



## NCCCF Board Meeting Agenda

**Tuesday, October 4<sup>th</sup>, 2016 10:00 a.m.-3:00 p.m.**

*Location: The Westin San Diego Gaslamp District 910 Broadway Cir, San Diego, CA 92101*

*Dial in: 1-719-785-4469 Passcode: 973486*

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*Coffee served beginning at 10:00 a.m.*

- I. Call to Order ..... George Boodrookas
- II. Board Member Updates: Celebrating Success ..... All
  - i. Welcome new members and honoring long-standing service
- III. Recurring Business
  - i. Approval of June 2016 Minutes (\* and \*\*) ..... George Boodrookas
  - ii. Financial Report (\* and \*\*)..... Melinda Silverstein
    - 1. Financial Statements and FY16 Forecast as of August 31, 2016
  - iii. 2016-2017 Membership Report (\*\*).....Nancy Pryor
  - iv. Governance (\*).....George Boodrookas
    - 1. Philanthropist of the Year Committee Chair Appointment
- IV. Reports and Updates
  - i. Foundation for California Community Colleges Update (\*\*)..... Keetha Mills
  - ii. NCCCF Year in Review (\*\*)..... Nancy Pryor
  - iii. Board Activities and Responsibilities Calendar (\*\*)..... Nancy Pryor
  - iv. California Guide to the Conference for Community College Advancement (\*\*)
    - 1. California-specific breakout sessions.....Lisa Brooks
    - 2. California Reception..... Sheri Horn-Bunk
  - v. Board Planning .....George Boodrookas
    - 1. 2016-2017 Advocacy Opportunities (\*\*)
  - vi. College Promise Campaigns (\*\*).....Shannon Hill

*Lunch is served*

- V. NCCCF Strategic Goals Identification and Prioritization..... George Boodrookas
- VI. NCCCF Services Update
  - i. NCCCF Best Practices Member Resources.....Nancy Pryor
    - 1. Strategies for increased utilization of online portal
    - 2. Prioritizing additional areas of interest

\* Action Item

\*\* Handout



3. Opportunities for integration with the Professional Learning Network
- ii. Professional Development Update.....Christina Romero
  1. Regional Calendar
- VII. General Board Comments/Questions .....All
- VIII. Meeting Adjournment.....George Boodrookas

#### Evening Activities

1. The NCCCF Board is invited to a **joint reception with CASE Center for Community College Advancement Advisory Council** from 4:30 p.m.-5:30 p.m. Get to know national colleagues and the enhanced CASE member benefits available through your memberships.
2. Then, at 6:00 p.m. join board colleagues for a casual, no-host **dinner at Currant American Brasserie**, 140 W. Broadway. Meet in the lobby at 5:50 p.m. to walk the short 2 blocks to the restaurant.

#### 2016 Board Meeting Schedule & Upcoming Events

##### Upcoming Board Meetings:

- i. Wednesday, November 16<sup>th</sup> 9:00 a.m. to 2:00 p.m. at the Riverside Convention Center, Meeting Room 7 in Riverside
- ii. Tuesday, February 21<sup>st</sup> 10:00 a.m. to 3:00 p.m. at Santa Ana College Foundation Board Room S-215 1530 W. 17<sup>th</sup> St. Santa Ana, CA 92706

##### Upcoming Conferences:

- iii. CCLC (Community College League of California) Convention November 17-19, 2016 at the Riverside Convention Center in Riverside, CA



## NCCCF Board Meeting Minutes

Thursday, June 23<sup>rd</sup>, 2016 10:00 a.m.-3:00 p.m.

Location: Fireside Room, Sierra College, 500 Rocklin Road, Rocklin, CA 95677

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### I. Call to Order

President Fogerson called the meeting to order at 10:08 a.m.

In attendance was Sonbol Aliabadi, Bobbi Abram, George Boodrookas, Lisa Brooks, Amy Cardullo, Ken Cooper, Linda Fogerson, Tim Foster, Sheri Horn Bunk, Robert Schwartz, and Keetha Mills. Nancy Pryor attended as a staff representative. Attending telephonically was Kyle Hyland. Guest Noelle Calvert, Development Director for Sierra College Foundation, was also in attendance.

Christina Romero, Melinda Silverstein, and Don Rickner, Shannon Hill, Dianne Van Hook, and Murray Wood were absent.

### II. Board Member Updates: Celebrating Success

NCCCF Board Members each shared successes and organizational updates from their respective organizations.

Sierra College President Willy Duncan welcomed the group, shared current community outreach for a potential future bond campaign, provided an update on “Maker Space” activities house at the college, and touted recent successes of the Sierra College Foundation.

### III. Recurring Business

#### i. Approval of February 2016 Minutes

A motion to approve the minutes from the February 16, 2016 as made by Keetha Mills and seconded by Amy Cardullo. The motion passed unanimously.

#### ii. Financial Report

Treasurer Boodrookas reported on the financial statements for the ten months ending April 30 2016. The Network ended this ten month period with a net income of \$18,767 and assets of \$17,295. The 2016 fiscal year is projected to end with \$22,718 in net income and \$21,246 in projected net assets. The fiscal year 2016 budget reflects the significant steps taken by the board to address the budget shortfall and build a reserve. Increased membership fees that more closely align with CASE have stabilized the organization’s finances and positioned the organization for growth. However, the organization requires significantly more staffing than is currently budgeted.

The budget for the 2016-2107 fiscal year reflect the commensurate increase in NCCCF dues to align with CASE dues increases of less than 7%. Membership revenues are projected to increase by securing three new members. Conference fees from CASE are projected to increase by securing 7 more attendees. Total revenues are budgeted



at \$170,950. Total Expenses are budgeted at \$158,382, allowing the organization to continue to build reserves.

A motion to accept the income statement and approve the fiscal year 2016 budget was made by Sheri Horn Bunk and seconded by Ken Cooper. The motion passed unanimously.

iii. Governance Committee Nominations

Amy Cardullo provided a recap of the 2016 member at-large nomination process and the slate of office nominations. Seven nominations were received for ten open positions. The Governance Committee evaluated nominees by guiding principles adopted in 2015. Nominations were reviewed according to the candidate's ability be an effective advocate for successful models of advancement with the California Community Colleges, alignment with the goals and objectives of the Network, experience within California Community Colleges (as an indicator of their ability to serve as effective advocates for increased support of advancement with the California Community Colleges), potential contributions to Network's resource development and programming, and overall quality of the application.

George Boodrookas, Executive Director, Modesto Junior College Foundation; Lisa Brooks, Executive Director, Glendale College Foundation; Melinda Silverstein, Executive Director, Cabrillo College Foundation; and Murray Wood, Chief Development Officer, College of the Canyons Foundation are nominated for additional three year terms, which would conclude in 2020.

Selina Chi, Senior Director of Foundations, Los Angeles Community College District; Cindy Goga, Executive Foundation Director, Contra Costa Community College District; and Geoff Green, CEO, Santa Barbara City College Foundation are nominated for open positions. Selina Chi is eligible for appointment after a one year absence from the board.

The nominees for the 2016-17 NCCCF Board Officers are:

President: Robert Schwartz, Executive Director, Los Angeles City College Foundation

Vice President: George Boodrookas, Executive Director, Modesto Junior College Foundation

Treasurer: Melinda Silverstein, Executive Director, Cabrillo College Foundation

Secretary: Sonbol Aliabadi, Executive Director, Sierra College Foundation

The board discussed the nominations and the background of the nominees.



A motion to accept the slate of nominations was made by Lisa Brooks and seconded by Tim Foster. The motion passed unanimously.

The Governance Committee also requested the 2016 Board President appoint two new members to the Governance Committee for the 2016-2017 year to replace Bobbi Abram and Amy Cardullo. For the following year, Cardullo encouraged the future committee to employ peer-to-peer cultivation strategies to attract community college fundraisers with significant experience, especially in Northern California, to maintain the regional diversity of the board.

#### iv. 2016-2017 Membership Report

Nancy Pryor shared the 2016-17 membership drive plans, including updates to the membership tracking processes that will reduce the amount of data entry required by current members that require no changes to their staff roster or contract information. The Foundation has adopted Salesforce as a relationship management platform and has identified new business processes associated with the renewal.

Membership benefits through CASE have either increased and been renamed or repackaged.

Network board members discussed the value of communicating the new membership benefits and continuing to hold regional collaborative groups to foster camaraderie among members. A series of membership benefits webinars, planned in coordination with CASE, will be held in July in advance of the membership renewal notices.

### IV. Reports and Updates

#### i. Foundation for California Community Colleges Update

Keetha Mills informed the Network on the current search process for a state Chancellor, a number of final candidates have been interviewed by the search party and the Board of Governors is expected to move forward with a finalist at the next meeting.

##### 1. CollegeBuys Partnership Opportunities

J.C. Sales, Director of Collaborative Services, from the Foundation for California Community Colleges attended the meeting telephonically to give a presentation CollegeBuys Partnership Opportunities. A new service named California Connects which will allow students access to low-cost mobile internet for only \$20 per month. The Foundation seeks to make students aware of the new service and is recruiting collaborative partners like the Network to assist in marketing the device in exchange for monthly, recurring



unrestricted revenue-sharing. Sonbol Aliabadi volunteered to work with the Foundation to vet the opportunity.

## 2. CCC Foundation Benchmarking Survey Results

Nancy Pryor shared an update on an aligned Foundation Benchmarking Survey. Commissioned by Butte College in order to prioritize limited resources for future growth, the survey benchmarked the Butte College Foundation against ten self-identified peers. College foundations that participated in the study will receive a copy of the results. A committee of three high-performing Foundation Executive Directors reviewed the benchmarking data collected by Nancy Pryor and provided recommendations for Butte College based on their experience. Specific recommendations were provided to Butte Foundation at a joint session between the Foundation Board of Directors and Butte College Board of Trustees. This survey could lay the groundwork for future fee-for-service work benefiting California Community College foundations. The board members responded to survey design and specific questions in the survey and applauded the completion of the survey.

## ii. Conference for Community College Advancement

### 1. California-specific breakout sessions

Lisa Brooks discussed the California-specific breakout sessions schedule for the CASE Conference for Community College Advancement taking place in October. One session addresses templates for maximizing consultants and the second will cover the role of the Foundation supporting a bond measure.

### 2. California Reception

Sheri Horn-Bunk shared plans for the annual California Reception event held at the CASE Conference, including location, vision and sponsorship outreach plans.

## iii. Board Activities and Responsibilities Calendar

Nancy Pryor shared the board activities and responsibilities calendar for 2016-17.

## iv. Board Planning

Linda Fogerson shared the board meeting calendar, committee appointments, and advocacy opportunities. Robert Schwartz gathered interest from board members in fiscal year 2017 committee areas, and will follow up individually with each board member for future services.

# V. Strategic Plan Ad Hoc Committee Reports – Fiscal Year 16 Accomplishments



Chairs of each committee provided an update for each committee or, if absent, Nancy Pryor read a written report of progress.

Shannon Hill, Chair, provided this written report on behalf of the **Finance/Resource Development Committee**. Key Accomplishments of the Finance/Resource Development Committee included:

- Created and finalized a case for support, began sharing with potential funders
- Enlisted the help of a committee to assist with planning for the NCCCF reception and help reach out for sponsorships.
- Kept membership dues in alignment with CASE expenses to maintain stability of the organization while delivering quality professional development services
- Working with the Treasurer and the Foundation to build a reserve.

Ongoing tasks on the committee include: Identify current vendors used by the California Community College Foundations for potential aggregate services agreements or sponsorships, differentiate membership benefits between affiliate members and sponsors, continue to identify and pursue opportunities to diversify revenue.

Don Rickner, Chair, provided this written report on **Best Practices Committee**. “A year ago we announced a goal of integrating the Community College Foundations Manual into an attractive, user friendly NCCCF website hosted by the FCCC. Thanks to the staff at the FCCC, and most especially to Nancy Pryor, that goal has been achieved. The NCCCF Best Practices Committee member and others have contributed fresh documents to supplement the Manual. I encourage you to go to the “Document Exchange” and explore it for two purposes. First, I believe you will find, even in many of the old documents, resources you will want to use. Second, you will see gaps in the Exchange which you can fill by sharing your documents. Just send them, electronically, to Nancy. Here is the link to the Document Exchange: <http://ncccfweb.org/Resources/DocumentExchange.aspx>”

Ongoing tasks: Looking ahead, we need to again assess where we stand and what we can accomplish before the conference this year. As I look at the Document Exchange I think we now have a very usable format. Now we need to spend our time in reviewing what is and is not in the Exchange and set goals for the coming months to add more resources to the existing format. To that end, I or my successor, can call a teleconference meeting of the 2016-2017 membership of the Committee to identify key gaps and a strategy to secure the needed documents to fill the identified gaps.

Christina Romero, Chair, provided this report for **the Professional Development Committee**. This year, we met goals of hosting at least two NCCCF professional development roundtables. We are planning an NCCCF membership call to share best



practices around scholarship promise programs and coordinating with regional college hosts to plan and execute a financial and investment management seminar.

Ongoing tasks: Vett effective strategies to engage CEOs, solicit hosts for at least two additional professional development roundtables, coordinate and submit session proposals addressing fundraising best practices to system-wide conferences.

## **VI. Strategic Plan Implementation**

- i. Incoming President Robert Schwartz shared comments on the organization's future emphasis. The incoming President will review committee assignments and committee progress on strategic goals and will ask the board to prioritize and make recommendations for FY17 implementation format in the next meeting. Advocacy will be an area of increased importance in future work.

## **VII. Meeting Adjournment**

A motion to adjourn the meeting was made by Amy Cardullo, Keetha Mills seconded the motion. The motion passed unanimously, and the meeting was adjourned at 2:45 p.m.





**NCCCF Income Statement**  
**For the Two Months Ended 08/31/16**

Account Description	YTD Actual Through: 08/31/16	FY2017 Forecast	FY2017 Budget	Forecast vs Budget Variance
<b>Revenues</b>				
NCCCF Membership Dues	3,225	95,450	95,450	-
Conference Fees from CASE	-	14,000	14,000	-
Event Fees and Sponsorships	-	8,500	8,500	-
Subsidy from FCCC	8,333	50,000	50,000	-
Miscellaneous & Interest Income	210	3,000	3,000	-
<b>Total Revenues</b>	<b>11,768</b>	<b>170,950</b>	<b>170,950</b>	<b>-</b>
<b>Expenses</b>				
Personnel (Salary & Benefits)	4,101	30,000	30,000	-
Tax Return Preparation		1,050	1,050	-
Insurance		2,450	2,450	-
Other Expenses		1,000	1,000	-
Conference and Board Meetings		7,100	7,100	-
Case Membership Dues		95,600	95,600	-
Admin Support Expense - 15%	615	6,240	6,240	- (a)
<b>Total Expenses</b>	<b>4,716</b>	<b>143,440</b>	<b>143,440</b>	<b>-</b>
<b>Net Income/(Loss)</b>	<b>7,052</b>	<b>27,510</b>	<b>27,510</b>	<b>-</b>
<b>Net Assets as of 06/30/16</b>	<b>27,982</b>	<b>27,982</b>		
Net Income/(Loss)	7,052	27,510		
<b>Net Assets as of 08/31/16</b>	<b>35,034</b>			
<b>Projected Net Assets as of 06/30/17</b>		<b>55,492</b>		

**NCCCF Balance Sheet**  
**As of: 08/31/16**

Assets	Amount
Accounts Receivable - Third Parties	14,600
Cash held by FCCC	38,469
<b>Total Assets</b>	<b>53,069</b>
<b>Liabilities</b>	
Deferred Revenue	18,035
<b>Net Assets</b>	
Net Assets as of 06/30/16	27,982
Increase/(Decrease) in Net Assets	7,052
<b>Net Assets as of: 08/31/16</b>	<b>35,034</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>53,069</b>

**NCCCF Income Statement Notes**

**Variance Analysis**

(a) Admin fee is calculated based on 15% on all expenses incurred with the exception the CASE membership dues.



## NCCCF 2016-2107 Membership Outreach Plan

As of October 3, 2016

### Early 2016-2017 Membership Results

15 Foundations have joined the Network of California Community College Foundations for a total of \$23,200 in membership revenue.

- One new member to date: Gavilan College

### 2016-2017 Membership Cycle Update

- Membership include dual membership in the Council for Advancement and Support of Education (CASE). **Membership benefits include:**
  - Collegial Collaboration and Advocacy through the Network of California Community College Foundations **list serve** [List\\_NCCCF\\_directors@foundationccc.org](mailto:List_NCCCF_directors@foundationccc.org), **regional roundtable events** and **online resource portal**. Members can use [www.ncccfweb.org](http://www.ncccfweb.org) to share job postings, access sample policies, and get information about upcoming events.
  - Dual membership in CASE, including:
    - Significantly expanded CASE membership benefits – which includes a digital subscription to CASE's *Currents* magazine, **free access to webinars**, white papers, and research tools, and more.
    - Membership benefits are available for **all staff members** of the college and the foundation
    - **\$500 discount** to the annual Conference on Community College Advancement, exclusive to Network Members
- The Network is now tracking membership renewals through Salesforce, a cloud-based customer relationship management tool. This will reduce the amount of paperwork members are asked to complete and allow for a more robust online membership module. Establishing the new communication training and internal business process took a little longer than anticipated, but staff are moving quickly to communication with each Foundation throughout the state and make up lost time.
- **Additional communication is already scheduled** in early October to finalize membership commitments before reconciling with CASE on October 30<sup>th</sup> 2016.
- **Weekly updates** will provided to the NCCCF Membership Lead, Vice President George Boodrookas, to ensure we meet membership goals (representing 78 colleges).

### 2016-2017 Membership Rates

Full-time Equivalent (FTE) Enrollment	4,999 or below	5,000-9,999	10,000-19,999	20,000 or more
 <b>NCCCF + CASE Annual Membership</b> Your exclusive California rate	<del>\$ 1,755</del> <b>\$ 800</b> Save \$ 955	<del>\$ 2,515</del> <b>\$ 1,125</b> Save \$ 1,390	<del>\$ 3,290</del> <b>\$ 1,450</b> Save \$ 1,840	<del>\$ 4,040</del> <b>\$ 1,750</b> Save \$ 2,290



**Network of California  
Community College  
Foundations**

Over *25 Years*  
Supporting Advancement

### **2016-2017 Members**

1. Bakersfield College Foundation
2. Butte College Foundation
3. Cabrillo College
4. Chaffey College Foundation
5. Coastline Community College Foundation
6. College of the Canyons Foundation
7. Gavilan College Educational Foundation
8. Los Rios Community College District, on behalf of
  - a. Folsom Lake College Foundation
  - b. Consumes River College Foundation
  - c. American River College Foundation
  - d. Sacramento City College Foundation
9. MiraCosta College Foundation
10. Modesto Junior College Foundation
11. Columbia College Foundation
12. Mt. San Jacinto College Foundation
13. Pasadena City College Foundation
14. Victor Valley College Foundation
15. West-Valley Mission Advancement Foundation, on behalf of
  - a. Mission College
  - b. West Valley College



**Not yet renewed (additional outreach scheduled)**

1. Allan Hancock College Foundation
2. Antelope Valley College Foundation
3. Cerritos College Foundation
4. Cerro Coso Community College Foundation
5. Citrus College Foundation
6. City College of San Francisco Foundation
7. College of Marin Foundation
8. College of the Desert Foundation
9. College of the Sequoias Foundation
10. College of the Siskiyous
11. Columbia College Foundation
12. Contra Costa College Foundation
13. Copper Mountain College Foundation
14. Crafton Hills College Foundation
15. Cuesta College Foundation
16. Diablo Valley College Foundation
17. East Los Angeles College Foundation
18. El Camino College Foundation
19. Feather River College Foundation
20. Foothill-De Anza Foundation
21. Foundation for Grossmont and Cuyamaca Community Colleges
22. Foundation for Santa Barbara City College
23. Friends of Chabot College
24. Glendale College Foundation
25. Hartnell Community College Foundation
26. Irvine Valley College Foundation
27. Lake Tahoe Community College Foundation
28. Las Positas College Foundation
29. Long Beach City College Foundation
30. Los Angeles City College Foundation
31. Los Angeles Harbor College Foundation
32. Los Angeles Southwest College Foundation
33. Los Angeles Valley College Foundation
34. Los Medanos College Foundation
35. Merced College Foundation
36. Modesto Junior College Foundation
37. Monterey Peninsula College Foundation
38. Moorpark College Foundation
39. Mt. San Jacinto College Foundation
40. Mt. San Antonio College Foundation
41. Ohlone College Foundation
42. Orange Coast College Foundation
43. Oxnard College Foundation
44. Palomar College Foundation
45. Pasadena City College Foundation
46. Peralta Colleges Foundation



## Network of California Community College Foundations

Over *25 Years*  
Supporting Advancement

47. Rio Hondo College Foundation
48. Riverside Community College District Foundation
49. Saddleback College Foundation
50. San Bernardino Valley College Foundation
51. San Diego Mesa College Foundation
52. San Jose Evergreen Community College District Foundation
53. San Mateo Community Colleges Foundation
54. Santa Ana College Foundation
55. Santa Monica College Foundation
56. Santiago Canyon College Foundation
57. Sierra College Foundation
58. Southwestern College Foundation
59. State Center Community College Foundation
60. Taft College Foundation
61. Ventura College Foundation
62. Victor Valley College Foundation
63. West Hills Community College Foundation
64. West Valley-Mission Advancement Foundation
65. Yuba Community College District Foundation

### Non-members

1. Porterville College Foundation
2. Barstow College Foundation
3. Golden West College Foundation
4. College of the Redwoods Foundation
5. Cypress College Foundation
6. Fullerton College Foundation
7. Imperial Valley College Foundation
8. Lassen College Foundation
9. Los Angeles Mission College Foundation
10. Los Angeles Trade-Tech College Foundation
11. Foundation for Pierce College
12. West Los Angeles College Foundation
13. Mendocino-Lake Community College Foundation
14. Napa Valley College Foundation
15. Palo Verde College Foundation
16. Miramar College Foundation
17. San Diego City College Foundation
18. San Joaquin Delta College Foundation
19. Santa Rosa Junior College Foundation
20. Shasta College Foundation
21. Solano College Educational Foundation



### Goal 1: Students

Expand student **access**, **success**, and educational and career **outcomes** through the promotion of student-centered resources and tools.

### Goal 2: Community Colleges

Strengthen Community Colleges by providing access to shared **resources**, simplified **processes**, and innovative, scalable, and sustainable **programs**, **services**, and **solutions**.



### Students and Community Colleges

#### *FY2016 Summary Accomplishments*

- Increased support for student success, workforce development, and student services by 40% to ~\$10 million
- Increased savings for colleges, students, faculty, and staff by 10% to over \$22 million
- Added 11 new CollegeBuys product and service offerings for a total of 63 current offerings





## Students and Community Colleges

### *FY2016 Summary Accomplishments*

- Facilitated over 100,000 students in work-based learning experiences, providing over \$1.5 million in student pay
- Served 35,000 faculty, staff, and at-risk students providing student mental health and foster youth support services
- Increased access to food benefits for students through a new Fresh Success Employment and Training program



## Students and Community Colleges

### *FY2017 Summary Goals*

- Maintain focus on key system-wide initiatives: student success, workforce development, student services
- Leverage higher education partnerships to expand CollegeBuys
- Expand and scale work-based learning opportunities for students through technology
- Scale Fresh Success to increase participation and serve more students statewide





### Goal 3: Community College Foundations

Promote **collaboration** among, and bolster the **capacity** of, Community College foundations to support local fundraising efforts.



FOUNDATION for CALIFORNIA  
COMMUNITY COLLEGES

### Community College Foundations

#### *FY2016 Summary Accomplishments*

- Provided \$50k in financial and staff support for the Network of California Community College Foundations (Network)
- Developed a capacity-building case for support and piloted a fee-for-service benchmarking survey
- Launched an online resource for local college foundation best practices
- Facilitated improvement of overall financial standing, effectiveness, and impact of Network goals



FOUNDATION for CALIFORNIA  
COMMUNITY COLLEGES

## Community College Foundations

### *FY2017 Summary Goals*

- Improve overall effectiveness of local community college foundations by increasing capacity-building support for the Network of California Community College Foundations
- Enhance advocacy efforts with System and college leadership promoting the importance of Community College fundraising at the local and statewide level



## Goal 4: The California Community College System

Further the missions and goals of the California Community Colleges and the statewide Chancellor's Office by **expanding and diversifying resources**.



## The California Community College System

### ***FY2016 Summary Accomplishments***

- Provided ~\$250k to support Chancellor's Office and BOG activities
- Integrated the work of the Success Center for California Community Colleges with the Institutional Effectiveness Partnership Initiative
- Aligning workforce development programs and services with Strong Workforce Program recommendations
  - work-based learning
  - regional alignment
  - college and career readiness

## The California Community College System

### ***FY2016 Summary Accomplishments***

- Positioned CollegeBuys to represent the System in intersegmental group purchasing
- Expanded endowment management services
- Enhanced and accelerated System priorities
  - California Apprenticeship Initiative
  - FUSION
  - GIS
  - Here to Career
  - Student Mental Health Services
  - Step:Forward
  - Communications strategies for tech initiatives

## The California Community College System

### *FY2017 Summary Goals*

- Attract diversified funding to accelerate System initiatives through the Success Center
- Integrate workforce development tools and services with statewide technology tools
- Pursue new opportunities to build on past system-wide accomplishments through communications, technology, and program management
- Provide ~\$250k to support Chancellor's Office and BOG activities



## Goal 5: Foundation Infrastructure

Foster a culture of **excellence, integrity, shared leadership**, and **shared success** to provide high-quality infrastructure, elevate the organizational profile, and exceed constituent expectations.



## Foundation Infrastructure

### ***FY2016 Summary Accomplishments***

- Moved to new office location on time, on budget, and with minimal disruption
- Grew brand recognition and organizational reputation for financial prudence, innovation, and action
- Improved employee engagement, alignment, and morale with employee survey scores averaging above 4 out of 5



## Foundation Infrastructure

### ***FY2016 Summary Accomplishments***

- Submitted over 90 new grant and contract proposals with an 82% application success rate
- Achieved over \$20 million in new business opportunities
- Generated ~\$30 million in total revenue with ~85 cents of every dollar supporting program and service delivery
- Grew operating reserves to over \$2.4 million at year end





## Foundation Infrastructure

### *FY2017 Summary Goals*

- Capitalize on our momentum as the go-to hub for system-wide programs and projects to benefit more students and colleges
- Maintain adequate and cost-effective back office support resources for continued growth
- Generate at least ~\$33 million in total revenue with ~85 cents of every dollar directly supporting program and service delivery
- Grow operating reserves to over \$3 million



## Building on Our Momentum

- Increased overall year-over-year impact
- Beat or achieved virtually all annual plan metrics
- Increasing strategic alignment with System needs and priorities
- Growing partnerships with key constituents
- Record year of new business opportunities with greater balance of cost recovery, reserve growth, and mission impact



Thank you



## NCCCCF Board of Directors 2016-2017 Calendar

The following table reflects the annual key dates for the operation of the Network.

*Note: Advocacy activities (i.e., presentations at community colleges conferences) and work of the strategic plan ad hoc committees are not included in this document.*

DATE	Activities	Lead	PROGRESS
October 2016	<p><b>Board</b> Quarterly Board Meeting</p> <p>Executive Committee convenes to review November meeting agenda</p> <p><b>Committees</b> Bernard Osher Philanthropist of the Year Committee  <ul style="list-style-type: none"> <li>✓ Select and notify recipient</li> <li>✓ Order &amp; ship award</li> </ul> </p> <p><b>ACCOUNTING</b> Create financial statements as of 9/30/15</p> <p><b>Conference</b> Conference for Community College Advancement  <ul style="list-style-type: none"> <li>✓ California Colleagues Reception October 5</li> <li>✓ California-specific breakfast sessions held Oct. 6 &amp; 7</li> <li>✓ <b>Volunteer NCCCCF board members host/facilitate breakout sessions</b></li> <li>✓ 2017 conference planning committee representatives selected</li> <li>✓ Consider surveying attendees for feedback on California-specific activities</li> </ul> </p> <p><b>Membership</b>  <ul style="list-style-type: none"> <li>✓ Board member outreach to non-renewing members</li> <li>✓ Continued communication with prospective members</li> <li>✓ Reconcile with CASE (by October 31)</li> </ul> </p>	<p>Board of Directors</p> <p>Executive Committee</p> <p>Philanthropist of the Year Committee/FCCC Staff</p> <p>FCCC Finance Staff</p> <p>Board of Directors/FCCC Staff</p> <p>FCCC Staff/NCCCCF Vice President</p>	





	<b>ACCOUNTING</b> <ul style="list-style-type: none"> <li>✓ Draft FY18 Budget and FY18 Membership Model</li> <li>✓ Prepare financial statement ending in 11/30/16</li> </ul> <b>Fundraising</b> <p>Corporate Partnership Program</p> <ul style="list-style-type: none"> <li>✓ Benefit Fulfillment (as required)</li> <li>✓ Create list of 2018 prospects</li> </ul> <p>Approach prospective capacity-building funders for grant support</p>	<p>FCCC Finance Staff</p> <p>Resource Development Committee/FCCC Staff</p> <p>Resource Development Committee/FCCC Staff</p>	
<b>January 2017</b>			
	<b>Conference</b> <p>Proposals accepted for presentations at the Annual Conference for Community College Advancement</p> <ul style="list-style-type: none"> <li>✓ Communicate proposal period with general membership</li> </ul> <b>Professional Development</b> <ul style="list-style-type: none"> <li>✓ Hold regional roundtables</li> </ul>	<p>FCCC Staff</p> <p>Professional Development Committee</p>	
<b>February 2017</b>			
	<b>Board</b> <p>Quarterly Meeting of the Board of Directors</p> <b>Conference</b> <p>Conference for Community College Advancement planning committee meets, accepts session nominations</p> <b>Fundraising</b> <p>Corporate Partner Outreach</p> <ul style="list-style-type: none"> <li>✓ Identify Prospects</li> <li>✓ Submit Proposals</li> </ul>	<p>Board of Directors</p> <p>CASE Conference Planning Committee</p> <p>Resource Development Committee/FCCC Staff</p>	
<b>March 2017</b>			
	<p>Governance Committee</p> <ul style="list-style-type: none"> <li>✓ Review criteria and process for nominations for at-large directors, executive committee positions, and board officer positions</li> <li>✓ Communicate with board members up for re-nomination</li> </ul> <b>Accounting</b> <ul style="list-style-type: none"> <li>✓ Prepare FY18 Budget</li> </ul>	<p>Governance Committee</p> <p>Treasurer/ FCCC Finance Staff</p>	

	<p><b>Conference</b> Finalize California-specific activities</p> <ul style="list-style-type: none"> <li>✓ Reception location &amp; pricing</li> <li>✓ Breakfast session topics</li> </ul> <p><b>Membership</b></p> <ul style="list-style-type: none"> <li>✓ Develop membership outreach communication collateral</li> </ul> <p><b>Fundraising</b> Corporate Partner Outreach</p> <ul style="list-style-type: none"> <li>✓ Invoicing</li> </ul>	<p>Planning Committee</p> <p>Vice President/FCCC Staff</p> <p>Resource Development Committee/FCCC Staff</p>	
<b>April 2017</b>			
	<p><b>Committee</b> Governance Committee</p> <ul style="list-style-type: none"> <li>✓ Open nomination period</li> <li>✓ Review nominations</li> <li>✓ Develop slate of officers and executive committee positions and at-large member nominations</li> <li>✓ Annual review of MOUs and agreements in place with FCCC and CASE</li> </ul> <p><b>Conference</b></p> <ul style="list-style-type: none"> <li>✓ Planning for Conference Communication Cycle &amp; NCCCCF Reception</li> </ul> <p><b>Fundraising</b> Corporate Partner Outreach</p> <ul style="list-style-type: none"> <li>✓ Invoicing</li> </ul>	<p>Governance Committee</p> <p>Volunteer Working Group/FCCC Staff</p> <p>Resource Development Committee/FCCC Staff</p>	
<b>May 2017</b>			
	<p><b>Board</b> Executive Committee convenes (late May) to review June meeting agenda, including:</p> <ul style="list-style-type: none"> <li>✓ Recommendations at-large board of directors members</li> <li>✓ Financial Statements</li> <li>✓ Proposed FY18 Budget</li> </ul> <p><b>Committee</b> Governance Committee</p> <ul style="list-style-type: none"> <li>✓ Submit slate of officers to Board of Directors</li> </ul>	<p>Executive Committee</p> <p>Governance Committee</p>	



	<b>Professional Development</b> <ul style="list-style-type: none"> <li>✓ Regional Roundtable</li> </ul>	NCCCCF Board Volunteer host	
	<b>Membership</b> 2017-2018 Membership Renewal <ul style="list-style-type: none"> <li>✓ Email Communication</li> <li>✓ Invoicing</li> <li>✓ Hold at least 2 joint member benefits webinars in conjunction with CASE</li> <li>✓ Early bird rate expires mid-August</li> </ul>	FCCC Staff: Nancy Pryor/Marketing Team	
	<b>Fundraising</b> Corporate Partner Outreach	Resource Development Committee	
<b>August 2017</b>			
	<b>Accounting/Legal</b> <ul style="list-style-type: none"> <li>✓ Renew D&amp;O Insurance</li> </ul>	FCCC Staff	
	<b>Marketing</b> <ul style="list-style-type: none"> <li>✓ Hold at least 2 joint member benefits webinars in conjunction with CASE</li> </ul>	NCCCCF Board Volunteer hosts, coordinated by FCCC Staff	
	<b>Committees</b> Bernard Osher Philanthropist of the Year Committee <ul style="list-style-type: none"> <li>✓ Review and select recipient(s)</li> <li>✓ Notify honoree</li> </ul>	Bernard Osher Philanthropist of the Year Selection Committee	
	<b>Conference</b> Promote CASE Conference Registration & California-specific activities <ul style="list-style-type: none"> <li>✓ Activate online registration for California Reception</li> <li>✓ Early bird registration rate expires mid-August</li> </ul>	FCCC Staff: Nancy Pryor/Kyle Hyland	
	<b>Membership</b> Review initial results of membership renewal efforts <ul style="list-style-type: none"> <li>✓ Board member outreach to non-renewing members</li> <li>✓ Continued communication to foundations who had not yet responded</li> <li>✓ Facilitate invoicing and membership tracking</li> </ul>	Vice President/Board of Directors/FCCC Staff	
	<b>Fundraising</b> Corporate Partner Outreach	Resource Development Committee/Nancy Pryor	

	<ul style="list-style-type: none"> <li>✓ Invoicing</li> <li>✓ Benefit Fulfillment</li> </ul>		
<b>September 2017</b>			
	<p><b>Board</b> Executive Committee convenes to review October meeting agenda</p> <p><b>Committees</b> Bernard Osher Philanthropist of the Year Committee Convenes</p> <ul style="list-style-type: none"> <li>✓ Coordinate luncheon appearance and prepare announcement</li> </ul> <p><b>Accounting</b> Create financial statements as of 6/30/16</p> <p><b>Conference</b> CASE Conference Registration &amp; California-specific activities</p> <ul style="list-style-type: none"> <li>✓ Continued email marketing</li> <li>✓ Support California reception logistics (signage, program, etc.)</li> </ul> <p><b>Membership</b> Review initial results of membership renewal efforts</p> <ul style="list-style-type: none"> <li>✓ Continued communication to foundations who had not yet responded</li> <li>✓ Facilitate invoicing and membership tracking</li> </ul> <p><b>Fundraising</b> Corporate Partner Outreach</p> <ul style="list-style-type: none"> <li>✓ Invoicing</li> <li>✓ Benefit Fulfillment</li> </ul>	<p>Executive Committee</p> <p>Philanthropist of the Year Committee/Nancy Pryor</p> <p>FCCC Finance Team/Treasurer</p> <p>Nancy Pryor/Kyle Hyland/Sheri Horn-Bunk</p> <p>FCCC Staff in consultation with Board of Directors</p> <p>Resource Development Committee/Nancy Pryor</p>	



## **California Guide to the Conference for Community College Advancement**

### **CALIFORNIA COLLEAGUES RECEPTION**

#### **California Colleagues Reception**

Wednesday, October 5th from 7:00 p.m. - 10:00 p.m.

Florent Restaurant and Lounge

672 Fifth Ave, San Diego, CA 92101

**Tickets:** \$65 for Network members; \$75 for non-members.

*\*The venue is a comfortable five minute walk from the Westin San Diego Gaslamp Quarter.*

Purchase of the ticket includes hosted dinner, beverages, and automatic entry into a door prize drawing for two tickets to see NBC's *The Voice*. Live entertainment provided by the MiraCosta College Jazz Quartet.

### **CALIFORNIA-SPECIFIC SESSIONS**

#### **Outsourcing for Impact**

Thursday, October 6 | 7:30-8:45 a.m.

Increasing your staff may be a tough sell to your board or college administration, but a strategic use of outsourcing can help expand a small office's capacity, outreach and impact. Join the Network of California Community College Foundations for an exploration of effective outsourcing. With the right kind of outside support you can accomplish the work of several staff in a cost effective and highly targeted manner. They can help you mine your data for maximum results. They can work with you to help make your board retreats more exciting. They can inspire key board members to do the ask. They can also play key roles in feasibility studies, capital campaigns and maximizing your anniversary milestones. Learn how two California foundations built capacity through outsourcing and share your own challenges and solutions.

**Speakers:** **Bobbi Abram**, Executive Director, Pasadena City Community College Foundation; **Lisa Brooks**, Executive Director, Glendale College Foundation; **Elaine Cartas**, Interim Development Manager, Pasadena City College Foundation; and **Linda Eisenhart**, President, Eisenhart & Associates

#### **Bond Campaigns: Legal Considerations and Lessons from the Trenches**

Friday, October 7th | 7:30-8:45 a.m.

How does a foundation support a bond campaign? What roles are foundations increasingly being asked to play in community outreach? Join the Network of California Community College Foundations and a panel of experts for an exploration of the dos, don'ts and best practices of participating in election-related activities. Avoid potential landmines with an understanding of the legal considerations of participating in bond campaigns in California. Bring your questions. A panel of foundation executive directors will share lessons learned over the course of seven bond campaigns. You'll learn innovative ways to use bond campaigns to build your networks, extend your reach and help support your college's goals.

**Speakers:** **Diane Fishburn**, Of Counsel, Olson Hagel & Fishburn LLP; and **Cindy Strom Arellano**, Partner, Atkinson, Andelson, Loya, Ruud, & Romo; **Shannon Hill**, Executive Director, Foundation/Advancement, Cuesta College; **Kate McClintock**, Executive Director of Santa Rosa Junior College Foundation; and **Melinda Silverstein**, Executive Director, Cabrillo College Foundation

## PRESENTATIONS BY CALIFORNIANS

During the Conference for Community College Advancement, choose from more than 50 electives designed specifically for community college professionals. Outstanding colleagues from California will be presenting on a variety of topics, [refer to the conference program for more details.](#)

### WEDNESDAY, OCTOBER 5

#### **Rallying Your Scholars into Volunteers...and Volunteers into Engaged Alumni**

*Speakers:* **Kris McPeak**, Director of Operations, Pasadena City College Foundation

#### **Developing an Effective Communications Plan with Stakeholders**

*Speakers:* **Melissa Conner**, Chief Advancement Officer; **Bryan Miller**, Vice President of Communications and Technology; and **Nancy Pryor**, Director of Communications, Foundation for California Community Colleges

#### **Branding and Marketing Your Fundraising Efforts to Gain Internal Support**

*Speakers:* **Heather Cavazos**, Development Coordinator, Foundation for Grossmont & Cuyamaca Colleges

### THURSDAY, OCTOBER 6

#### **Overcoming Growing Pains to Evolve Your Alumni Association**

*Speakers:* **Heather Cavazos**, Development Coordinator; and **Kerri Ewing**, Alumni Relations Specialist, Foundation for Grossmont & Cuyamaca Colleges

#### **Ramp Up Your Results in Fund Development**

*Speakers:* **Lisa Brooks**, Executive Director, Glendale College Foundation; and **Linda Eisenhart**, President, Eisenhart & Associates

#### **The President is In!**

*Speaker:* **Bobbi Abram**, Executive Director, Pasadena City College Foundation

#### **From Data to Relationship: How Technology is Transforming Alumni Engagement**

*Speakers:* **Paul Iannaccone**, Former Director, Ohlone College Foundation

#### **Small Steps to a Big Board Fundraising Transformation: Two Case Studies**

*Speakers:* **Anne King**, Director of Development, Ventura College Foundation

#### **Agility, Excellence and Engagement - Unearthing the Hidden Resources Provided by Volunteers**

*Speakers:* **Christina Romero**, Executive Director, Santa Ana College Foundation; and **Julie Siebel**, Senior Director CCS

#### **Engaging Your Alumni, Faculty, Staff and Students Through a Campus Alumni Banner Campaign**

*Speakers:* **Robert Schwartz**, Executive Director, Los Angeles City College Foundation