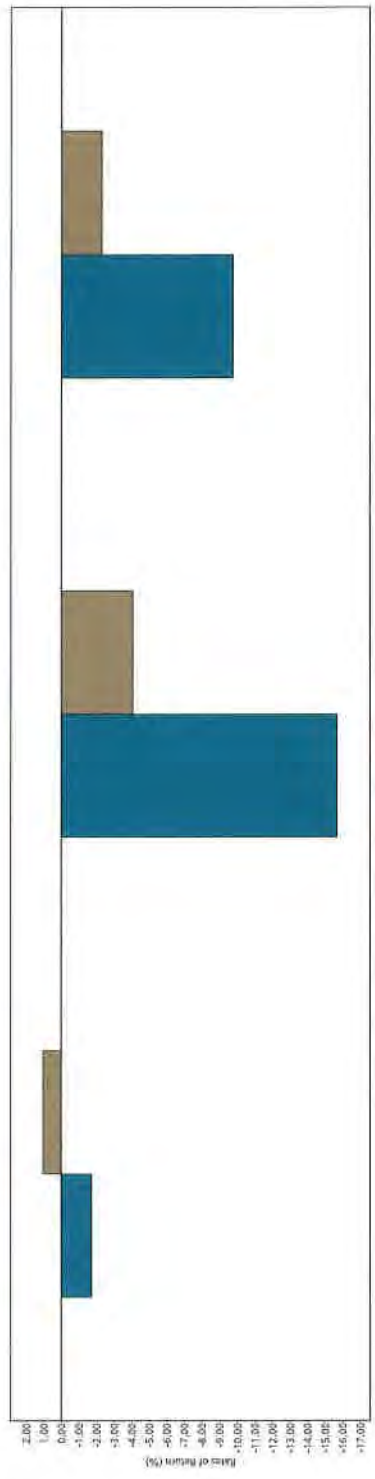
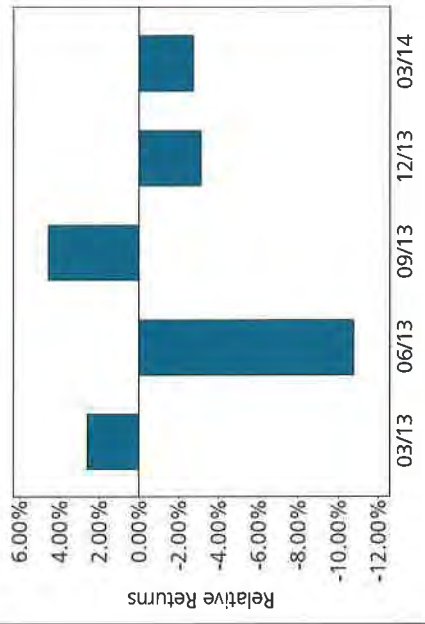
Portfolio Growth

Source of Portfolio Growth
November 30, 2012 Through March 31, 2014



Relative Return

Quarterly Relative Returns vs WisdomTree Emerging Currency ETF



Latest Quarter
-1.73
1.05

One Year
-15.71
-4.08

Since Inception
-9.76
-2.31

TOTAL FUND
WT EM Currency ETF



Liquid Alternatives March 31, 2014



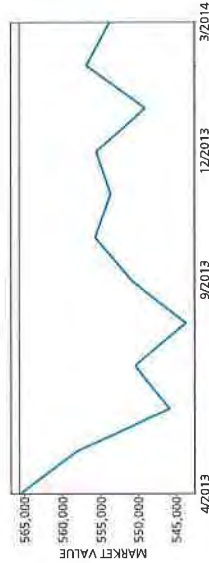
Sector Analysis

Total Market Value
as of March 31, 2014
\$ 553,816



Portfolio Growth

Source of Portfolio Growth
April 30, 2013 Through March 31, 2014

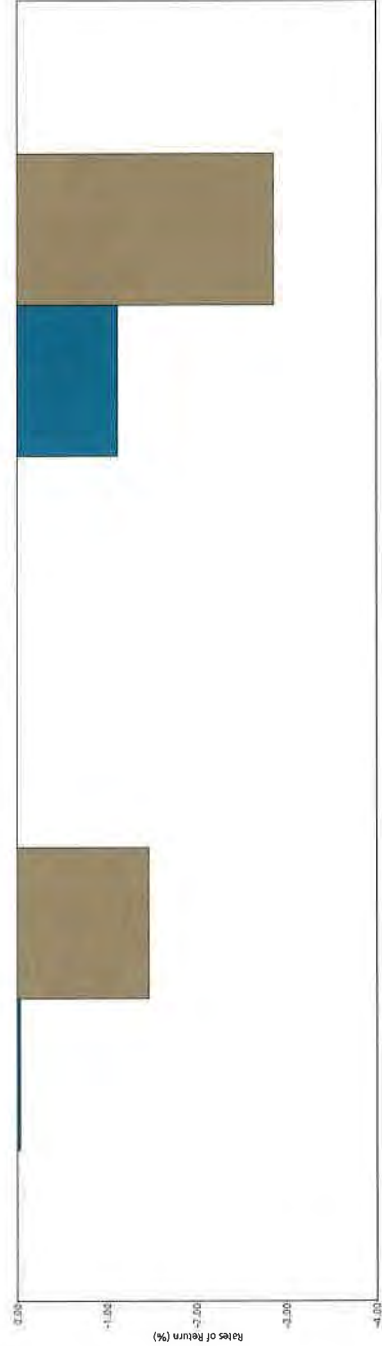
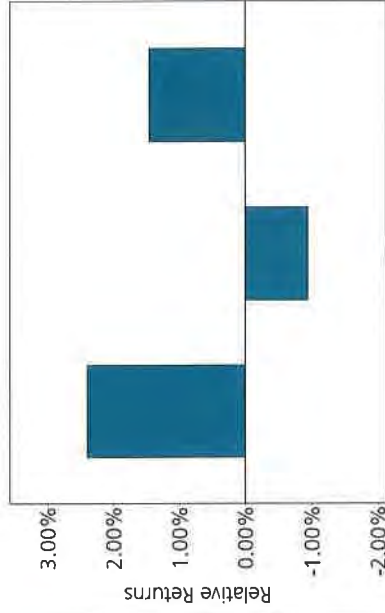


— Portfolio Market Value
— Beginning Market Value & Net Contributions

	Latest Quarter	Since Inception
Beginning Value	555,511	565,600
Net Contribution	0	0
Investment Return	-1,695	-11,784
Ending Value	553,816	553,816

Relative Return

Quarterly Relative Returns vs HFRI FOF Market Defensive



Latest Quarter
-0.04
-1.47

Since Inception
-1.13
-2.87

■ TOTAL FUND
■ HFRI FOF Market Defensive

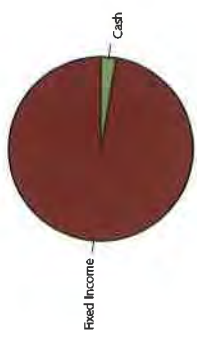


**Restricted - Madison
March 31, 2014**



Sector Analysis

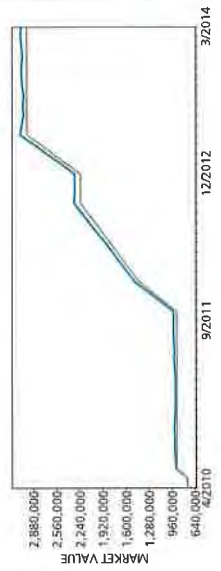
Total Market Value
as of March 31, 2014
\$ 3,044,913



Category	Value	Percent
Fixed Income	82,703	2.72
Cash	2,962,210	97.28
Cash	82,703	2.72

Portfolio Growth

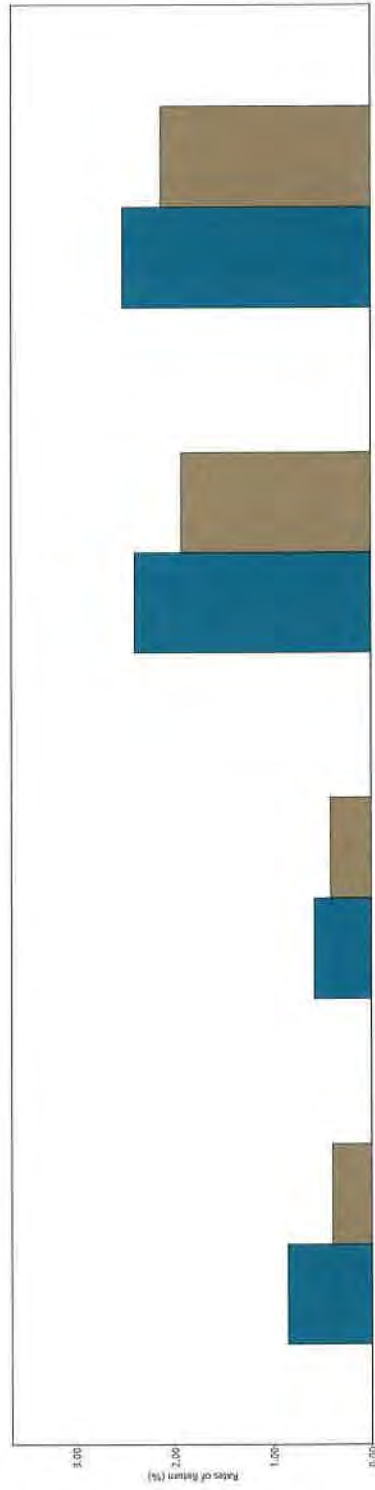
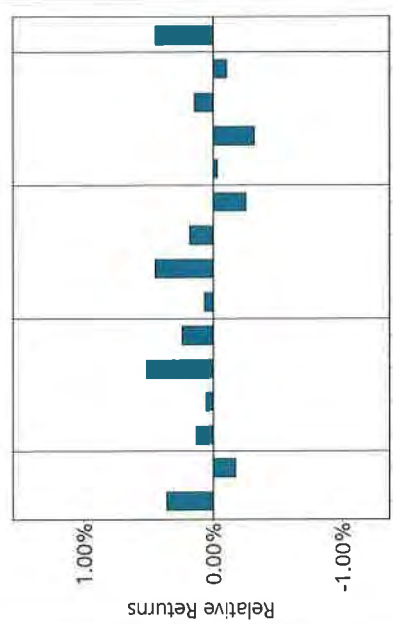
Source of Portfolio Growth
April 30, 2010 Through March 31, 2014



Dollars	
Latest Quarter	Since Inception
Beginning Value	747,531
Net Contribution	2,222,587
Investment Return	74,795
Ending Value	3,044,913

Relative Return

Quarterly Relative Returns vs Barclays 1-5 Year Gov't/Credit



Legend:
█ TOTAL FUND
█ Barclays 1-5 Gov't/CR

Restricted - Madison
Finance Committee Dash Report
April 30, 2010 Through March 31, 2014

	<u>Latest Quarter</u>	<u>One Year</u>	<u>Since Inception</u>
Beginning Mkt Value	\$3,025,700	\$2,867,256	\$747,531
Contributions	\$0	\$187,500	\$2,223,657
Withdrawals	\$0	\$0	\$1,070
Interest And Dividend Income	\$30,004	\$100,862	\$262,755
Investment Earnings	\$19,212	(\$9,843)	\$74,795
Ending Mkt Value	\$3,044,913	\$3,044,913	\$3,044,913
Gross Time Weighted Return	0.85%	0.59%	2.52%

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**Capital Campaign
Finance Committee Dash Report
August 31, 2004 Through March 31, 2014**

	<u>Latest Quarter</u>	<u>One Year</u>	<u>Since Inception</u>
Beginning Mkt Value	\$1,237,147	\$1,498,457	\$69,029
Contributions	\$0	\$0	\$5,810,078
Withdrawals	\$1,165	\$262,867	\$4,749,619
Interest And Dividend Income	\$59	\$313	\$106,215
Investment Earnings	\$59	\$451	\$106,553
Ending Mkt Value	\$1,236,041	\$1,236,041	\$1,236,041
Gross Time Weighted Return	0.00%	0.04%	1.64%

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050707-1138

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LOS RIOS FOUNDATION

Board of Directors Meeting

Wednesday, April 23, 2014

11:30 a.m. - 1:30 p.m.

Workforce and Economic Development

MINUTES

Directors In Attendance: Jim Allen, Bryan Bird, Stephanie Bray, Pat Canterbury, David Diepenbrock, Jean Foster, Pamela Haynes, Mark Ingram, Kathryn Jeffery, Marty Katz, David Lowe, Charles Manno, Michelle Odell, Theresa Paige, Rachel Rosenthal, Babs Sandeen, Kathy Steuer, Erica Taylor, Maria Thomas, Bob Walker, Pamela Walker, Erik Winje, Dave Younger

Guests: Merllene Bendixen (LRF), Kirsten DuBray (ARC), Ken Cooper (CRC), Sally Howard (FLC), Brian King (LRCCD), Laura Coleman, Linda Delagadillo, Walter DiMantova, Brittany Miele, Theresa Milan, Brooks Ohlson, Theresa Milan, Dan Throgmorton, Bruce Winner, Rick Wylie

CHANCELLOR'S UPDATE:

Jean Foster introduced Chancellor Brian King. He first recognized Trustee Pam Haynes and acknowledged her long career with the board. Brian said although fiscal years 2008-2012 were down years due to the recession, currently we haven't had to make any cuts and have had modest increases in the budget. Enrollment is also down about 3% due to the perception we don't have the capacity to enroll more students. Also mentioned, the electronic marketing campaign which will allow prospects to see advertisements on the internet based on where they reside. Chancellor King discussed a newspaper article about the Los Rios Community College student completion rate. The completion rate is based on a 6-year completion goal for each student. He also mentioned that incoming students who have completed their core high school requirements have a 75% average completion rate whereas students who come into a Los Rios college needing any type of remedial work, their completion rate drops to below 50%. Stephanie Bray asked how the LRF Board can stop the misperception that Los Rios does not have the capacity for more students and Brian requested the LRF Board go out into the community and talk about the district and let people know we have the capacity for new students. He also thanked the board for their hard work and acknowledged Pam Walker for her role as Interim President of American River College and let everyone know the new President of American River College is Thomas Green.

WELCOME TO WORKFORCE AND ECONOMIC DEVELOPMENT

Jean Foster introduced Dan Throgmorton and his Workforce and Economic Development (WED) team. Walter DiMantova discussed WED's common themes including: innovation, responsiveness to customer needs, and being results driven. Brooks Ohlson talked about the Small Business Development Center and international trade development. Bruce Winner discussed the Training Source and "up-skilling". Linda Delgadillo presented on their program w/ Sutter Health which has graduated more than 500 nurses. Finally, Theresa Milan reviewed a program with the department of corrections. She

asked for questions and Bob Walker asked, "is there a way to research current WED projects?" Theresa pointed him to their website and let everyone know they also send out a monthly newsletter.

CALL TO ORDER:

The meeting was called to order at 12:03 p.m. by Los Rios Foundation Chair Jean Foster.

1. **ORAL COMMUNICATIONS:** Jean Foster asked if there were any non-agenda items or public comments and there were none.
2. **ELECTION OF BOARD MEMBERS:** Jean Foster asked Stephanie Bray, Kathy Steuer, and Erik Winje to step out of the room. Jean read a brief bio on each of the potential new Board Members. She then called for a motion to vote on the three new board members. Jim Allen approved the motion. Pat Canterbury seconded the motion. All were in favor and Stephanie Bray, Kathy Steuer, and Erik Winje were elected as new Board Members. The new Board members were called back into the room to join the meeting. Jean called for brief introductions from all in attendance.
3. **CONSENT CONSIDERATIONS:**
 - a. *Approval of Previous Minutes from January 22, 2014*
 - b. *Approval of Quarterly Foundation Expense Report Ending 12/31/13*
 - c. *Acceptance of Investment Portfolio Summary*

Jean Foster stated the board members received handouts of the approval items in advance of the board meeting. Jean asked if there were any comments and there were none. Jean asked for a motion of approval. Dave Younger motioned to approve the items. David Diepenbrock seconded the motion. All were in favor and the motion carried.

4. **FOUNDATION BUSINESS/TRIPLE-A BOARD ACTIONS:**

A. Scholarship and Mini-Grant Reports

a) **BIA Scholarship**

Chair Marty Katz let everyone know the BIA scholarship committee met on Wednesday April 16th. The other committee members were Mark Ingram, Babs Sandeen, and Charles Manno. The committee reviewed a total of 14 scholarships and awarded 8 total scholarships at \$1,000 each.

b) **CalRTA Scholarship**

Chair Jim Allen let everyone know the CalRTA scholarship committee met on Monday April 14th. The other committee members were Kay Albiani, Merllene Bendixen, and Charles Manno. The committee reviewed a total of 27 scholarships and awarded 4 total scholarships at \$1,000 each.

c) **Sutter Health Scholarship**

Chair Jean Foster let everyone know the Sutter Health scholarship committee met on Thursday April 17th. The other committee members were Pat Canterbury, Merllene Bendixen, and Charles Manno. The committee reviewed a total of 39 applications and awarded 4 total scholarships at \$2,000 each.

B. LRF Student Emergency Fund Testimonial and Report

Jean Foster announced since the beginning of the fiscal year (7/1/13) the Student Emergency Fund has given out 18 awards totaling \$13,443.66 (avg. \$746.87). She then introduced CRC student Brittany Miele (a SEF awardee) who proceeded to give her SEF testimonial. Brittany explained

that her father had passed away unexpectedly and in order to pay for the cremation and funeral she had to use her rent/bill money. At this point she would have had to drop out of school because she would have been homeless and unable to pay her tuition. She applied for the SEF and was awarded \$700 to cover her rent and bills. When she heard that she had received the award, she could not stop crying. She was grateful for the SEF award.

C. LRF Board Giving Update

Babs Sandeen announced that we were at 100% board giving. She then called on Kathy Steuer from Aerojet Rockadyne so Kathy could present a check to the LRF. Brian King, Babs Sandeen, and Kathy Steuer followed by posing for pictures.

D. Big Day of Giving Update

Babs Sandeen reminded everyone the Big Day of Giving is on May 6, 2014 and there is a matching gift fund that can greatly increase each gift given on behalf of the LRF or Harris Center. Also the very first donation will receive an extra \$2,500 match. She also explained that LRF is representing all four colleges and if you want your gift to go to one of the specific colleges, we will make sure it is allocated appropriately.

E. Chancellor's Circle and Telephone Outreach Program Updates

Charles Manno said the LRF has their next Chancellor's Circle event set for Tuesday May 13 from 5:30-7pm at Piatti's; this is to update the current Chancellor's Circle members on all that's exciting at Los Rios. Also, the Telephone Outreach Program is underway at Sacramento City College and Folsom Lake College is considering a TOP for the Harris Center for the Arts. Charles continued by saying he enjoyed his time as Interim Director, Institutional Advancement, and went on to say he enjoyed working for Los Rios and was honored to work with the board members.

F. Annual Retreat Planning Discussion

Rather than do a roundtable during the meeting, Jean Foster decided to send an email to get ideas for the June Retreat. Babs Sandeen also let everyone know that next month's Executive Board meeting will discuss an agenda for the Annual Retreat.

5. COLLEGE UPDATES:

- A. CRC** – Ken Cooper stated major gift cultivation is a major priority and they have already met with donors and potential prospects by bringing them on tours showing the current construction activity on the CRC campus. They also ran an Earth Day project (led by Maria Thomas) through their distinguished speaker's series. The final highlight is CRC's mini-grant program which helps to fund various activities on campus.
- B. FLC** – Rachel Rosenthal asked everyone to review the FLC packets on each table. Their two major highlights were student scholarships (they were not able to give any scholarships last year but awarded two this year) and facilities. In regards to the endowed student scholarships, one of them was funds raised by the students themselves over a ten-year period. In terms of facilities, Rachel talked about the athletics complex dedication and the new gymnasium which will be ready in the fall. The two fundraising/ development focal points were the Harris Center Performing Arts Center and the President's Circle. Their goal is to develop and

endowment of \$500k per year to allow them to run a profit rather than a deficit. The President's Circle is discretionary funds to be used by the President to grow ideas and innovation.

- C. **SCC** – Babs Sandeen let everyone know there wasn't a representative from SCC but they did provide a handout for the board.
- D. **ARC** – Pam Walker stated that science is a major priority and ARC would like to form an associate group based on the faculty being able to raise over \$140k. The associate group will raise money on their own and not rely on the foundation helping them. She also discussed their Community College to Doctor Program.

6. ADJOURN BUSINESS MEETING:

Jean Foster adjourned the meeting at 1:36 p.m.

Minutes prepared by Charles W. Manno, Interim Secretary, Los Rios Foundation.

Los Rios Foundation
Finance Committee
February 20, 2014 11:30 a.m. – 1:00 p.m.
LRF Conference Room, 2100 Northrop Avenue

Minutes

Present:

David Diepenbrock, Chair

Kelly Reynolds, ARC

Jean Foster, LRF Chair

Babs Sandeen, LRF President, LRCCD Vice Chancellor, Resource & Economic Development

Charles Manno, Interim Director, Institutional Advancement, LRF

Theresa Matista, Associate Vice Chancellor, Finance, LRCCD – Guest

Brian Sharpes, UBS – Guest

Linda Dixon, ARC – Guest

Mary Leland, SCC – Guest

1. Welcome & Roll Call: Chair David Diepenbrock welcomed everyone and asked for introductions.

2. Approval of Previous Minutes: Jean Foster moved to approve the Finance Minutes from November 21, 2013 and January 9, 2014. Kelly Reynolds seconded the motion. All were in favor and the motion was approved.

3. UBS Investment Report: Brian Sharpes began by stating that “net”, this was the best year we have ever had (the numbers came in at about 14 ½-15%) and we took substantially less risk than the stock market index. In January the market was down but February it was back up again. Brian also predicts that this will be a more volatile year. The current forecast shows the economy looks like it will grow reasonably well this year. S & P 500 earnings are expected to grow about 8%. We won’t see another 30% year but we won’t see a huge drop either. Fixed-income wise it will be a tough 2014 as interest rates will continue to rise as commodities have been hit really hard as global demand has been lack-luster. On a positive note the U.S. Dollar has been incredibly strong.

As of today, the labor force participation rate is only 60% (working age persons). This makes it harder to grow the economy and we have less people working in the economy. Among people taking government assistance, it has never been higher (also, 13% of unemployed have completely given up on employment). The GDP forecast is consistent and we expect very good growth at about 3% and should lead to good results in 2014. On a positive note, the European

stock markets are recovering, cheap, and showing positive signs. Brian also stated that 2-and 10-year treasury bonds should start moving up and rally in the next two years.

In terms of performance, domestic equity is high and international equity is low because the U.S. has done so well versus international. This will allow us to reallocate assets back to targets (cash balances and fixed incomes are fine as a result). Over the last 10 years we have reclassified our assets and they are now stable. We should hit \$10 million in the next three years. Since its inception, our portfolio is up 8.3% with 30% less risk than the S & P. The last five years we have a 13.9% return but we can't expect this to happen again. Preferred securities have also done extremely well for us. David Diepenbrock asked, "What's the difference on the comparative index?" Brian Sharpes replied, "It's a structured note with 2 years left so there is some volatility because it's perceived not as liquid but if we sold it today we would get a huge market discount and get our money back." Sharpes recommended we switch from U.S. stock to international stock. Jean Foster asked if we would do the reallocation from U.S. to International stock next quarter and Brian said he wanted to do it now. David Diepenbrock asked for a motion to approve the switch from U.S to International stock. Jean Foster moved to approve and Kelly Reynolds seconded the motion. All members were in favor and the motion was approved.

4. Approval of Foundation Quarterly Expense Reports: Kelly Reynolds moved to approve the Foundation Quarterly Expense Reports for period ending December 31, 2013. Jean Foster seconded the motion and all members were in favor and the reports were approved.

5. Finance Business:

a. Investment Report—Theresa Matista presented the District's Governing Board agenda item on foundation investment activity for the quarter ended December 31, 2013. The endowed portfolio had a return of 5.81% compared to the composite benchmark of 5.68%. Also, the return for the total managed portfolio including Madison, the limited term fixed income account, as 3.98% compared to the composite benchmark of 3.93%. We discussed that the Madison account is used as an investment vehicle for temporarily restricted and unrestricted funds that are not required for immediate cash needs. The committee has voted over the years to move some of the "excess" cash in the money market account and our Bank of America accounts to Madison to get a better return. She also reminded us that although Brian Sharpes manages the account, it is the committee who determines the amount of cash other than the remaining Capital Campaign funds. Jean Foster and David Diepenbrock asked if the money market accounts were FDIC insured and Theresa Matista said that her understanding was that no money market account was fully insured (but will follow up with Brian Sharpes).

b. Governor's Budget Proposal—Theresa Matista reported that the state is continuing to see an increase in revenue exceeding the Governor's projections which is not a surprise since he was very conservative in his projections. She also described the basic premise of Proposition 98,

which designates that 40% of the state general fund must be used for K-14 education (this was passed by the tax payers).

For the community colleges, the Governor proposed 3% for Growth (Access) and .68% COLA. He also proposed \$200M toward improving student outcomes. For Los Rios, the concern is whether we could achieve 3% growth as our 2013-14 enrollment has declined. She said there are multiple issues affecting our enrollment. Fees are now \$46 per unit versus \$20 before the budget downturn. In regard to a student's ability to repeat a course, the policy has changed from unlimited enrollment and/or withdrawal opportunities during the semester, to a maximum of three withdrawals. Now a student who has withdrawn from a course three times cannot enroll in that course anymore. Also, personal enrichment classes that were in high demand such as ceramics are not as attractive at \$46 per unit.

The Governor also wants to pay off the deferrals entirely rather than over a period of years. Proposition 39 closes some corporate tax loopholes and half the money is going to energy efficiency projects. There is also \$175 million for scheduled maintenance and instructional equipment which are one-time dollars and much needed.

6. Adjournment: The meeting was adjourned at 12:46 p.m.

Minutes prepared by Charles W. Manno, Interim Secretary, Los Rios Foundation.



BOARD OF DIRECTORS LOS RIOS FOUNDATION

BOARD MEETINGS: Attend the quarterly board meetings, which are held from 11:30 a.m. to 1:30 p.m. Fiscal Year 2013-14 Board of Directors Meetings: October 23 (*CRC Winn Center*), January 22 (*Los Rios District Office*), April 23 (*TBA*), June 18 - Retreat (*TBA*).

TRIPLE-A BOARD: An organization with an AAA Rating is one where every board member is engaged as an Ambassador, Advocate, and/or Asker. Members of the Board of Directors are asked to sign up for roles and responsibilities they will enjoy doing that will help the Los Rios Foundation increase its visibility in the community and its capacity to engage people in giving and serving. Specific tasks for Ambassadors, Advocates and Askers are aligned with the Los Rios Foundation's strategic business plan. *Below are the AAA descriptions:*

AMBASSADOR: An Ambassador has the important role of building relationships and making friends for the district, colleges, and foundations. An Ambassador is a key player in the Los Rios Foundation's development efforts, even if they do not personally make an "Ask." They share our mission in the community, tell stories of impact, and link new relationships to the district, colleges, and foundations. Every member of the Board of Directors naturally serves in this capacity as a leader of our organization. Examples of Ambassador activities may include inviting individuals to college activities, host a tour at one of our colleges, write thank you notes, place thank you calls, or make personal visits to thank key supporters.

ADVOCATE: An Advocate plays the critical role of making the case as to why support is needed. Advocates advance ideas by speaking to elected officials, groups and individuals about our efforts. Being an Advocate can be both, formal or informal, as they are strategic in sharing the case for support. Examples of Advocate activities may include participating on a speaker's bureau, sending out information to social networks to build awareness, or speaking with elected officials about issues important to community college students.

ASKER: An Asker can participate in a wide range of activities for the Los Rios district, colleges, or foundations. They partner with Ambassadors, Advocates and Los Rios staff to ask for support. Askers can write personal letters, make phone calls, or make personal visits to ask for a new or renewed gift to the Foundation. An Asker is a critical element to the AAA Board, as these individuals follow-up from the relationships build by Ambassadors and Advocates to secure important donations for the mission.

The Los Rios Foundation is dedicated to the Triple-A Board, which was designed by Kay Sprinkel Grace, as it aligns important strategic goals with the individual interests of the Board of Directors for the good of our mission.

OUR MISSION:

The mission of the Los Rios Foundation is to invest in the students of the
Los Rios Community Colleges
to help them achieve their aspirations through education.

Triple-A Board: Fiscal Year 2013-14 Priorities

AMBASSADOR: *Volunteer leader – Jim Allen*

1. Bring interested friends and acquaintances for a tour of our colleges or to a college activity.
2. Share names of those people and funding organizations who share our values and vision, and assist staff and other volunteers with review of these names.
3. Network with LRF board members and staff at other community events.

ADVOCATE: *Volunteer leader – Dave Younger*

1. Participate on the nominating committee to create a strategic recruitment plan and/or assist with the recruitment and enlistment of new board members.
2. Participate in program-based training about making the case for our organization to become informed Advocate.
3. Participate in strategic conversations about donor cultivation, involvement, solicitation strategies and assist development staff or others in enlisting volunteers to help with the financial resource development for the colleges and the entire district.

ASKER: *Volunteer leader – David Diepenbrock*

1. Initiate conversations with people for the purpose of assessing their interest in making a gift, and then report on those conversations to staff and board leadership.
2. Team up with staff or other volunteers to make personal calls on potential and current donors for the purpose of asking for a new or renewed gift.
3. Participate in visits to foundations, government agencies, or other institutional funders and be prepared to make the case for their new or continued investment in the LRF and LR colleges.

Board of Directors

Officers

David Younger, Chair (Principal Architect, Lionakis)

David Diepenbrock, Chair Elect (Principal, Diepenbrock Elkin)

James Allen, Vice Chair – Treasurer (Vice President, SAFE Credit Union)

Marty Katz, Vice Chair - Stewardship/Events (Manager, Business Tech Projects, SMUD)

Jean Foster, Immediate Past Chair (Jean Foster, C.P.A)

Beverly "Babs" Sandeen, President (Vice-Chancellor, Resource & Economic Development, LRCCD)

Kristin Frame, Secretary (Director, Institutional Advancement, Los Rios CC District)

Directors

Stephanie Bray (CEO/President, United Way)

Bryan Byrd (Director of Communications, Comcast)

Leslie Dougherty (Operations Manager, Mountain West Financial)

Mark R. Ingram (VP, Strategic Services, A. Teichert and Sons)

David Lowe (President / General Manager, KVIE Public Television)

Iain Marshall (Financial Advisor, Edward Jones)

Michelle Odell (Director of Public Affairs, Kaiser Permanente)

Theresa Paige (Principal, LPAS)

John Pappas (Owner, Inverness Equities LLC)

Marilyn Perry (Consultant)

Kelly Reynolds (Architect / Principal, Stafford King Wiese (Retired)

Kathy Steuer (Executive Director - Advanced Programs, Aerojet Rocketdyne)

Erica Taylor (VP, Communications & Community Development, Five Star Bank)

Maria Thomas (Sr. Director of Business Development, California Federation of Teachers)

Erik Winje (DPR Construction, Sr. Project Manager)

Ex Officio, Los Rios CC District

Brian King (Chancellor, Los Rios CC District)

Kay Albiani (Trustee, Los Rios CC District)

Pamela Haynes (Trustee, Los Rios CC District)

Kathryn Jeffery (President, Sacramento City College)

Debbie Travis (President, Cosumnes River College)

Rachel Rosenthal (President, Folsom Lake College)

Pamela Walker (Interim President, American River College)

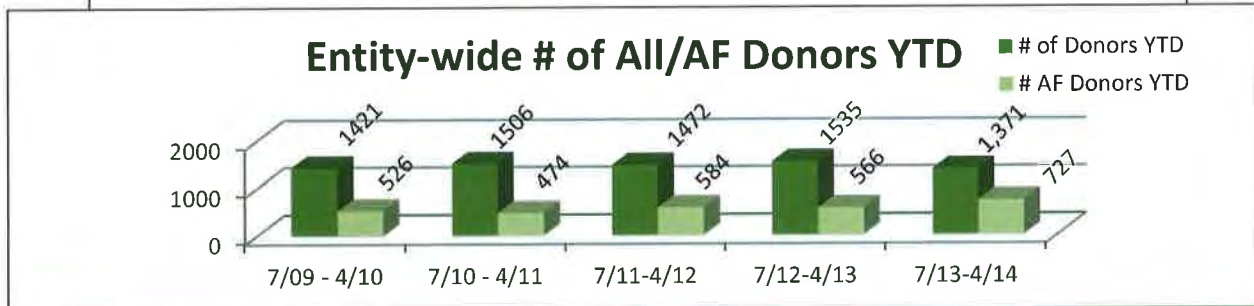
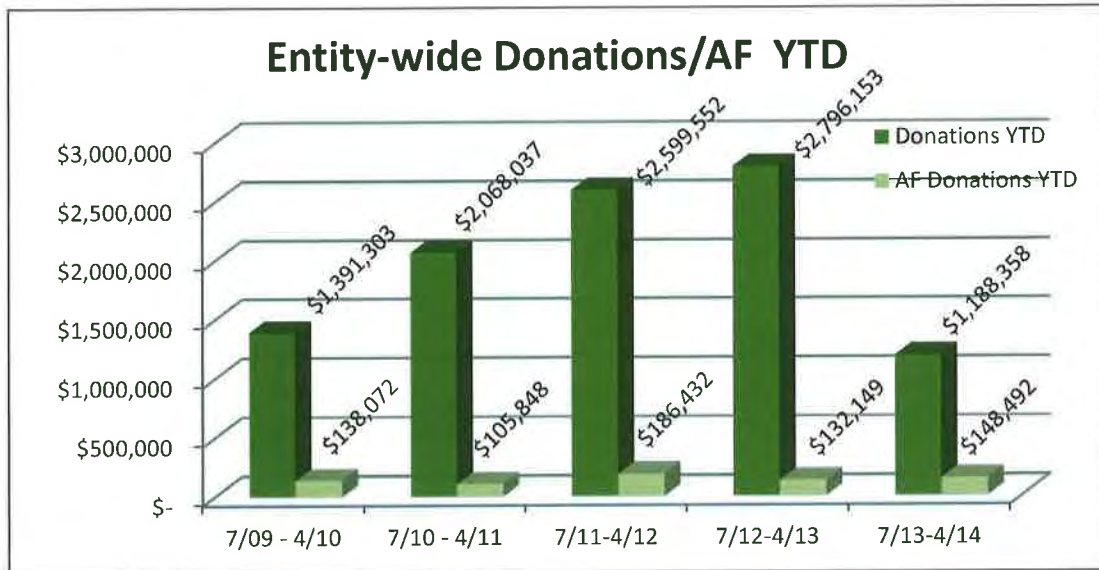
Directors Emeriti

Pat Canterbury (California State Engineer's Board (Retired)

Paul Carlton (California State Department of Developmental Services (Retired)

J.J. McClatchy (President, McClatchy Management Company)

Los Rios Foundation Advancement Dashboard



Top Gifts - ALL (YTD)

Gift Amount	Donor	Gift Date	Gift Type	College	Fund
\$ 96,000.00	The Andy Warhol Foundation for the Visual Arts, Inc.	1/17/2014	Gift-in-Kind	ARC	ARC Gifts in kind
\$ 53,200.00	Greater Sacramento New Car Dealers Association	4/8/2014	Cash	ARC	ARC Technical Education Div.
\$ 32,500.00	TestAmerica Laboratories	9/11/2013	Gift-in-Kind	SCC	SCC Misc Gift-In-Kind
\$ 30,000.00	The Robert S. and Star Pepper Foundation, Inc.	12/17/2013	Pledge Payment	FLC	FLC Visual & Performing Arts Center
\$ 26,000.00	The Robert S. and Star Pepper Foundation, Inc.	7/30/2013	Pledge Payment	FLC	FLC Arts Education Program for Children
\$ 25,000.00	Albert and Elaine Borchard Foundation Inc.	1/15/2014	Cash	ARC	ARC SummerWords
\$ 25,000.00	Wells Fargo Bank	2/19/2014	Cash	FLC	FLC Harris Center Sponsorship
\$ 25,000.00	Wells Fargo Foundation	9/16/2013	Cash	FLC	FLC Arts Education Program for Children
\$ 21,152.50	Carol J. Spurgeon	11/21/2013	Stock	SCC	SCC George S. and Jean Turpen Forbes Scholarship Endowment
\$ 18,750.00	Matthew L. Hansen Trust	4/17/2014	Cash	ARC	ARC Memorial

Top Gifts - ALL (Historical)

Gift Amount	Donor	Gift Date	Gift Type	College	Fund
\$ 1,597,500.00	The Andy Warhol Foundation for the Visual Arts, Inc.	9/28/2012	Gift-in-Kind	ARC	ARC Gifts in kind
\$ 1,375,000.00	Hulda M. Stone	4/26/2012	Cash	SCC	SCC Hulda Mae Stone Endowed Scholarship
\$ 350,000.00	Neva J. Cimaroli	1/19/2011	Cash	FLC	FLC Visual & Performing Arts Center
\$ 300,000.00	Sutter Health Sacramento Sierra Region	12/19/2003	Cash	LRF	LRF Unrestricted
\$ 250,000.00	Anonymous	8/25/2014	Cash	LRF	LRF Student Success/SCC Health
\$ 250,000.00	City of Folsom	12/17/2007	Pledge Payment	FLC	FLC Visual & Performing Arts Center
\$ 250,000.00	Molly M. Evangelisti	9/6/2006	Pledge Payment	ARC	ARC Culinary Arts & Hospitality Management Project
\$ 230,554.00	George Kambara	2/8/1988	Cash	SCC	SCC Dr. & Mrs. George Kambara Scholarship
\$ 223,300.00	Sutter Health Sacramento Sierra Region	6/5/2012	Cash	LRF	LRF Unrestricted
\$ 200,000.00	Charles F. Block	5/30/2000	Cash	SCC	SCC Charles F. Block Perpetual
\$ 200,000.00	City of Folsom	4/14/2011	Pledge Payment	FLC	FLC Visual & Performing Arts Center
\$ 200,000.00	Sutter Health Sacramento Sierra Region	5/5/2003	Cash	LRF	FLC City of Folsom Arts Endowment

5/21/2014

April 2014

4/2014 Gifts Over \$500 - ALL

Gift Amount	Donor	Gift Date	Gift Type	College
\$ 53,200.00	Greater Sacramento New Car Dealers Associati	4/8/2014	Cash	ARC
\$ 18,750.00	Matthew L. Hansen Trust	4/17/2014	Cash	ARC
\$ 10,000.00	Judith H. Leveque Caramagno	4/28/2014	Cash	FLC
\$ 5,000.00	The California Endowment	4/24/2014	Cash	SCC
\$ 3,000.00	Soroptimist International of Sacramento South	4/17/2014	Cash	SCC
\$ 2,000.00	Rotary Club of North Sacramento	4/8/2014	Cash	ARC
\$ 1,800.00	Pamela D. Walker	4/22/2014	Gift-in-Kind	ARC
\$ 1,428.57	Comstock Mortgage	4/24/2014	Pledge Payment	FLC
\$ 1,200.00	Intel Corporation Charitable Match Trust	4/17/2014	Cash	ARC
\$ 1,000.00	GenCorp Foundation	4/28/2014	Cash	FLC
\$ 1,000.00	Ann Sheehan	4/25/2014	Cash	ARC
\$ 1,000.00	Soroptimist International of Sacramento North	4/8/2014	Cash	ARC
\$ 1,000.00	Soroptimist International of Sacramento North	4/8/2014	Cash	ARC
\$ 1,000.00	Veterans of Foreign Wars of US	4/29/2014	Cash	SCC
\$ 500.00	Elaine R. Ader	4/11/2014	Cash	SCC
\$ 500.00	Jessica L. Black	4/28/2014	Cash	ARC
\$ 500.00	Stephen M. Epler	4/8/2014	Cash	ARC
\$ 500.00	Patricia Fletcher	4/9/2014	Cash	FLC
\$ 500.00	FYI Telecommunications, INC	4/17/2014	Cash	FLC
\$ 500.00	George F. Gamble	4/7/2014	Cash	CRC
\$ 500.00	Mulvaney's B & L	4/4/2014	Pledge Payment	ARC
\$ 500.00	Monica Pactol	4/28/2014	Cash	FLC
\$ 500.00	Mary Palacios	4/30/2014	Cash	FLC
\$ 500.00	Hyman Pryluck	4/15/2014	Cash	SCC
\$500.00	Joyce R. Schaeuble	4/29/2014	Cash	SCC
\$500.00	Glenn Tilton	4/21/2014	Cash	SCC