

Girls Inc. of the Central Coast
Board of Directors Meeting
Thursday, August 13, 2020



AGENDA

- 1. Call to Order/Welcome** (2 minutes) H. Eddy
- 2. Consent Agenda** (2 minutes) **ACTION** H. Eddy
- A. Minutes of board meeting (ATT.1)
- B. Financials (ATT. 2)
- 3. Board President** (15 minutes) H. Eddy
- A. Welcome and Introductions
- 4. Executive Director** (10 minutes) P. Fernandez
- A. Staff Report (ATT.3)
- B. Final Report: Strong, Smart and Bold Summer Camp Program (ATT. 4)
- 5. Updates:** P. Fernandez
- A. Joint PR Marketing and Fund Development Committee (10 minutes):
- Bubbles and Bags**
Date: Sunday, November 15, 2020
- I. Virtual Event
- \$75.00 First PEEK (includes a champagne bottle)
 - \$10.00 General Admissions
- I. Revised Save the Date Card (ATT.5)
- II. Revised Budget (ATT.6) **ACTION**
- III. Revised Role of Board and Committee Members (ATT.7) **ACTION**
- B. Governance Committee (10 minutes): H. Eddy
- I. Potential Committee Member Application:
Lynda Schraegle – PR Marketing & Fund Development Committee (ATT.8) **ACTION**
- II. Potential Board Member Application:
Karen Deaton -PR Marketing & Fund Development Committee (ATT.9) **ACTION**

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AGENDA

- III. Vote for Hetty to chair the Governance Committee **ACTION**
- IV. Updates on the status of the Packard Foundation grant and consultant (ATT. 10)
- V. Updates on the status of the Director of Donor Relations and Communications

C. Advisory Committee updates (10 minutes):

H. Eddy

I. Santa Cruz

A.Kilty/V. Howard

II. San Benito

L. Smith

III. King City

A. McKean

6. Major Discussion Items (30 minutes):

H. Eddy

I. Strategic Plan (ATT.11)

II. Consultant: Nancy V. Loshkajian (ATT.12)

Adjourn

H. Eddy

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Attachments:

1. Committee meeting minutes:

- a) Joint Exec and Governance Committee Meeting Minutes (ATT.13)
- b) Joint PR Marketing & Fund Development Committee Meeting Minutes (ATT.14)
- c) Finance Committee Meeting Minutes (ATT. 15)
- d) San Benito Committee Meeting Minutes (ATT.16)
- e) King City Committee Meeting Minutes (ATT.17)

Meetings

- PR Marketing & Fund Development Committee, Friday, August 14, at 12:30 PM via conference call
- Finance Committee Meeting, Tuesday, August 25, at 5:30 PM, via Conference Call
- Joint Exec and Governance Committee Meeting, Tuesday, September 1, at 5:30 PM, via Conference Call
- King City Committee Meeting, Wednesday, September 2, at 11:00 AM via Conference Call
- **Board of Directors Meeting, Thursday, September 10, 5:30 PM, via Conference Call**
- Santa Cruz Committee Meeting, TBD at TBD via Conference Call
- San Benito Steering Committee Meeting, TBD at 5:30PM via Conference Call.

Minutes of GICC Board Meeting on June 11, 2020

Attendees (all attendees joined via video conference or telephone):

X	Anderson, Kenneth	X	Guss, Deneen	X	McKean, Anita	X	Webster, Joanne
X	Cohn, Fred	X	Virginia Howard		Mesa, David		
X	Deering, Steve	X	Kilty, Ann		Moon, Kathy		
		X	Leitzinger, Elizabeth			X	Staff: Patty Fernandez-Torres
X	Eddy, Hetty	X	Mairose, Melissa		Smith, Linda		

Agenda Item and Discussion	Action Items
1. Welcome: Meeting opened by President, Steve Deering, at 5:35 PM.	
2. Consent agenda a. Minutes of the Board meeting on May 14, 2020: Fred made a motion to approve the minutes with the omission of the number 10% from section 5(e)(1). Joanne seconded the motion, and all Board members present voted to approve the motion.	Minutes approved.
3. Board President (Steve) a. Steve gave a kind and thoughtful thank you for his time on the Board and as President, and the Board thanked him for his service. b. Board and Committee Membership FY 2020-21: Steve discussed the urgent need for the Board to recruit additional Board and committee members with the upcoming loss of several people resigning or terming out.	
4. Executive Director (Patty) a. Staff Report: Patty gave a staff report on current virtual programming and trainings, as well as incoming grants. Deneen gave an update on the status of school reopening plans in the County. The Board discussed the uncertainty going forward, and the likelihood that GICC in-person programming will continue to be restricted into Fall.	
5. Updates:	
a. Fund Development Committee	

<p>1. Bubbles and Bags: This event is scheduled for Sunday, November 15, 2020, and the committee is also coordinating with the PR committee to come up with a plan B in the event we have to cancel. The Board reviewed the Save the Date card and the proposed budget for the event. Deneen recommended reaching out to Jackie Cruz who helped organize a successful virtual fundraiser for Hartnell College. The Board also recommended that the Save the Date Card either be skipped this year due to uncertainty or include a statement on the card acknowledging that the plans remain uncertain and subject to COVID 19 developments.</p>	
<p>b. Governance Committee</p> <p>1. Current Board Membership: Karen Deaton and Roxanne Noble Boss have both resigned from the Board for the duration of the application process for the Donor Development Director. Steve will obtain a confirmation of this from them both.</p> <p>2. Potential Board/Committee Applications:</p> <p>i. Joanne moved to approve the application of Karl Zalazowski for the Board, the Finance Committee, and the Governance Committee. Anita seconded the motion, and all Board members present voted to approve the motion.</p> <p>ii. Fred moved to approve the application of Susan McCall for the Finance Committee. Hetty seconded the motion, and all Board members present voted to approve the motion.</p> <p>iii. Joanne moved to approve the application of Gay Reimann for the Board and the Fund Development Committee. Anita seconded the motion, and all Board members present voted to approve the motion.</p>	<p>Application approved.</p> <p>Application approved.</p> <p>Application approved.</p>
<p>c. Finance Committee</p> <p>1. Finance Committee Description: Melissa and Virginia presented the revised Finance Committee descriptions and the new Audit Committee description. Joanne moved to approve the descriptions as presented, and all Board members present voted to approve the motion.</p> <p>2. Budget FY 2020-2021: Melissa presented the updated budget. Anita moved to approve the budget as presented. Ann seconded the motion, and all Board members present voted to approve the motion.</p>	<p>Job descriptions approved.</p> <p>Budget approved.</p>

<p>d. Advisory Committee Updates</p> <ol style="list-style-type: none"> 1. Santa Cruz: The committee is meeting next in August. 2. San Benito: Nothing to report. 3. King City: The committee is meeting next on June 24. 	
<p>e. Major Discussion Item:</p> <ol style="list-style-type: none"> 1. Joining of Fund Development Committee with PR/Marketing Committee for FY 2020-21: The Board considered combining these committees to satisfy the bylaws requirement that we have two Board members on each committee, including the committee chair. Joanne moved to combine the two committees for the coming fiscal year. Fred seconded the motion and all Board members present voted to approve the motion. We are waiting on Gay Reimann to confirm whether she will chair this joint committee. 2. Board and Committee Membership FY 2020-21: The Board reviewed both the Board and committee rosters for the upcoming fiscal year and discussed the positions that need to be filled. Joanne volunteered to serve as treasurer. Virginia volunteered to chair the Audit Committee and Fred volunteered to join the Audit Committee. <ol style="list-style-type: none"> i. Virginia moved to approve the slate of officers as presented, with the modification that Joanne Webster will serve as both Vice President and Treasurer. Virginia seconded the motion and all Board members present voted to approve the motion. ii. Virginia moved to approve the Board and committee rosters as presented, with the following additions: Virginia Howard will chair the Audit Committee, Fred Cohn will serve on the Audit Committee, and the combined PR/Marketing and Fund Development Committee will be tasked with selecting its chair. Joanne seconded the motion and all Board members present voted to approve the motion. 	<p>Committee combination approved.</p> <p>Officers approved.</p> <p>Board/Committee rosters approved.</p>
<p>6. The meeting was adjourned at 6:44PM</p>	

Respectfully submitted by Lizzy Leitzinger

8/4/2020

Girl's Inc. of the Central Coast
FY2019-20

Finance Notes—June 2020

Twelve months into the fiscal year – 100.0%

Revenue

Grants: \$59,430 received in June; \$711,209 YTD; 223.8% of budget

Donations: \$2,407 received in June; \$219,460 YTD; 176.5% of budget

*does not include donations from Special Events

Expenses

Personnel: at 81.8% of annual budget

Program: at 50.8% of annual budget

Operating: at 106.2% of annual budget

Administrative: at 92.5% of annual budget

Overall

Including carryover funds of \$472,278:

Revenue: received \$1,623,042 YTD; 135.3% of annual budget

Expense: expended \$905,536 YTD; 75.5% of annual budget

Net Income/<Loss>: \$717,507 YTD

Excluding carryover funds of \$472,278:

Revenue: received \$1,150,764 YTD; 158.2% of annual budget

Expense: expended \$905,536 YTD; 75.5% of annual budget

Net Income/<Loss>: \$245,229 YTD

Grants Receivable

May 2020 \$150,593

June 2020 \$145,593

Cash Available

May 2020 \$1,532,163

June 2020 \$1,574,355

Increase of \$45,192

Community Foundation Investment

May 2020 \$107,730

June 2020 \$121,522

Increase of \$13,792

8/4/20

**Girls Inc of the Central Coast
FY2019-20 Financial Summary**

June-20

% of Year
100.00%

	Approved Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
Revenue						
Donations - Public Support	124,328	2,407	219,460	(95,132)	176.5%	76.5%
Foundations/Grants	317,778	59,430	711,209	(393,431)	223.8%	123.8%
Special Events	222,155	1,380	154,478	67,677	69.5%	-30.5%
Program/Project Fees	51,425	-	38,720	12,705	75.3%	-24.7%
Interest and Other Income	11,760	17,442	26,898	(15,138)	228.7%	128.7%
Subtotal - Revenue	727,446	80,660	1,150,764	(423,318)	158.2%	58.2%
Carryover - Grants/Funds received FY 18/19 for FY 19/20	472,278	-	472,278	-	100.0%	0.0%
Total Revenue	1,199,724	80,660	1,623,042	(423,318)	135.3%	35.3%
Expense						
<u>Personnel Expense</u>						
Compensation	488,834	20,103	404,444	84,390	82.7%	-17.3%
Retirement Contribution	22,124	625	21,617	507	97.7%	-2.3%
Payroll Services	5,135	277	5,688	(553)	110.8%	10.8%
Payroll Taxes	40,475	1,811	34,272	6,203	84.7%	-15.3%
Health/Dental Insurance	56,049	1,913	35,297	20,752	63.0%	-37.0%
Workers Compensation	3,936	264	3,136	800	79.7%	-20.3%
Total Personnel Expense	616,553	24,995	504,454	112,099	81.8%	-18.2%
<u>Program Expense</u>						
Fees - License to Girl's Inc	8,895	-	9,792	(897)	110.1%	10.1%
Food	17,000	184	12,756	4,244	75.0%	-25.0%
Printing	15,000	595	9,010	5,990	60.1%	-39.9%
Participant Training/Fundraising	3,000	100	1,429	1,571	47.6%	-52.4%
Program Supplies & Materials	26,500	1,579	26,328	172	99.4%	-0.6%
Program Events/College Week	35,240	-	480	34,760	1.4%	-98.6%
MS Youth Leaders	70,015	1,329	34,707	35,308	49.6%	-50.4%
MS Payroll Taxes	8,157	106	2,934	5,223	36.0%	-64.0%
HS Youth Leaders	84,100	1,974	35,985	48,115	42.8%	-57.2%
HS Payroll Taxes	9,798	159	3,040	6,759	31.0%	-69.0%
Transportation/Travel	29,404	-	22,740	6,664	77.3%	-22.7%
Mileage/Parking, Programs	15,000	166	7,854	7,146	52.4%	-47.6%
Program Expense-Other	9,335	145	1,469	7,866	15.7%	-84.3%
Total Program Expense	331,444	6,338	168,523	162,921	50.8%	-49.2%
<u>Operating Expense</u>						
Building Lease	61,701	5,490	61,700	1	100.0%	0.0%
Office Other	14,407	1,201	13,818	589	95.9%	-4.1%
Information Technology	6,399	296	12,528	(6,129)	195.8%	95.8%
Bank Service Charges	1,850	104	1,646	204	89.0%	-11.0%
Insurance	6,624	591	6,965	(341)	105.1%	5.1%
Total Operating Expense	90,981	7,682	96,658	(5,677)	106.2%	6.2%
<u>Administrative Expense</u>						
Professional Fees - Acctg/Audit	18,800	-	18,863	(63)	100.3%	0.3%
Professional Fees - Consultant/Other	33,500	3,939	26,139	7,361	78.0%	-22.0%
Marketing/Fundraising	3,050	65	1,663	1,387	54.5%	-45.5%
Training/Conference/Mileage	4,000	-	5,522	(1,522)	138.0%	38.0%
Other Admin	11,535	1,919	13,354	(1,819)	115.8%	15.8%
Total Administrative Expense	70,885	5,923	65,540	5,345	92.5%	-7.5%
<u>Other Expense</u>						
Bad Debt (pledges)	-	-	-	-	0.0%	-100.0%
Other	-	-	-	-	0.0%	-100.0%
Total Administrative Expense	0	0	0	0	0.0%	-100.0%
<u>Special Event Expense</u>						
Wine & Chocolate	0	-	-	-	0.0%	-100.0%
Monterey County Luncheon	13,950	-	2,153	11,797	15.4%	-84.6%
Bubbles & Bags	23,075	390	22,664	411	98.2%	-1.8%
King City Event	6,859	-	7,938	(1,079)	115.7%	15.7%
San Benito Event	12,235	-	7,545	4,690	61.7%	-38.3%
Santa Cruz Event	7,742	-	2,959	4,783	38.2%	-61.8%
Candy Sales	26,000	6,669	27,102	(1,102)	104.2%	4.2%
Total Special Event Expense	89,861	7,059.31	70,360	19,501	78.3%	-21.7%
Total Expense	1,199,724	51,997	905,536	294,188	75.5%	-24.5%
Net Income/(Loss)	0	28,663	717,507	(717,507)		

8/4/20

**Girls Inc of the Central Coast
FY2019-20 Revenue Detail**

June-20

% of Year 100.00%

	Approved Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
<u>Special Events</u>						
Wine & Chocolate	-	-	-	-	0.0%	-100.0%
Monterey County Luncheon	41,000	200	19,382	21,618	47.3%	-52.7%
Bubbles & Bags	55,000	-	52,325	2,675	95.1%	-4.9%
King City	25,425	-	19,107	6,318	75.2%	-24.8%
San Benito	35,500	1,000	20,635	14,865	58.1%	-41.9%
Santa Cruz	25,230	-	15,680	9,550	62.1%	-37.9%
Candy	40,000	180	27,349	12,651	68.4%	-31.6%
Total Special Events	222,155	1,380	154,478	67,677	69.5%	-30.5%
<u>Donations Public Support</u>						
Donor Pledges	8,503	544	5,242	3,261	61.6%	-38.4%
Donor Letter - Nov/Dec Ask Mailer	11,200	-	17,255	(6,055)	154.1%	54.1%
ECHO - Big Sur Marathon	1,200	-	1,000	200	83.3%	-16.7%
Smart Choices Donor-Sponsorship	12,500	-	6,120	6,380	49.0%	-51.0%
SSB Summer Camp	-	-	-	-	0.0%	-100.0%
New & Other Donations	30,000	654	123,470	(93,470)	411.6%	311.6%
Board Member Donations/Pledges	12,000	-	5,650	6,350	47.1%	-52.9%
Amazon	-	-	63	(63)	0.0%	-100.0%
McManus Memorial Scholarship	-	-	3,050	(3,050)	0.0%	-100.0%
Santa Cruz Donations/Pledges	14,500	884	12,409	2,091	85.6%	-14.4%
San Benito Donations/Pledges	1,500	220	2,630	(1,130)	175.3%	75.3%
King City Donations/Pledges	2,500	105	4,002	(1,502)	160.1%	60.1%
MC Gives Campaign	25,500	-	33,397	(7,897)	131.0%	31.0%
MC Gives Match	4,925	-	5,172	(247)	105.0%	5.0%
Total Donations - Public Support	124,328	2,407	219,460	(95,132)	176.5%	76.5%
<u>Carryover - received FY 18/19 for FY 19/20</u>						
Program Funds	185,082	-	185,082	-	100.0%	0.0%
Grants	-	-	-	-	0.0%	-100.0%
Nancy Buck Ransom Foundation	30,000	-	30,000	-	100.0%	0.0%
Barnet Segal	10,000	-	10,000	-	100.0%	0.0%
Girls Inc. National	26,160	-	26,160	-	100.0%	0.0%
Pajaro Valley Health	10,000	-	10,000	-	100.0%	0.0%
Chapman Foundation	10,000	-	10,000	-	100.0%	0.0%
Monterey Peninsula Foundation	90,000	-	90,000	-	100.0%	0.0%
United Way of Santa Cruz	10,000	-	10,000	-	100.0%	0.0%
Community Foundation for MC GHGH	8,536	-	8,536	-	100.0%	0.0%
Community Foundation San Benito	5,000	-	5,000	-	100.0%	0.0%
Chevron- Eagles for Education AT&T PB Pro Am	20,000	-	20,000	-	100.0%	0.0%
Chevron- In the Community	15,000	-	15,000	-	100.0%	0.0%
Monterey County Benevolent Foundation	2,500	-	2,500	-	100.0%	0.0%
Community Foundation for Santa Cruz	35,000	-	35,000	-	100.0%	0.0%
Scandling Family Foundation (Silicon Valley)	10,000	-	10,000	-	100.0%	0.0%
Community Foundation for San Benito Women's F	5,000	-	5,000	-	100.0%	0.0%
Total Carryover	472,278	-	472,278	-	100.0%	0.0%
<u>Grants</u>						
FY 19/20 Grants						
City of Salinas-CDBG	25,000	-	25,000	-	100.0%	0.0%
Monterey County CDGB (N. Monterey County, Greenfield)	20,000	-	20,000	-	100.0%	0.0%
City of Seaside-CDBG	7,814	-	6,804	1,010	87.1%	-12.9%
Community Foundation for Monterey County -L& J Irvine F	20,000	-	25,000	(5,000)	125.0%	25.0%
Community Foundation -NMCF	2,000	-	2,500	(500)	125.0%	25.0%
Community Foundation -SMCF	2,000	-	1,500	500	75.0%	-25.0%
Harden Foundation	16,000	-	25,000	(9,000)	156.3%	56.3%
City of Seaside -Mayor's Youth Fund	3,000	-	-	3,000	0.0%	-100.0%
Pebble Beach Company Foundation	5,000	-	5,000	-	100.0%	0.0%
Claire Giannini Foundation	70,000	-	100,000	(30,000)	142.9%	42.9%
United Way San Benito	3,000	-	3,000	-	100.0%	0.0%
Echenique Charitable Trust	7,000	-	8,000	(1,000)	114.3%	14.3%
James Irvine Foundation	25,000	-	38,055	(13,055)	152.2%	52.2%
Sally Hughes Church	5,000	-	10,000	(5,000)	200.0%	100.0%
Packard Foundation (2yr grant)	80,000	-	80,000	-	100.0%	0.0%

8/4/20

**Girls Inc of the Central Coast
FY2019-20 Revenue Detail**

June-20

% of Year 100.00%

	Approved Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
Other NEW Grants	8,464		-	8,464	0.0%	-100.0%
AXA XL Catlin Grant	2,500		2,500	-	100.0%	0.0%
Monsanto	5,000		-	5,000	0.0%	-100.0%
Giants Community Fund	5,000		7,500	(2,500)	150.0%	50.0%
Northern Trust Giving -Chicago Community Foundation	1,000		-	1,000	0.0%	-100.0%
Grant-Robert and Florence Slinger Fund of the CFMC	3,000		2,000	1,000	66.7%	-33.3%
Grant-Peter and Jackie Henning Fund of the CFMC	2,000		2,000	-	100.0%	0.0%
Monterey Collegiate Fund	-		2,500	(2,500)	0.0%	-100.0%
City of Watsonville	-		5,000	(5,000)	0.0%	-100.0%
Ben & Mary Whitten Fund CFMC	-		500	(500)	0.0%	-100.0%
Bayer Fund	-		10,000	(10,000)	0.0%	-100.0%
Jewish Community Federation	-		1,000	(1,000)	0.0%	-100.0%
Union Bank	-		3,500	(3,500)	0.0%	-100.0%
Tanimura Family Foundation	-		10,000	(10,000)	0.0%	-100.0%
Community Foundation San Benito	-		2,076	(2,076)	0.0%	-100.0%
Chevron	-		15,000	(15,000)	0.0%	-100.0%
The Apple Lane Foundation	-		1,000	(1,000)	0.0%	-100.0%
Sonny Paullus Grant Fund CFSB	-		250	(250)	0.0%	-100.0%
The Landreth Family Fund CFMC	-		2,500	(2,500)	0.0%	-100.0%
Terry Family Fund	-		1,000	(1,000)	0.0%	-100.0%
Peter & Pat Fletcher Giving Fund	-		500	(500)	0.0%	-100.0%
Ausonio Family Fund	-		1,000	(1,000)	0.0%	-100.0%
Stocker Family Fund	-		250	(250)	0.0%	-100.0%
SBAD TREAS 310 EIDL GRANT	-		10,000	(10,000)	0.0%	-100.0%
FY 20/21 Grants	-		-	-	-	-
Harden Foundation	-		25,000	(25,000)	0.0%	-100.0%
City of Watsonville	-		5,000	(5,000)	0.0%	-100.0%
Packard Foundation (2yr grant)	-		80,000	(80,000)	0.0%	-100.0%
Carryover - received FY 19/20 for FY 20/21						
Chevron- Eagles for Education AT&T PB Pro Am FY20-21	-		20,000	(20,000)	0.0%	-100.0%
Barnet Segal FY 20-21	-		15,000	(15,000)	0.0%	-100.0%
Chapman Foundation FY 20-21	-		15,000	(15,000)	0.0%	-100.0%
Pajaro Valley Health Trust FY 20-21	-		15,000	(15,000)	0.0%	-100.0%
Nancy Buck Ramson Foundation FY 20-21	-		30,000	(30,000)	0.0%	-100.0%
CDBG City of Seaside FY 20-21	-		5,593	(5,593)	0.0%	-100.0%
SVCF Scandling Family Foundation FY 20-21	-		11,250	(11,250)	0.0%	-100.0%
CFMC South County	-	21,430	21,430	(21,430)	0.0%	-100.0%
CFSCC	-	35,000	35,000	(35,000)	0.0%	-100.0%
RBC Wealth Management Foundation	-	3,000	3,000	(3,000)	0.0%	-100.0%
Total Grants	317,778	59,430	711,209	(393,431)	223.8%	123.8%
Other Income						
Program/Project Fees	51,425		38,720	12,705	75.3%	-24.7%
Interest Earned	11,760	569	4,854	6,906	41.3%	-58.7%
Dividend	-	3,266	19,407	(19,407)	0.0%	-100.0%
Realized Gain/Loss -CFMC	-	(2,918)	(2,918)	2,918	0.0%	-100.0%
Unrealized Gain/Loss-CFMC	-	16,526	1,511	(1,511)	0.0%	-100.0%
Other Income	-		4,045	(4,045)	0.0%	-100.0%
Total Other Income	63,185	17,442	65,618	(2,433)	103.9%	3.9%
Total Revenue	1,199,724	80,660	1,623,042	(423,318)	135.3%	35.3%
Less: Carryover Funds		-	(472,278)	-		
Net Revenue		80,660	1,150,764	(423,318)		

8/4/20

Girls Inc of the Central Coast
FY2019-20 Special Events

June-20

%of Year 100.00%

		Adopted Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
<i>Ask Luncheon MC</i>							
<u>Revenue</u>							
Event-Associated Donations	3,000	200	12,482	(9,482)	416.1%	316.07%	
Sales - Tickets	11,500		-	11,500	0.0%	-100.00%	
Sponsorships - Event	10,000		5,500	4,500	55.0%	-45.00%	
Sponsorships - Table			1,400	(1,400)	0.0%	-100.00%	
Raffle Ticket Sales	4,000		-	4,000	0.0%	-100.00%	
Silent Auction Revenues	9,000		-	9,000	0.0%	-100.00%	
Program Sponsorship	3,500		-	3,500	0.0%	-100.00%	
Other	-		-	-	0.0%	-100.00%	
ASK Luncheon Revenue	41,000	200	19,382	21,618	47.3%	-52.73%	
<u>Expenses</u>							
Printing & Production: Invitations/Save the Date Card/ Ti	1,850		915	935	49.5%	-50.53%	
Save the Date Cards	800		-	800	0.0%	-100.00%	
Postage	300		165	135	55.0%	-45.00%	
Advertising Marketing	1,000		-	1,000	0.0%	-100.00%	
General Office Supplies, copying	250		73	177	29.0%	-70.98%	
Food & Other/drinks	9,500		1,000	8,500	10.5%	-89.47%	
Bank Service Charges & PayPal Fees	250		-	250	0.0%	-100.00%	
Other	-		-	-	0.0%	-100.00%	
ASK Luncheon Expenses	13,950	-	2,153	11,797	15.4%	-84.57%	
ASK Luncheon Net Income	27,050	200	17,229	-	63.7%	-36.31%	
<i>Bubbles & Bags</i>							
<u>Revenue</u>							
Event-Associated Donations	2,750		1,660	1,090	60.4%	-39.64%	
Sales - Tickets	10,000		8,000	2,000	80.0%	-20.00%	
Sales - Other			320	(320)	0.0%	-100.00%	
Sponsorships - Event	15,000		16,600	(1,600)	110.7%	10.67%	
Raffle Ticket Sales	5,750		7,600	(1,850)	132.2%	32.17%	
Silent Auction Revenues	21,500		17,885	3,615	83.2%	-16.81%	
Program Sponsorship			260	(260)	0.0%	-100.00%	
B&B Revenue	55,000	-	52,325	2,675	95.1%	-4.86%	
<u>Expenses</u>							
Facility Rental and Fees	11,000		10,408	592	94.6%	-5.38%	
Printing & Production: Invitations/Save the Date Card/ Ti	2,600	390	4,536	(1,936)	174.5%	74.47%	
Save the Date Cards	850		1,166	(316)	137.2%	37.20%	
Postage	250		200	50	80.0%	-20.00%	
Table Centerpieces	350		-	350	0.0%	-100.00%	
Wristbands	100		-	100	0.0%	-100.00%	
Tents, Table, chairs, umbrella/ stanchions &rope /linens/	375		270	105	72.0%	-27.98%	
Auction Basket Items	2,250		1,895	355	84.2%	-15.78%	
Entertainment	500		500	-	100.0%	0.00%	
Advertising Marketing	2,000		1,969	31	98.5%	-1.55%	
General Office Supplies, copying	1,700		1,037	663	61.0%	-39.01%	
Food & Other/drinks			28	(28)	0.0%	-100.00%	
Transportation	400		209	191	52.3%	-47.68%	
Dept of Justice, Raffle Registration			-	-	0.0%	-100.00%	
Security Guard(s)			-	-	0.0%	-100.00%	
Bank Service Charges & PayPal Fees	700		446	254	63.7%	-36.33%	
BB Expenses	23,075	390	22,664	411	98.2%	-1.78%	
Bubble & Bags Net	31,925	(390)	29,661	2,264	92.9%	-7.09%	

8/4/20

Girls Inc of the Central Coast
FY2019-20 Special Events

June-20

%of Year 100.00%

	Adopted Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
<i>King City Event</i>						
<u>Revenue</u>						
Event-Associated Donations	8,000		9,192	(1,192)	114.9%	14.90%
Sales - Other	750		850	(100)	113.3%	13.33%
Sponsorships - Event	10,000		4,750	5,250	47.5%	-52.50%
Sponsorships - Table	3,375		1,125	2,250	33.3%	-66.67%
Silent Auction Revenues	3,300		3,190	110	96.7%	-3.33%
KC Revenue	25,425	-	19,107	6,318	75.2%	-24.85%
<u>Expense</u>						
Facility Rental and Fees	935		1,100	(165)	117.6%	17.65%
Audio Video Equipment	800		700	100	87.5%	-12.50%
Valet Shuttle			-	-	0.0%	-100.00%
MC Announcer			-	-	0.0%	-100.00%
Caterer/Kitchen Supervisor			-	-	0.0%	-100.00%
Copy Charges-Dataflow			-	-	0.0%	-100.00%
Printing & Production: Invitations/Save the Date Card/ Ti	1,200		1,709	(509)	142.4%	42.38%
Save the Date Cards			-	-	0.0%	-100.00%
Postage	200		61	139	30.6%	-69.45%
Table Centerpieces	480		500	(20)	104.2%	4.17%
Tents, Table, chairs, umbrella/ stanchions & rope /linens/	144		429	(285)	297.8%	197.77%
Food & Other/drinks	2,900		3,284	(384)	113.2%	13.23%
Bank Service Charges & PayPal Fees			101	(101)	0.0%	-100.00%
Mileage			55	(55)	0.0%	-100.00%
Other	-		-	-	0.0%	-100.00%
KC Expenses	6,859	-	7,938	(1,079)	115.7%	15.73%
King City Net	18,566	-	11,169	7,397	60.2%	-39.84%
<i>San Benito Event-Tastes & Treasures</i>						
<u>Revenue</u>						
Event-Associated Donations	300		360	(60)	120.0%	20.00%
Sales - Tickets	4,000		3,440	560	86.0%	-14.00%
Sponsorships - Event	3,700	1,000	5,000	(1,300)	135.1%	35.14%
Silent Auction Revenues	4,700		4,500	200	95.7%	-4.26%
Program Sponsorship	2,000		-	2,000	0.0%	-100.00%
SB Revenue	14,700	1,000	13,300	1,400	90.5%	-9.52%
<u>Expenses</u>						
Facility Rental and Fees	3,400		2,673	727	78.6%	-21.39%
Audio Video Equipment	700		600	100	85.7%	-14.29%
Printing & Production: Invitations/Save the Date Card/ Ti	1,800		1,761	39	97.9%	-2.15%
Postage	150		76	74	50.5%	-49.47%
Tickets			-	-	0.0%	-100.00%
wine Glasses			-	-	0.0%	-100.00%
Wine Plates			-	-	0.0%	-100.00%
Napkins			-	-	0.0%	-100.00%
Wristbands			-	-	0.0%	-100.00%
Tents, Table, chairs, umbrella/ stanchions & rope /linens/décor			-	-	0.0%	-100.00%
Auction Basket Items			-	-	0.0%	-100.00%
Entertainment	500		500	-	100.0%	0.00%
General Office Supplies, copying	200		17	183	8.7%	-91.26%
Dept of Justice/ABC	25		-	25	0.0%	-100.00%
Bank Service Charges & PayPal Fees	100		-	100	0.0%	-100.00%
Mileage			79	(79)	0.0%	-100.00%
Other	-		-	-	0.0%	-100.00%
SB Expenses	6,875	-	5,706	1,169	83.0%	-17.00%
SB - Tastes & Treasures Net Income	7,825	1,000	7,594	231	97.0%	-2.96%

8/4/20

Girls Inc of the Central Coast
FY2019-20 Special Events

June-20

%of Year 100.00%

	Adopted Budget	Actual June-20	Actual YTD FY 2019-20	Remaining	%Achieved	%Achieved/ %Year
<i>San Benito Event-Ask Luncheon</i>						
<u>Revenue</u>						
Event-Associated Donations	13,900		5,335	8,565	38.4%	-61.62%
Sales - Other	500		-	500	0.0%	-100.00%
Sponsorships - Event	4,000		1,500	2,500	37.5%	-62.50%
Sponsorships - Table	2,400		500	1,900	20.8%	-79.17%
SB Revenue	20,800	-	7,335	13,465	35.3%	-64.74%
<u>Expenses</u>						
Audio Video Equipment	600		-	600	0.0%	-100.00%
Copy Charges-Dataflow	90		-	90	0.0%	-100.00%
Printing & Production: Invitations/Save the Date Card/ Ti	800		1,655	(855)	206.9%	106.94%
Postage	200		110	90	55.0%	-45.00%
Table Centerpieces	250		-	250	0.0%	-100.00%
General Office Supplies, copying	240		73	167	30.4%	-69.58%
Food & Other/drinks	3,100		-	3,100	0.0%	-100.00%
Bank Service Charges & PayPal Fees	80		-	80	0.0%	-100.00%
Other	-		-	-	0.0%	-100.00%
SB Expenses	5,360	-	1,838	3,522	34.3%	-65.70%
SB - Ask Luncheon Net Income	15,440	-	5,497	9,943	35.6%	-64.40%
San Benito Net Income	23,265	1,000	13,090	10,175	56.3%	-43.73%
<i>Santa Cruz Event</i>						
<u>Revenues</u>						
Event-Associated Donations	15,000		3,350	11,650	22.3%	-77.67%
Sales - Other	470		580	(110)	123.4%	23.40%
Sponsorships - Event	5,000		10,750	(5,750)	215.0%	115.00%
Sponsorships - Table	4,760		1,000	3,760	21.0%	-78.99%
SC Revenue	25,230	-	15,680	9,550	62.1%	-37.85%
<u>Expenses</u>						
Facility Rental and Fees	800		1,000	(200)	125.0%	25.00%
Audio Video Equipment	700		-	700	0.0%	-100.00%
Copy Charges-Dataflow			-	-	0.0%	-100.00%
Printing & Production: Invitations/Save the Date Card/ Ti	350		1,578	(1,228)	450.7%	350.74%
Save the Date Cards			-	-	0.0%	-100.00%
Postage	92		234	(142)	254.7%	154.67%
Table Centerpieces	200		-	200	0.0%	-100.00%
General Office Supplies, copying			110	(110)	0.0%	-100.00%
Food & Other/drinks	5,600		-	5,600	0.0%	-100.00%
Bank Service Charges & PayPal Fees			-	-	0.0%	-100.00%
Mileage	-		37	(37)	0.0%	-100.00%
Other	-		-	-	0.0%	-100.00%
SC Expenses	7,742	-	2,959	4,783	38.2%	-61.79%
Santa Cruz Net Income	17,488	-	12,721	4,767	72.7%	-27.26%
<i>Candy Sales</i>						
<u>Revenues</u>						
Sales - Other	40,000	180	27,349	12,651	68.4%	-31.63%
CA Revenue	40,000	180	27,349	12,651	68.4%	-31.63%
<u>Expenses</u>						
Cost of Candy	21,000		16,940	4,060	80.7%	-19.33%
Cost of Shirts/Other	5,000	6,669	10,162	(5,162)	203.2%	103.24%
CA Expenses	26,000	6,669	27,102	(1,102)	104.2%	4.24%
Candy Net Income	14,000	(6,489)	247	13,753	1.8%	-98.24%
Total Revenue	222,155	1,380	135,096	87,059	60.8%	-39.19%
Total Expenses	89,861	7,059	68,208	21,653	75.9%	-24.10%
Net Income	132,294	(5,679)	66,888	65,406	50.6%	-49.44%

Girls Incorporated of the Central Coast
Balance Sheet Compare w previous Month
As of June 30, 2020

	Jun 30, 20	May 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Checking/Savings Accounts				
Capital One x5674	222,703.59	222,630.72	72.87	0.03%
Comerica Bank New	517,013.82	513,162.54	3,851.28	0.75%
Pacific Valley Checking 3533	106,168.80	71,167.04	35,001.76	49.18%
Total Checking/Savings Accounts	845,886.21	806,960.30	38,925.91	4.82%
Investment Accounts				
Commonwealth Investment	230.26	230.26	0.00	0.0%
Schwab One Money Market	728,238.62	724,972.64	3,265.98	0.45%
Total Investment Accounts	728,468.88	725,202.90	3,265.98	0.45%
Total Checking/Savings	1,574,355.09	1,532,163.20	42,191.89	2.75%
Other Current Assets				
Grants Receivable	145,593.16	161,843.16	-16,250.00	-10.04%
Pledges Receivable	33,233.00	33,233.00	0.00	0.0%
Prepaid Expense				
Other Prepaid	-299.03	1,444.96	-1,743.99	-120.7%
Ppd. D & O Insurance	3,129.50	3,414.00	-284.50	-8.33%
Ppd. Liab. & Property Ins.	3,682.00	306.43	3,375.57	1,101.58%
Ppd. Worker's Comp	281.94	546.19	-264.25	-48.38%
Prepaid Rent	5,490.00	5,490.00	0.00	0.0%
Total Prepaid Expense	12,284.41	11,201.58	1,082.83	9.67%
Total Other Current Assets	191,110.57	206,277.74	-15,167.17	-7.35%
Total Current Assets	1,765,465.66	1,738,440.94	27,024.72	1.56%
Fixed Assets				
Office Equipment	9,442.44	9,442.44	0.00	0.0%
Accumulated Depreciation	-6,473.92	-6,473.92	0.00	0.0%
Total Fixed Assets	2,968.52	2,968.52	0.00	0.0%
Other Assets				
Community Foundation Schwab Acc	121,521.93	107,729.86	13,792.07	12.8%
Refundable Rent Deposit	1,720.00	1,720.00	0.00	0.0%
Total Other Assets	123,241.93	109,449.86	13,792.07	12.6%
TOTAL ASSETS	1,891,676.11	1,850,859.32	40,816.79	2.21%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	1,216.80	1,216.80	0.00	0.0%
Total Accounts Payable	1,216.80	1,216.80	0.00	0.0%
Credit Cards				
Comerica Mastercard				
Elizabeth MasterCard -7105	2,571.33	1,253.81	1,317.52	105.08%

Girls Incorporated of the Central Coast
Balance Sheet Compare w previous Month
As of June 30, 2020

	Jun 30, 20	May 31, 20	\$ Change	% Change
Patty MasterCard -7097	963.44	924.77	38.67	4.18%
Total Comerica Mastercard	3,534.77	2,178.58	1,356.19	62.25%
Total Credit Cards	3,534.77	2,178.58	1,356.19	62.25%
Other Current Liabilities				
Payroll Clearing	3,550.76	915.03	2,635.73	288.05%
Accrued Expense	8,640.56	0.00	8,640.56	100.0%
Payroll Liabilities				
Accrued 403B Salary Deferrals	1,250.00	1,100.00	150.00	13.64%
Accrued Vacation Pay	22,999.48	25,471.04	-2,471.56	-9.7%
Payroll Tax Payable	3,593.98	2,950.73	643.25	21.8%
Total Payroll Liabilities	27,843.46	29,521.77	-1,678.31	-5.69%
Total Other Current Liabilities	40,034.78	30,436.80	9,597.98	31.53%
Total Current Liabilities	44,786.35	33,832.18	10,954.17	32.38%
Long Term Liabilities				
Deferred Income	1,350.00	150.00	1,200.00	800.0%
Total Long Term Liabilities	1,350.00	150.00	1,200.00	800.0%
Total Liabilities	46,136.35	33,982.18	12,154.17	35.77%
Equity				
Operating Reserves - Board Desg	460,000.00	460,000.00	0.00	0.0%
Temp. Restricted Net Assets	446,168.00	446,168.00	0.00	0.0%
Unrestricted Net Assets	694,141.83	694,141.83	0.00	0.0%
Net Income	245,229.93	216,567.31	28,662.62	13.24%
Total Equity	1,845,539.76	1,816,877.14	28,662.62	1.58%
TOTAL LIABILITIES & EQUITY	1,891,676.11	1,850,859.32	40,816.79	2.21%

Grantor Name	FY 18/19	FY 19/20	FY 20/21	Total	Payments	Balance
Monterey Peninsula Foundation	90,000.00	90,000.00	90,000.00	270,000.00	180,000.00	90,000.00
Chapman Foundation		10,000.00		10,000.00	10,000.00	-
United Way of Santa Cruz		10,000.00		10,000.00	5,000.00	5,000.00
Community Foundation for Monterey County GHGH		8,536.42		8,536.42	8,536.42	-
Community Foundation for San Benito		5,000.00		5,000.00	5,000.00	-
RBC Wealth		2,500.00		2,500.00	2,500.00	-
City of Watsonville		5,000.00	5,000.00	10,000.00	5,000.00	5,000.00
Monterey Collegiate Fund		2,500.00		2,500.00	2,500.00	-
Community Foundation for Monterey County -L& J Irvine F		25,000.00		25,000.00	25,000.00	-
Packard Foundation		80,000.00	80,000.00	160,000.00	160,000.00	-
Harden Foundation		25,000.00	25,000.00	50,000.00	25,000.00	25,000.00
North Monterey County Foundation		2,500.00		2,500.00	2,500.00	-
Claire Giannini Fund		100,000.00		100,000.00	100,000.00	-
CFMC Whitten Fund		500.00		500.00	500.00	-
Bayer Fund		10,000.00		10,000.00	10,000.00	-
Jewish Comm Federation		1,000.00		1,000.00	1,000.00	-
Union Bank		3,500.00		3,500.00	3,500.00	-
United Way of San Benito		1,500.00		1,500.00	1,500.00	-
CDBG City of Salinas		25,000.00		25,000.00	25,000.00	-
CDBG City of Seaside		6,804.00		6,804.00	6,804.00	-
AXA XL Regional Grant		2,500.00		2,500.00	2,500.00	-
Giants Community Fund		7,500.00		7,500.00	7,500.00	-
Tanimura Family Foundation		10,000.00		10,000.00	10,000.00	-
Community Foundation San Benito		2,076.40		2,076.40	2,076.40	-
James Irvine Foundation CFMC		38,055.00		38,055.00	38,055.00	-
CDBG Monterey County		20,000.00		20,000.00	20,000.00	-
Chevron		15,000.00		15,000.00	15,000.00	-
The Apple Lane Foundation		1,000.00		1,000.00	1,000.00	-
Southern Monterey County Foundation		1,500.00		1,500.00	1,500.00	-
The Landreth Family Fund of CFMC		2,500.00		2,500.00	2,500.00	-
Sonny Paullus Board Grants Fund		250.00		250.00	250.00	-
Terry Family Fund		1,000.00		1,000.00	1,000.00	-
Peter & Pat Fletcher Giving Fund		500.00		500.00	500.00	-

Chevron Eagles AT&T Pro Am		20,000.00	20,000.00	20,000.00	-	
CFMC Henning Foundation	2,000.00		2,000.00	2,000.00	-	
CFMC Echenique Foundation	8,000.00		8,000.00	8,000.00	-	
CFMC Slinger Fund	2,000.00		2,000.00	2,000.00	-	
United Way of San Benito	1,500.00		1,500.00	1,500.00	-	
Ausonio Family Fund	1,000.00		1,000.00	1,000.00	-	
Barnet Segal Trust		15,000.00	15,000.00	15,000.00	-	
Stocker Family Fund	250.00		250.00	250.00	-	
SBAD TREAS 310 EIDL GRANT	10,000.00		10,000.00	10,000.00	-	
Sally H Church Foundation	10,000.00		10,000.00	10,000.00	-	
Pajaro Valley Community Health Trust		15,000.00	15,000.00	15,000.00	-	
Nancy Buck Ransom Foundation		30,000.00	30,000.00	30,000.00	-	
Scandling Family Foundation		11,250.00	11,250.00	11,250.00	-	
Pebble Beach Company	5,000.00		5,000.00	5,000.00	-	
CDBG City Of Seaside		5,593.16	5,593.16	-	5,593.16	
Chapman Foundation		15,000.00	15,000.00	-	15,000.00	
CF Santa Cruz County		35,000.00	35,000.00	35,000.00	-	
CFMC So Co		21,430.00	21,430.00	21,430.00	-	
RBC Wealth Management		3,000.00	3,000.00	3,000.00	-	
	90,000.00	555,971.82	371,273.16	1,017,244.98	871,651.82	145,593.16

Grants Receivable
 FY 2016-17
 As of 6/30/17

Grantor Name	FY 16/17	FY 17/18	Total	Payments	Balance
City of Salinas - CDBG	10,000.00		10,000.00	8,000.00	2,000.00
County of Monterey - CDBG	10,000.00		10,000.00	8,500.00	1,500.00
Community Foundation for SC - Slinger	6,000.00		6,000.00	3,000.00	3,000.00
Community Foundation for SB		6,000.00	6,000.00	-	6,000.00
	26,000.00	6,000.00	32,000.00	19,500.00	12,500.00

Grants Receivable
 FY 2017-18
 As of 6/30/18

Grantor Name	FY 17/18	FY 18/19	FY 19/20	FY 20/21	Total	Payments	Balance
City of Seaside - CDBG	10,126.00				10,126.00	8,125.01	2,000.99
Chapman Foundation		10,000.00			10,000.00	-	10,000.00
Girls Inc. National	10,956.00	37,116.00	26,160.00		74,232.00	10,956.00	63,276.00
Monterey Peninsula Foundation		90,000.00	90,000.00	90,000.00	270,000.00	90,000.00	180,000.00
	21,082.00	137,116.00	116,160.00	90,000.00	364,358.00	109,081.01	255,276.99

Grants Receivable
 FY 2018-19
 As of 6/30/19

Grantor Name	FY 17/18	FY 18/19	FY 19/20	FY 20/21	Total	Payments	Balance
Monterey Peninsula Foundation		90,000.00	90,000.00	90,000.00	270,000.00	90,000.00	180,000.00
Chapman Foundation			10,000.00		10,000.00		10,000.00
United Way of Santa Cruz			10,000.00		10,000.00		10,000.00
Community Foundation for Monterey County GHGH			8,536.42		8,536.42		8,536.42
Community Foundation for San Benito			5,000.00		5,000.00		5,000.00
RBC Wealth			2,500.00		2,500.00		2,500.00
	-	90,000.00	126,036.42	90,000.00	306,036.42	90,000.00	216,036.42

1. ECHO Leadership Program (Education, Careers, Health, Opportunities) is a yearlong leadership-mentoring program for sophomores and juniors at 8 local high schools.

- During the week of June 8-12, 2020 the new Youth Leaders visited the Girls Inc. office to submit their paperwork and pick up program materials for training.
- On June 18, 2020, due to the current pandemic, the newly hired Youth Leaders attended their first training virtually via ZOOM. At this first training we introduced the Youth Leaders to the program content and manual, helpful tips, facilitation skills, program activities, and the Youth Leader commitment and responsibilities. The Youth Leaders also had the opportunity to get to know each other and received activity assignments for their second training in July.
- In July, we will be hosting a second training in person which will review the content of the first training and allow the new Youth Leaders to practice their facilitation skills.
- Due to the current pandemic, staff is currently working on updating the ECHO program curriculum activities to work both as an in-person program and virtual.
- We will be planning another training with Youth leaders to practice virtually in August.

2. Friendly PEERsuasion is a program developed to give young women in middle school the skills and information that enable them to recognize and resist pressure from peers, advertisers, and others to use tobacco, alcohol, and other drugs. The program is divided in two phases. During the learning phase, the participants are the seventh-grade girls who participate in 12 sessions of activities and discussions on communication, stress management, peer and media pressure, harmful substances, and leadership skills. In the second phase of the program, seventh grade girls pass on the knowledge by delivering activities on the same topics to girls in fifth grade called PEERsuade-Mes.

- Staff is currently working on updating program material boxes for the new year and updating the binders and curriculum.

3. Will Power/Won't Power[®]: is a series of workshops for girls ages 12-14 years old, in assertive communication, forming healthy relationships, avoiding risky situations, and learning about teen health.

- During the week of June 8-12, 2020 the new Youth Leaders visited the Girls Inc. office to submit their paperwork and pick up program materials for training.
- On June 16, 2020, due to the current pandemic, the newly hired Youth Leaders attended their first training virtually via ZOOM. At this first training we introduced the Youth Leaders to the program content and manual, helpful tips, facilitation skills, program activities, and the Youth Leader commitment and responsibilities. The Youth Leaders also had the opportunity to get to know each other and received activity assignments for their second training in July.
- In July, we will be hosting a second training in person which will review the content of the first training and allow the new Youth Leaders to practice their facilitation skills.

- Staff is currently working on updating the Will Power/Won't Power program agendas and content to also be held virtually. We will be planning another training with Youth leaders to practice virtually in August.

4. Strong, Smart and Bold Summer Camp is a two-week day camp for girls ages 8 to 11. Girls participate in research-based programs: ***Girls Take Another Look*** increases their awareness of the scope and power of the media and the effects of media messages on girls and women, ***Girls encourage*** is designed to sustain girl's interest in sports through adolescence by introducing them to nontraditional activities and adventures, ***Operation SMART*** develops girl's enthusiasm for skills in science, through hands-on activities, girls explore, ask questions, persist, and solve problems.

- In June, we continued to recruit girls for the Strong, Smart, and Bold summer camp by reaching out to school sites, contacts, and other community resources to continue spreading the word.
- We have 33 participants on the roster for the program to begin on July 6-16, 2020.
- Staff is currently working on getting materials ready for the 8-9 and 10-11 year old age groups. Each girl will receive a Girls Inc. bag with a Girls Inc. shirt, materials for the camp such as pens, pencils, pencil bag, crayons, scissors, glue, and any other handout or craft items for the activities.
- We will be hosting a final counselor training on July 1, 2020 to go over final program details and second training to practice on ZOOM on July 2, 2020. These trainings will be hosted for counselors to become more comfortable with the virtual aspect of the program.
- We have been in communication with parents for payments and have set up dates for a "Drive-thru" materials pick up on June 29-30th at the Girls Inc. office. Parents will arrive, call the Girls Inc. office and staff will bring them their materials for participants.

1. ECHO Leadership Program (Education, Careers, Health, Opportunities) is a yearlong leadership-mentoring program for sophomores and juniors at 8 local high schools.

- The Youth Leaders had their first staff meeting during the month of July. They learned more about their responsibilities as facilitators and leaders, learned about the upcoming meetings, planned for program activities, and received their first training on public speaking and effective communication.
- In July, we also hosted a second training for the Youth Leaders held in a 2 day span, both virtually and in-person, July 20-21, 2020. On the first day we had half the groups attend in person, and the second set of groups attend via ZOOM. On the last day, those that attended the training virtually came into the office for their in-person practice, and those that were in the office the day before attended the meeting virtually on the last day. The In-person training at the Girls Inc. office. gave Youth Leaders the opportunity to prepare an activity and practice their facilitation skills with their groups. The Youth Leaders provided feedback to one another about their presentations and were able to see the activities in action giving them a better idea of their responsibilities and roles as facilitators.
- During the week of July 27-30, 2020 Youth Leaders came into the office for half a day to prepare all their handouts, materials, and boxes for their school site. This gave the Youth Leaders the chance to become familiar with their activities while reviewing their modules and working with their partners.
- We are currently preparing a training in August for our Volunteer Mentors. At this training we will go over the program details, the responsibilities of the Mentors, and take the opportunity to review the program curriculum. In August, we plan to host separate virtual days for groups to meet and plan for their sessions as well as an opportunity to practice program facilitation.
- In the month of August, we will begin the process of reaching out to the school site contacts and administrators to check for start dates, plan for our program calendars and work on recruitment for new participants.
- The ECHO Curriculum has been updated. Staff has been working on updating activities to work both as in-person program and virtual. This will allow Girls Inc. to be ready for the rapidly changing guidelines.

2. Friendly PEERsuasion is a program developed to give young women in middle school the skills and information that enable them to recognize and resist pressure from peers, advertisers, and others to use tobacco, alcohol, and other drugs. The program is divided in two phases. During the learning phase, the participants are the seventh-grade girls who participate in 12 sessions of activities and discussions on communication, stress management, peer and media pressure, harmful substances, and leadership skills. In the second phase of the program, seventh grade girls pass on the knowledge by delivering activities on the same topics to girls in fifth grade called PEERsuade-Mes.

- Staff is currently updating the program curriculum and binders for the new year.

3. Will Power/Won't Power®: is a series of workshops for girls ages 12-14 years old, in assertive communication, forming healthy relationships, avoiding risky situations, and learning about teen health.

- We will be working at 8 middle schools: Vista Verde in Greenfield, Main Street in Soledad, El Sausal in E. Salinas, Washington in S. Salinas, Seaside in Seaside, North Monterey County in Castroville, Rolling Hills Middle School in Watsonville, and Chalone Peaks in King City.
- The middle school Youth Leaders also had their first staff meeting during the month of July. They learned more about their responsibilities as facilitators and leaders, learned about the upcoming meetings, planned for program activities, and received their first training on public speaking and effective communication.
- In July, we also hosted a second training for the middle school Youth Leaders also held in a 2 day span both virtually and in-person, July 22-23, 2020. On the first day we had half the groups attend in person, and the second set of groups attend via ZOOM. On the last day those that attended the training virtually came into the office for their in-person practice, and those that were in the office the day before attended the meeting virtually on the last day. The In-person training at the Girls Inc. office. gave Youth Leaders the opportunity to prepare an activity and practice their facilitation skills with their groups. The Youth Leaders provided feedback to one another about their presentations and were able to see the activities in action giving them a better idea of their responsibilities and roles as facilitators.
- During the week of July 27-August 4, 2020 the middle school Youth Leaders came into the office for half a day to prepare all their handouts, materials, and boxes for their school site. This gave the Youth Leaders the chance to become familiar with their activities while reviewing their modules and working with their partners.
- In the month of August, we will begin the process of reaching out to the school site contacts and administrators to check for start dates, plan for our program calendars and work on recruitment for new participants.

4. Strong, Smart and Bold Summer Camp is a two-week day camp for girls ages 8 to 11. Girls participate in research-based programs: ***Girls Take Another Look*** increases their awareness of the scope and power of the media and the effects of media messages on girls and women, ***Girls encourage*** is designed to sustain girl's interest in sports through adolescence by introducing them to nontraditional activities and adventures, ***Operation SMART*** develops girl's enthusiasm for skills in science, through hands-on activities, girls explore, ask questions, persist, and solve problems.

- This year due to the current pandemic the Strong, Smart, and Bold Summer Camp curriculum was modified to be implemented virtually via ZOOM from July 6-16, 2020.
- We served a total of 33 girls, ages 8-11.
- We had 6 Summer Counselors (Current Youth Leaders and Girls Inc. Alumnae) facilitate the program.
- This year topics Included: career exploration, college, bullying, peer and media pressure, STEM activities such as astronomy, engineering, marine science and the environment, physical fitness, mental health, self-care, self-esteem, nutrition, guest speakers and fun Icebreakers, arts & crafts, and even!

June/July

- Friendly reminder to Executive Committee -scheduled zoom meeting, and put together agenda/materials.
- Friendly reminder to Finance Committee -scheduled zoom meeting, and put together agenda/materials.
- Friendly reminder to Fund Development Committee -scheduled conference call, put together agenda and attend meeting via Zoom.
- Friendly reminder to the Governance Committee -scheduled conference call, put together agenda and attend meeting via Zoom.
- Weekly calls with Access and Functional Needs (AFN) for COVID-19 in Monterey County.
- Friendly reminder to the Board -scheduled Board Meeting, put together agenda and attend meeting via Zoom.
- Weekly Girls Inc. National regional conference calls – check-in calls via Zoom
- Friendly reminder to the joint PR Marketing & Fund Development Committee - scheduled conference call, put together agenda and attend meeting via Zoom.
- Worked on the Bubbles and Bags virtual fundraiser
- Work on link for board binder.
- Mail out annual reports to donors: Monterey County, King City, San Benito, and Santa Cruz
- Worked on final report to the CDBG grants: City of Salinas, City of Seaside and Monterey County.
- Work on the Annual Girls Inc. National AMAT reports.

Strong, Smart and Bold Summer Camp 2020

In the early school years, girls begin to develop confidence as learners, and build the foundation for academic success. They also form attitudes about themselves in relation to school and their peers, family, and social groups that can last throughout their lives.

Our summer program develops girls' skills and enthusiasm in science, technology, engineering, and mathematics (STEM). Through fun and hands-on activities, girls are able to discover and explore different career paths. Our summer camp also includes fitness, nutrition, media literacy, and personal development activities that encourage girls to be strong, smart, bold, healthy and self-confident.

Life during the COVID-19 pandemic is difficult for parents and children alike. After-school and summer programs provide critical supports that contribute to academic, social, emotional, and physical development. Research has shown time and again how critical such programs are, with outcomes that range from academic achievement and developing resilience to readiness for college and careers.

As we prepared for the program in early 2020, Girls Inc. staff was excited to begin the preparation stages for the Strong, Smart, and Bold Summer Camp to be held in July. We began contacting our school sites for recruitment in January, and in partnership with the Santa Rita Union School District, they were ready to offer scholarships once again to girls who would be participating in the program. Unfortunately, in March when the pandemic hit so close to home and everything began shutting down, recruitment came to a halt. In April, we received word from the district that all in-person classes and programs would be cancelled through the summer.

Girls Inc. was undaunted by this obstacle. We began planning to host a virtual summer camp where girls were still able connect with each other and have fun! We updated the activities and curriculum to be applied virtually through Zoom. Staff prepared materials for each girl that would enable her to participate in hands-on activities while learning at home online.



Program Highlights

- We offered the camp Monday – Thursday through Zoom from **July 6-16, 2020**.
- We served a total of **33 girls**, ages 8-11: 2 groups of 8-9-year-olds and 2 groups of 10-11-year-olds.
- **Topics and activities Included:** career exploration, college knowledge, bullying, peer and media pressure, STEM activities (such as astronomy, engineering, marine science and the environment), physical fitness, mental health, self-care, self-esteem, nutrition, guest speakers and crafts!
- **We had 6 Summer Counselors** (Current Youth Leaders and Girls Inc. Alumnae) facilitate the program.





Camp Activities



Our Virtual Camp program topics included: getting to know each other through fun icebreakers, dreams and goals, the environment and how we can do our part, bullying and friendships, self-esteem and what we love about ourselves, mental health and self-care, nutrition and importance of exercise, careers and a career interest survey, marine science, space and constellations, fun arts and crafts activities— and a talent show to highlight each girls uniqueness.

The girls also had the opportunity to talk about **college** and why college is important. A Hartnell College counselor and a USC alumna presented this activity. The girls learned about the types of degrees they can acquire through different levels of education and how much education is important and required for various careers. They were encouraged to do well in school and go to college. The girls then took their own **career** interest survey which enabled them to identify a career that matches their interests right now at their age. The program director at O’Neill Sea Odyssey joined us to share more about her career and marine life. She also shared an activity where girls took recycled items and turned them into pieces of art!

Health was a focus of the eating and healthy snack think about good nutrition. their packets as part of the on the importance of



camp this year. We covered healthy options, which encouraged the girls to We offered a healthy snack option in session. Our health day also focused **staying active** and included fun

exercise ideas. We had special guest host a live ZUMBA session where the girls got up and moved with the group. We discussed **mental health** and what **self-care** looks like and gave them a resource of new things they can do at home to take care of themselves during this time. This is especially valuable during the need to shelter in place where our normal routines are no longer possible. To enhance their **self-esteem**, girls had an opportunity to reflect upon and share with the group those traits that make them unique and describe what they love about themselves. They were encouraged them to write these down and put up somewhere where they would always be reminded of their amazing qualities.



This year we continued our focus on hands-on **STEM activities**. The girls participated in activities where they had the opportunity to learn from a marine biologist about the ocean, make a soda bottle green house, make their own constellation, while learning how STEM can be fun!



Lastly, the girls had the opportunity have fun and unwind by participating in fun **icebreakers** so each group could interact and get to know each other. **Arts and crafts** activities offered them time to create their own picture frames and bracelets, crafted out of recycled materials. They even had the opportunity to showcase their talents during our Talent Show!



Program Outcomes

We had final survey and daily evaluations where girls were encouraged to be honest and give us any constructive feedback to help us improve. Please note that all surveys and evaluations were completed anonymously and all evaluations provided the girls with a space for any additional comments or topics they would like to learn about. The following quotes are taken directly from these evaluations and the final survey:

Results from participant evaluations

“Where the meetings fun?”

- 95% of girls responded yes

“Did this program help you be more confident?”

- 96% responded yes

“Would you recommend this program to another girl?”

- 99% responded yes

“Do you now have a dream or goal you want to achieve?”

- 89% responded yes

“I know that having a balanced diet is important for my health (including limiting sugar, drinking more water and eating more fruits and vegetables, and healthy snacks.)”

- 95 % responded yes

“When I see someone getting bullied I...”

- 60% said Go to an adult for help
- 40% said I am going to stand up for the person being bullied

“Is this your first Girls Inc. program?”

- 79% responded yes



Girls enCourage

90% of girls participated in new physical activity (Zumba)

95% of girls increased willingness to step outside comfort zone and take risks

STEM

60% of girls developed enthusiasm a career in science, technology and engineering and math (STEM)

95% of girls understand the importance of working as a team and communication skills when working as a team

100% of girls completed 1 or 2 hands on STEM projects



What the girls are saying:

"I loved EVERYTHING we did at Girls Inc. I had so much fun and wish it could be longer."

"Girl Inc. made my days, we had fun and we learned about a lot of things."

"I really liked that we had the chance to meet other girls from everywhere. That we played together and had fun with the activities."

"Our counselors were so nice, they really made the activities so much fun and we learned a lot from them."

What I will miss most about Girls Inc. is that it was only for girls and that we had fun!

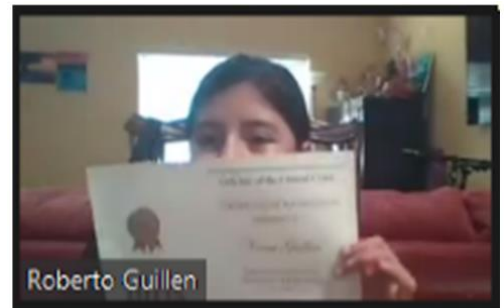
Every day we had art and crafts!

"I really loved learning more about Marine Science and the animals in the ocean."

"Getting to see space and making our constellations with our jellybeans was fun! I liked that I got to tell a story and make it."

"I loved making our plants and learning about the environment, my plant is going to remind me of Girls Inc."

"I was scared to join the program at first, but then after meeting everyone and having fun I felt so much better. Everyone taught me that I don't have to be scared to try new things."



Participant Spotlight:

“My name is Daniella Enriquez and I am 9 years old. This is the first time I have been in Girls Inc. and I joined the Strong, Smart, and Bold Summer Camp!

Some of the things that I learned were about bullies, I knew I had to stand up for people if they were being bullied but I learned how you should also help the bullies and that I had never thought about that part before, so I thought it was cool that we got to learn that.

What I loved most about the camp was that we got to make things like bracelets, drawings, and we got to share them with everyone. I usually do these things on my own, but this was fun because I got to do it with other girls. I really liked that our counselors invited us to come early and just talk, they listened to us and I could really talk about myself which made me feel more comfortable.

In the program I really liked getting to know each other especially when we spent time just talking and having fun. I’m kind of shy and through Girls Inc. I feel like I learned about myself and that I can make friend if I share about who I really am. It was fun to make friends because I learned that I’m not as shy as I thought.”



What the parents are saying:

Our program would have not been such a success without the involvement of the parents. We provided parents with a survey and here are some of their responses:

We asked, “What did you think the most important thing your daughter has learned from participating in the program?”

- Self-care and self-love. It also really got her thinking about her future and what she wants to be. Even though she doesn’t know yet. She is actively thinking about it.
- Goal setting and dreams, reaching your potential. Life skills, leadership skill. Thank You so much
- To speak up
- Time management
- She really enjoyed learning about marine biology and she also enjoyed the presentation on careers.
- Mentoring and empowering her to dream big!
- I saw her grow as a person. She became more confident.
- She feels more empowered
- To interact with other girls her age.
- Even though we can’t go out, she can still learn, play, and enjoy time with other girl and be mentors.
- About going to College and why it’s important.
- Communicate at a distance with other people at a distance, especially in these times of distance learning and particularly because she is going to start middle school this year.



We asked, “Would you recommend the program to another parent?”

- 100% said yes!

A Special Note from a Parent:

“Thank you for helping our daughters be strong smart and bold! This is her last year doing the camp, she has done it the last 2...3 years. The first year she cried. Every year after she has been excited to go back and has made at least 1 new friend each time. So, thank you for your help and support to help our daughter grow!”

Youth Leaders

The goals of the Youth Leaders program are to provide opportunities for young women to practice their leadership and facilitation skills, evaluate programs, become mentors, give back to their communities, and receive on the job training and experience while earning an income.



Youth Leaders/Summer Counselors:

1 will be a senior in high school

3 will be starting college in the fall and attending CSUMB

2 are enrolled at a CSU/UC (Sacramento, UC San Diego)

1 Counselor is Girls Inc. staff and 1 is staff and a Girls Inc. Alumnae

- 100% Demonstrated facilitation, public speaking, training, and evaluation skills
- 100% Demonstrated skills in team building through our virtual space and classroom management
- 100% Articulated the value of being role models to other girls and of giving back to their communities
- 100% Reported increased knowledge of the issues that affect girls in their communities
- 100% of Youth Leaders Facilitated the camp that ran for 2 weeks



save the date

**FOR GIRLS INC. OF THE CENTRAL COAST
BUBBLES & BAGS**

A **Live Virtual Auction** with
a **VIP/First Peek Experience** of
New, Gently Loved, and Vintage Handbags
to Benefit Girls Inc. of the Central Coast

Join Us!

Sunday, November 15, 2020

DEAR FRIENDS AND SUPPORTERS,

You are invited to our Bubbles & Bags Fundraiser
on **Sunday, November 15, 2020!**

Our committee is designing a very special virtual event for you and your friends. This year, Bubbles & Bags will be a little different, but we are making sure to add elements of fun and noteworthy information. You don't want to miss this! **Please save the date!**

Be well and stay safe,



Patty Fernandez, Executive Director

ABOUT GIRLS INC. OF THE CENTRAL COAST

OUR MISSION: To inspire all girls to be strong, smart, and bold™ and to respect themselves and the world around them.

Girls Inc. of the Central Coast® is an affiliate of Girls Incorporated, a national organization that has been providing programs for girls since 1864 in the United States and Canada. We deliver innovative, research-based programs designed specifically to address the strengths and needs of girls ages 8 to 18. Our programs focus on empowerment, health, and leadership, preparing girls for economic independence and confident adulthood. Founded in 1999, Girls Inc. of the Central Coast (Monterey, San Benito, and Santa Cruz Counties) currently serves over 1,300 girls a year in 40 schools sites in 10 cities. We are a 501(c)(3) organization. We are currently offering our programs at school sites in Salinas, Seaside, Monterey, Castroville, Soledad, Greenfield, King City, Hollister, Watsonville, and Aptos.

EVENT HOSTED BY



**Girls Inc of the Central Coast
Special Events: Bubbles &
Bags**

	Actuals	Actuals	DRAFT	Actuals	
	Nov-18	Nov-19	Budget	Nov-20	Nov-20
			Nov-20		
Event-Associated Donations	\$ 2,845	\$ 1,660	\$ 2,000	\$ -	
Sales - Tickets -General	\$ 8,550	\$ 8,000	\$ 750	\$ -	\$ 10 (75 people)
Sales - Tickets -First PEEK			\$ 1,875		\$ 75 (25 people)
Sponsorships - Event	\$ 17,400	\$ 19,850	\$ 15,000	\$ 2,500	
Sponsorships - Table/Music	\$ 500	\$ 500	\$ -	\$ -	
Raffle Ticket Sales	\$ 5,920	\$ 7,300	\$ 5,000	\$ -	(\$20 per ticket, 6 for \$100)
In-Kind Donations					
Silent Auction Revenues	\$ 20,938	\$ 16,985	\$ 7,500	\$ -	
Program Sponsorship		\$ 260	\$ 1,000	\$ -	
Other- Sales Merchandise		\$ 320		\$ -	
Total Revenue	\$ 56,152	\$ 54,875	\$ 33,125	\$ 2,500	
Facility Rental and Fees	\$ 11,014	\$ 10,408		\$ -	
Audio Video Equipment					
Valet Shuttle					
MC Announcer/Website /facebook set up etc.			\$ 3,000		
Printing & Production: Invitations/ Tickets/ Postage	\$ 4,714	\$ 3,765	\$ 3,800	\$ -	
Save the Date Cards	\$ 769	\$ 1,166	\$ 1,200	\$ -	
Postage	\$ 125	\$ 200	\$ 230	\$ -	
Table Centerpieces					
Wristbands	\$ 105	\$ 95	\$ -	\$ -	
Tents, Table, chairs, umbrella/ stanchions &rope /linens/décor	\$ 317	\$ 270	\$ -	\$ -	
Handbags (Susan Foxy couture)	\$ 2,275	\$ 1,895	\$ 2,000	\$ -	
Handbag Consultant			\$ 500		
Entertainment	\$ 500	\$ 500	\$ -	\$ -	
Thank You Ad					
Advertising Marketing	\$ 1,379	\$ 2,145	\$ 3,000	\$ -	
General Office Supplies, copying	\$ 2,001	\$ 929	\$ 200	\$ -	
Food & Other/drinks			\$ 600		(Champagne Purchase \$25.00) x 25 guests
Transportation /Mileage	\$ 360	\$ 209	\$ 200	\$ -	
Dept of Justice, Raffle Registration		\$ 50	\$ 50	\$ -	
Security Guard(s)					
Bank Service Charges & PayPal Fees	\$ 635	\$ 446	\$ 200	\$ -	
Total Event Expenses	\$ 24,194	\$ 22,077	\$ 14,980	\$ -	
	\$ 0	\$ 0	\$ (0)		
Net Event Income	\$ 31,958	\$ 32,798	\$ 18,145	\$ 2,500	

Event Sponsor- Bubbles and Bags	2020	Received/date	2019	Received/date
Goal			\$ 20,000.00	
1 Barbara Mitchell & Thurman Pardue/Maureen Lavengood			\$ 500.00	CK#2623869 5/10/19 CK# 7673 9/16/19
2 Central Coast Federal Credit Union	No	Joanne Webster	Next year -re-apply	
3 Peter & Gay Reimann			\$ 500.00	CK#1257 7/15/19
4 Central Coast Language & Learning Center (Pat Herro)			\$ 500.00	CK# 5847 Promised -email from Pat Herro
5 Fenton & Keller, Sara Boyns, Lizzy Leitzinger			\$ 2,000.00	CK# 10901 5/31/19
7 Richard E. Kent, DDS			Roxanne Noble Boss	
8 Julie Kenner / SkinHappy MD			\$ 1,000.00	CK#1049 7/18/19
9 Joanne & Lowell Webster	\$ 500.00	Joanne Webster	\$ 500.00	CK#1012 5/20/19
10 Smith & Enright Landscaping, Inc.			\$ 500.00	promised by email Selena CK# 38261
11 Herrin Plumbing			\$ 100.00	CK#2089 8/21/19
12 Lucia Boggiatto			Death in the family	
13 Noland Hamerly Etienne & Hoss (Karen A. Deaton)				Promised -email PF Karen Deaton and Mary C. Melton
14 Rabobank			Spring luncheon 2020	
15 Lozano Smith			\$ 500.00	CK#40830 9/4/19
16 Law Offices of Lawrence & Peck/ Juliet Peck				
17 Rod and Nancy Skager			\$ 500.00	CK#6083 7/8/19
18 Elaine & Dan Husted			\$ 500.00	CK# 4690 10/6/19
19 Balance Physical Therapy and HPC Inc.			Not this year	
20 Granberg Law Office (Ron & Denise)			Hetty Eddy	
21 Renee & Charlie Nicholas				
22 IMPOWER, Inc.			Roxanne Noble	
23 Quiedan Company/ Juan Batista	\$ 500.00	received for Spring Luncheon	Steve Deering	
24 D'Arrigo Consulting/ Margaret Inc.			Patty Fernandez	
25 RBC Wealth Management			\$ 1,000.00	CC 11/14/19
26 Sara and Casey Boyns			\$ 500.00	CK#1122 8/5/19
27 Kelley, William, DDS			Steve Deering	
28 Mann's Packing Co. (Suzi Cameron)			N/A	
29 Janet M. Johnson and Tom L. Jacobs			Melissa Mairose	
30 Ann Kilty (Music sponsor)			\$ 500.00	promised via email
31 Julie Packard			\$ 1,000.00	CC Classy Donation
32 Commercial Woodworking Inc. c/o Manuel Hidalgo			Steve Deering	
33 William and Jessica Moon			\$ 500.00	CK#1155 9/9/19
34 Driscoll's (Roxanne Noble Boss)			\$ 2,000.00	Rcvd. ACH 7/3/19 PVB - Confirmed 7/26/19
35 Massolo Trucking				
36 The Bench Jeweler				

37	Natividad Foundation			\$ 1,000.00	CK# 7428 6/13/19
38	Hetty & Jim Eddy (Champaign Sponsor)			\$ 500.00	CK#1236 6/28/19
39	Paul's Drapery			\$ 1,000.00	CK#1261 7/31/2019
40	PRO*ACT			N/A	
41	Granite Construction			Deneen Guss	
42	Wells Fargo			Deneen Guss	
43	Pinnacle Bank			Esmeralda Montenegro Owen	
44	Tanimura Family Foundation			Esmeralda Montenegro Owen	
45	SVMHS			Patty/ Esmeralda Montenegro Owen	
46	The Curtis Gallery			\$ 500.00	CK# 2934 9/12/19
47	Jason Montgomery Realtor (Shankle Real Estate)			\$ 1,000.00	CK# 1194 8/6/19
48	Pat & Fred Herro			\$ 500.00	CK# 6625 7/8/19
49	P-23 Pest Control c/o Ediberto Farfan			\$ 150.00	CK# 1036
50	Steve Deering			\$ 500.00	CK# 3738 TO BUY SAI
51	GO Figure ACTIVEWEAR -SWIMWEAR/ Carmel Barre BUNS.THIGHS. CORE			\$ 500.00	CK# 303 8/22/19
52	Wendy & Fred Cohn			\$ 500.00	CK#3466 9/4/19
53	Graniterock			\$ 500.00	CK# 2358853 9/23/19
54	Quintes- Steve Shearn			\$ 500.00	CK# 3251 10/7/19
55	Russ Galloway Electric, Inc.			\$ 100.00	CK# 4159 11/1/19
56	Nancy Jones-Powers & Bruce Powers			\$ 500.00	CK# 2525 11/6/19
57	Tom & Chris Banks	\$ 500.00	CK#4035 7/28/20		
58	Hatnell College Foundation -WELI Program	\$ 1,000.00	Esmeralda		
TOTAL		\$ 2,500.00		\$ 20,350.00	

In-Kind Donation				
Smith Family Wines			Mrs. Claudia Smith/Kelly	
KAZU 90.3FM-NPR for the Monterey Bay Area /Mik Benedek			Karen A. Deaton	
KSBW			Karen A. Deaton	



2020 Bubbles and Bags

Expectation of Board and Committee Members:

- I. Be a sponsor at the \$500 level; or
- II. Select two from the following categories:
 1. Collect 2-5 Bags
(See ATT.1 for samples of popular brands)
Purchase or Solicit:
 - “Like New” bags that no longer suit your taste
 - New Bags you have never used
 - High-end/Designer bags
 - Every day and Evening bags
 2. Secure two Sponsorships
(See ATT. 2) for different levels of sponsorships
 3. Purchase / Sell 5-10 VIPTickets to the event
 - First PEEK \$75 each with Champagne service
 - General admission will have suggested \$25 donation
 4. Purchase / Sell 10-20 Raffle Tickets
 - \$20 per ticket or \$100 for 6



Collect 2-5 Bags

1. Bag collection- Board and Committee members should “troll” eBay, Kate Spade, Rue La La, Facebook Marketplace and other mid to high end handbag sites for deals.
2. Popular brands (mid-range price) for Board/Committee members to buy:
 - a. Top Shop
 - b. MCM
 - c. Tory Burch
 - d. Madewell
 - e. Ted Baker
 - f. Stella McCarthy
 - g. Clair Vie
 - h. Longchamp
 - i. Check out purseblog (higher end)
 - j. Net-a-porter website (UK)
 - k. Bucket bags are current



2020 Girls Inc. Sponsorship Opportunities

Sponsorship Level (please mark one)

- Strong, Smart, & Bold (\$5,000)
- Promote Leadership (\$3,000)
- Encourage Education and
College Aspirations (\$2,000)
- Support Girls Health (\$1,000)
- Inspire Mentoring (\$500)

Sponsor Information

Contact Name: _____

Organization: _____

Address: _____

City/State/Zip: _____

Email: _____

Phone: _____

Sponsorship listing as: _____

Check payable to: Girls Inc. of the Central Coast

Please send form and check to: Patty Fernandez
Executive Director
318 Cayuga St, Suite 206
Salinas, CA 93901
pfernandez@girlsinccc.org

Send logo and website link to: pattygirlsinccc@gmail.com

Please send your logo file in EPS Vector and JPEG format

**To be included in printed materials please return your sponsorship form
By Friday, September 25, 2020**



**GIRLS INCORPORATED OF THE CENTRAL COAST
APPLICATION FOR COMMITTEE MEMBERS**

RETURN TO: GIRLS INCORPORATED OF THE CENTRAL COAST

Name: Lynda Schraegle

Address: 75 Carmel Ave.

Salinas, CA
City/State

93901
Zip

Home Telephone: 831-809-7989 **Business Telephone:**

Fax: **E-mail Address:** ljschraegle@gmail.com

Job Title/Profession: Retired Former Teacher

Education: BS Education

Racial and/or Ethnic Background: White

* Optional, however this information is needed for grants and annual reporting.

Age: Under 25 25-30 31-35 36-40 41-45 46-up

* Optional, however this information is needed for grants and annual reporting.

Community and Civic Involvement: - Cub Scout Leader

Schools: Lincoln School - Rm Parent, Carnival Comm, PTA
Palma - St. Patrick's Day Luncheon (3yrs.) Prom Comm.
Church: Community Outreach Steering Committee (3yrs.)

If you have served in a leadership capacity with any other nonprofit organizations, please list the organization(s), position(s) held and years in the position(s), (i.e. Santa Cruz County Surfing Museum, Secretary, 1999-2001):

JLMC Secretary, 2002-2003
JLMC Sustainer Representative, 2006-2007
JLMC Sustainer Leader Bath in Bag Project 2017-2020
* I thought this project worth mentioning as it affected many lives in the Salinas homeless community. I reached out and met Jill Allan director of Dorothy's Place & Women Alive Programs. After learning of needs, a team of 3 reached out to volunteers to contribute bath needs & clothing. We gathered items, provided a lunch, & made 280 bags. I felt the joy of delivering the bags & clothing to the Women Alive Program.

**GIRLS INCORPORATED OF THE CENTRAL COAST
COMMITTEE PERSONAL ASSESSMENT CHECKLIST**



IMPORTANT NOTE: Complete the following in order for the application to be considered:

1. Yes No I understand that all committee members are expected to be an active Committee/sub-committee participant and I will be able to fulfill this expectation.

Below is a breakdown of the committee and subcommittee structure (please check the one on which you would be interested in serving):

- FINANCE COMMITTEE
- FUND DEVELOPMENT COMMITTEE
- PR/MARKETING COMMITTEE
- SANTA CRUZ ADVISORY COMMITTEE
- KING CITY ADVISORY COMMITTEE
- SAN BENITO ADVISORY COMMITTEE

2. Yes No I understand that all members are expected to attend the committee meeting and I plan to attend and to actively participate in ongoing education.
3. Yes No I understand that all committee members are expected to make an annual donation to the organization, and I plan to make a donation.
4. Yes No I understand that all committee members are expected to participate in Girls Inc. events, and I plan to attend.

-Interested in: Growing Together Program
: Will Power / Won't Power Program

**GIRLS INCORPORATED OF THE CENTRAL COAST
APPLICATION FOR BOARD OF DIRECTORS**

Please return this and the following page to Girls Inc. of the Central Coast



Name: Karen A. Deaton

Address: 24807 Torres St.

Address
Carmel, CA 93923 04-04

City/State Zip Birthday: Day/Month
831-229-8229 831-920-1405

Home Telephone: **Business Telephone:**
E-mail Address: karen_deaton@yahoo.com

Fax: **E-mail Address:**
Managing Director of The Curtis Gallery

Job Title/Profession:

Education: B.A. Education

Racial and/or Ethnic Background: caucasian

*Optional; information used for grants and annual reporting.

Age: Under 25 25-30 31-35 36-40 41-45 46-up

*Information needed for grants and annual reporting.

Professional and Business Activities/Memberships:

Girls Inc. of the Central Coast, Board Member, past Chair of PR Marketing Committee

Community and Civic Involvement:

Vice President - Women of St. Dunstan 's Episcopal Church - 2020
Volunteer at Operation Christmas Child - Samaritan 's Purse - since 2005
Board Member for Meals on Wheels - 2017-2018

If you have served in a leadership capacity with any other nonprofit organizations, please list the organization(s), position(s) held and years in the position(s), (i.e. Monterey County Youth Museum, Secretary, 1999-2001):

Please include information below that you would like to be included in a board bio (i.e. "I am a lifelong resident of Salinas, I am married to John Smith and we have a 10 year old daughter Jane.")

Please feel free to submit additional information (resume, references from individuals who have served on nonprofit boards with you, etc.)

**GIRLS INCORPORATED OF THE CENTRAL COAST
BOARD PERSONAL ASSESSMENT CHECKLIST**



1. Yes No I understand that the Board meetings are held on the second Thursday of every month, and I can attend the meetings on a regular basis.

2. Yes No I understand that each Board member is expected to be an active committee participant, and I will be able to fulfill this expectation.

I have checked my interest in one or more of the committees:

FUND DEVELOPMENT COMMITTEE
The fund development committee leads the board's participation in development and fundraising.

FINANCE COMMITTEE
The finance committee is responsible for assisting the board in ensuring the organization is in good fiscal health

PUBLIC RELATIONS/MARKETING COMMITTEE
The PR/Marketing committee helps to maintain a positive image of the organization in the community by planning for, executing and monitoring marketing, community relations, public relations, and events.

GOVERNANCE COMMITTEE
The governance committee plays a key role in the organization's success by evaluating the Board's performance, the performance of individual Board members, and by recruiting and nominating Board members to fill needed expertise or advocacy roles on the Board. It ensures that the organization complies with Federal and state laws and statutes that govern non-profit organizations and provides guidance on human resources and employment policies and practices.

3. Yes No I understand that all members are expected to attend the Board Orientation, and I plan to attend and to actively participate in ongoing Board education.

4. Yes No I understand that all members are expected to attend a Board Retreat, and I plan to attend.

5. Yes No I understand that all members are expected to make an annual donation to the organization, and I plan to make a donation.

6. Yes No I understand that all members are expected to participate in Girls Inc. events, and I plan to attend.

7. Yes No I understand that all members are expected to host and/or bring guests to the GICC orientations, and I plan to do so.

Please return both pages of this application to Girls Inc. of the Central Coast,
318 Cayuga Street, Suite 209, Salinas, CA 93901

The David and Lucile Packard Foundation

Office of the President July 22, 2020

Patty Fernandez
Executive Director
Girls Incorporated of the Central Coast
318 Cayuga Street, Suite 206
Salinas, California 93901

Re: Grant #2020-70900

Dear Patty Fernandez:

It is a pleasure to inform you that the David and Lucile Packard Foundation has approved a grant in the amount of \$30,000 to Girls Incorporated of the Central Coast ("the Grantee"). This grant is to support the Strategic Plan comprehensive fund development and marketing plan, as described in your letter and proposal received on July 1, 2020.

Enclosed is the Grant Agreement containing the terms and conditions governing your use of our grant funds. Please read it carefully and return all pages. The Grant Agreement must be signed and dated by an officer, director, trustee, or other legally authorized representative of the Grantee. As part of our commitment to reducing paper usage we would prefer that you send your signed Grant Agreement via your Grant Site or an email to compliance@packard.org. If you are unable to submit your signed Grant Agreement online, please return a signed hard copy to the attention of Compliance. The Foundation will not make payments on this grant until we receive all pages of the signed Grant Agreement. Please keep a copy for your files.

The Grant Agreement contains payment and reporting schedules; if these present any significant difficulties for you or if you have any questions about this grant, please contact your program officer, Miguel Salinas, as soon as possible. In all correspondence with us, please refer to Grant #2020-70900.

The Foundation Trustees, Miguel Salinas, and I are pleased to be able to assist you in your work. We wish you success and look forward to hearing from you.

Craig Neyman
Interim President and CEO
CN/aa
Enclosures: Grant Agreement

NANCY LOSHKAJIAN

BRIEF BIOGRAPHY

Nancy V. Loshkajian, has served non-profits as a fundraising professional nationally and internationally for over 35 years working at leading colleges, universities and small non-profits to support education, the arts and culture, health care, social service agencies and the environment. Her experience includes capital and endowment campaigns and feasibility studies, building planned and major gift programs, starting and expanding annual giving programs, building corporate and foundation programs, conducting strategic planning processes and development audits, developing board leadership, and counseling professionals working in development.

Nancy began her successful career in 1976 at UCLA and has held development positions at Indiana University, Bloomington, and University of Cincinnati, where she served as Director of External Relations and Associate Director of Major Gifts, and Oberlin College where she served as Associate Vice President of Development, Major Gifts. Most recently, as Executive Director of Development at the University of California, Santa Cruz, Nancy managed the development program for the campus and oversaw \$60 million in capital campaign projects. Under her leadership, the campus doubled its private gift income to nearly \$80 million in private gift support from 1995-2000. She has also worked internationally as Executive Director of Development for the American University of Armenia.

In 1994, Nancy formed Loshkajian & Associates whose work is focused in the counties of Santa Cruz, Monterey, and Santa Clara in Northern California teaching, coaching, guiding, and mentoring non-profit professionals and volunteers to maximize their fundraising effectiveness. Nancy and her team of professionals are committed to *Building Stronger Communities through Philanthropy*.

Recent projects include a fundraising feasibility study and successful capital campaign raising \$3.5 million for the Homeless Garden Project, Santa Cruz, CA; a successful capital campaign for the Capitola Branch Library, Capitola, CA; fundraising feasibility study for Esalen Institute, Big Sur, CA; a feasibility study and successful joint capital campaign by the Volunteer Center of Santa Cruz County and Community Bridges in Live Oak. The latter study resulted in the recommendation to launch the campaign in September 2008 and the campaign was successfully completed in early 2010 (during the worst economic downturn in over 60 years). Prior to that she and her firm helped the Mental Health Client Action Network surpass their capital campaign goal by more than double the original goal. In 2008-2009 Nancy returned to the UC Santa Cruz campus to conduct a feasibility study for the planned \$102 million Biomedical Sciences Building project. Nancy also conducted a feasibility study and worked with Kelly Lindquist, President, Artspace Projects, Inc., Minneapolis, MN, for the Tannery Arts Center, Santa Cruz, as campaign consultant for their \$5 million performing arts center on the recently opened 8.2 acre campus.

A sampling of other current or recently served clients in Santa Cruz and Monterey Counties include the Habitat for Humanity Monterey Bay, Greater Farallones Association, San Francisco, California Certified Organic Farmers, Santa Cruz, Santa Cruz Teen Center, Ventana Wildlife Society (Big Sur), Tierra Pacifica Charter School (Live Oak), Mountain Community Resources (Felton), Silicon Valley Toxics Coalition (San Jose), U.C. Santa Cruz (Shakespeare Santa Cruz and Institute for Humanities Research), Museum of Art and History, the Cultural Council of Santa Cruz County, Santa Cruz Redevelopment Agency, Save Our Shores, and Dientes Community Dental Clinic. Hawai'i clients included Maui Nui Botanical Gardens, Inc., Ka Lima O Maui, Ohana Makamae, Inc. Hana, Maui and YWCA Kaua'i.

Nancy has been a lecturer at UCSC's *Economics and the Arts* class and the *Fundraising School*, Indiana University Center on Philanthropy. She frequently presented at national and regional CASE Conferences, and regularly presented roundtable seminars on Capital Campaigns, Major Gifts, and Feasibility/Planning Studies in San Francisco and San Jose. She is featured in the book Women as Fundraisers: Their Experience and Influence on an Emerging Profession. She served on the National Leadership Council of the National Network of Women as Philanthropists. Nancy holds a Master of Music degree in opera with honors from Indiana University and a Bachelor of Music Education from Drake University.

An active volunteer as well, Nancy currently serves as President of the Board of Trustees of the Center for Spiritual Living, Santa Cruz. Nancy served on the Board of Directors of the Cabrillo Festival of Contemporary Music for 19 years, having served five years as president. She also served as a volunteer for the Community Foundation of Santa Cruz County as a member of the Diversity Partnership Endowment Campaign Committee after having served for eight years on their LGBT Advisory Committee. She sings with The Choral Project, San Jose and plays golf.

In 2010 Nancy was trained as an executive coach by the Community Foundation for Monterey County (CFMCC) and volunteered to coach for two years for the LEAD Institute (Leadership Education and Development). She was selected as one of only four consultants in Monterey and Santa Cruz County to serve in their Strategic Partnership Project. Recently, Nancy provided fundraising training for the CFMCC Community Leadership Project and for the ELEVATE Program with the Arts Council of Santa Cruz County.

Nancy believes that, "Non-profits have an enormous potential to be a powerful force throughout the world. I am grateful to have the opportunity to work with the people who make our world a more compassionate place in which to live."

NANCY V. LOSHKAJIAN

403 Village Circle
Santa Cruz, CA 95060-2462
Nancy@NancyLoshkajian.com

PROFILE

Nancy V. Loshkajian, has served non-profits as a development professional nationally and internationally for 35 years working as a professional fundraiser, executive director, volunteer board member, coach and consultant at leading colleges, universities and non-profits to support education, the arts and culture, health care, social service agencies and the environment.

Nancy's experience includes capital and endowment campaigns and feasibility studies, building planned and major gift programs, starting and expanding annual giving programs, building corporate and foundation programs, conducting development audits and designing fundraising plans. Her particular area of interest lies in developing board leadership through training in the areas of effective governance, the role and responsibilities of board members as fearless fundraisers, and strategic board expansion. Nancy also counsels professionals working in development and recently served as a volunteer coach for the Community Foundation for Monterey County "LEAD" program. She has successfully led both start-up operations and significant expansions of more mature organizations achieving outstanding results.

Strengths include:

- Consistently demonstrated ability to develop and implement strategic plan to meet organizational goals.
- Fundraising, motivating, networking, and organizing.
- Major donor identification, development, and solicitation (individuals, corporations, and foundations).
- Organizational development to maximize benefit for the diverse talents available to the organization.
- Executive experience managing database conversion, records and administration.
- Management of direct mail campaigns, communications development, budgeting, and similar administrative and departmental functions.
- Personal talent for writing development materials (appeals, annual reports, proposals, etc.)
- Highly effective liaison and manager, able to engender enthusiasm and purpose.

Skills and expertise:

- Large-scale administrative management experience including budget projection
- Personally manage major gift relationships with key major donors
- Volunteer recruitment, organization, motivation
- Media and public relations management
- Staff planning, training, administration
- Image development, positioning, control
- Organizational development/strategic planning

PROFESSIONAL EXPERIENCE

Loshkajian & Associates, Santa Cruz, CA

1994-present

President

Formed in 1994, Loshkajian & Associates is a fund-raising consulting firm committed to *Building Stronger Communities Through Philanthropy*. We provide fund-raising and organizational development solutions to non-profits to strategically increase their fund-raising capacity and sustainability for the long-term. We proudly celebrate our 10th anniversary of service. **Our team of professionals and strategic partners** has significant management experience in the non-profit sector. They provide a strong combination of skills and expertise to support a wide range of fund-raising capacity building services.

San Jose Choral Productions, San Jose, CA

July 1, 2012-2015

Co-Executive Director, Development

- Responsible for all fundraising activities (personal solicitations, direct mail, foundation grants)
- Managing activities to expand the Board of Directors
- Assisting with search for permanent Executive Director and Director of Development

American University of Armenia, Affiliate of the University of California

2001

Office of the Provost and Sr. Vice President – Academic Affairs, University of California

Executive Director of Development

- Served as Chief Development Officer for the American University of Armenia, Yerevan, Armenia, reporting to UC Provost Jud King, Office of the President.

University of California, Santa Cruz, Santa Cruz, CA

1995-2001

Executive Director of Development

- Responsible for all campus development activities at UCSC.
- Managed development staff of 40 employees, 12 direct reports, and functions that included: major and planned gifts, 12 decentralized development officers, annual and special gifts, donor stewardship, prospect research and management, gift administration, and alumni and donor computer information system.
- Worked closely with the Chancellor, Executive Vice Chancellor, Vice Chancellor-University Relations, deans, and faculty to solicit gifts and develop fund-raising resources and priorities.
- Managed UC Santa Cruz Foundation Development Committee and other Trustees to support fund-raising for campus campaigns and priorities.
- Designed and implemented strategic plan to expand fund-raising activities for the campus.
- Results of strategic plan quadrupled campus private gift income to \$24.3 million in 1999-2000 from \$6 million in 1995-96.
- Campus received \$80 million in total private gift support from 1995-2000 – increased from \$35 million during previous five-year period.
- During the five year period increased the total private gift support by 100%.
- Established consecutive new campus fund-raising records from 1996-2000.
- Completed three campus capital campaigns for building and endowments totaling \$12,700,000 in four years.
- Between 1998-2000 initiated planning for 11 new campus capital campaigns with goals that total \$68 million for buildings and endowments in the sciences, arts, engineering, humanities, library, campus childcare, and university center.
 - Achieved academic endorsement of fund-raising priorities

- Began nucleus fund-raising for campaigns
- Initiated strategic planning for first comprehensive campus-wide capital campaign
- Created and implemented strategic reorganization for campus development program:
 - Secured 60% overall budget increase to \$2,500,000
 - Lead new staff recruitment that increased staff by 50% from 1994-95 to 1997-98.
- Created Annual Giving strategic plan that:
 - Increased annual fund income from \$800,000 to \$1.4 million over three-year period
 - Grew Telephone Outreach Program from \$550,000 in 1995-96 to \$1.1 million in 2000.
 - Created and Implemented new reunion giving program that tripled alumni class giving.
- Successfully managed conversion of campus alumni and development information system (to SCT Banner) in 1998 and major upgrade in 1999, which included major hardware and software conversion to client-server system using graphical user interface technology.

Oberlin College, Oberlin, OH

1993-1995

Associate Vice President of Development, Major Gifts

- With a staff of 14, managed programs with a budget of \$250,000 providing fund-raising guidance for three divisions of Oberlin College development office, namely Major Gifts, Development Research, and Development Resources programs.
- Lead revitalization of final phase of \$3 million endowment campaign for Conservatory merit scholarships including hiring and training campaign staff, preparation of campaign brochure and case statement. Worked closely with public relations staff.
- Created successful new national travel plan for President, Vice President for Development, and 6 development field staff. First year of national travel included receptions in 5 cities and staff visits with 240 major gift prospects, rating of 1800 prospects. Refocused nationwide volunteer Reunion Gift Committees on major gifts.
- Personally managed portfolio of 125 major gift prospects for cultivation and solicitation and traveled nationally each month to visit 10-15 major gift prospects and donors.

University of Cincinnati Foundation & College-Conservatory of Music

1987-1993

Director of External Relations & Associate Director of Major Gifts

- Responsible for managing alumni and fund-raising activities of the College.
- Designed and implemented first comprehensive advancement program for the College based on a five-year strategic plan that included major, capital, planned and annual giving programs from individuals, corporations, and foundations, involving three volunteer boards.
- Worked closely with College public relations staff developing communications plan for external relations including campaign newsletters, gala programs, 125th anniversary logo, and media coverage.
- Raised \$17.3 million in gifts in pledges from 1988 to 1993.
- Planned and initiated \$20 million capital campaign as part of a \$65 million building expansion and renovation of College.
- Raised \$9.3 million in private gifts toward campaign goal.

- Created an annual corporate giving program for College Conservatory of Music. Corporate Partners -- which increased annual gifts from \$59,900 in 1988 to \$236,100 in 1990. This was an increase of nearly 300%.
- Recruited volunteers from Cincinnati corporate community (CEOs and Sr. VPs) to serve as fundraising committee members to advise on expanding corporate support and improving College Conservatory of Music's image in the greater Cincinnati community.
- Increased overall gift income from \$500,000 to \$3.7 million from FY88-FY92.
- Expanded deferred giving -- raised estimated \$6.3 million in bequest expectancies.
- Produced two major black tie Gala fund-raising events. First Gala netted over \$60,000.

Indiana University, Bloomington, IN
Development Officer

1986-1987

Responsible for directing, implementing, and supervising all fund-raising and development activities for the Dean of Student Division. Conducted annual giving program; developed prospective donor lists; designed promotional materials for endowment campaign and direct mail solicitations; developed proposals to foundations and corporations.

Indiana University, Bloomington, IN
Instructional Design Assistant

1984-1986

Responsible for designing instructional materials for non-credit academic classes on microcomputer & super-mini computers at Indiana University. Delivered instruction on word processing, database management, spreadsheets, communications, micro & mainframe operating systems. Authored and edited articles for IU publications.

UCLA Foundation, Los Angeles, CA
Development Coordinator

1979-1980

Responsible for planning and implementing all development activities for The Royce Two-Seventy (senior support group of UCLA Council for the Performing Arts), including directing annual giving campaigns & special events.

UCLA Foundation, Los Angeles, CA
Development Assistant

1976-1979

Assisted the Director of Development in the creation & expansion of the UCLA Council for the Performing Arts. Included coordinating annual giving campaign, writing & editing direct-mail pieces, & donor communications, semi-monthly newsletter; research & edit proposals & reports to foundations & federal agencies; manage development office, including supervision of secretarial & volunteer support.

EDUCATION

Master of Music, Indiana University, Bloomington, IN Major: Vocal Performance, Cognate: Opera Theater
 Graduated With Distinction

Bachelor of Music Education, Drake University, Des Moines, IA Major: Voice Minor: Piano

PRESENTATIONS & PUBLICATIONS

- 2002 “*Capital Campaigns: How Feasibility/Planning Studies Build Successful Campaigns*” Roundtable Presentation, Essex & Drake Fund Raising Counsel
- 2001-2002 “*Capital Campaigns: Strategies for Success*”, Roundtable Presentation, Essex & Drake Fund Raising Counsel
- 2001 “*Building a Fund-Raising Board*”, Roundtable Presentation, Essex & Drake Fund Raising
- 1999 “*Fundraising: The Increasing Role of Private Gift Support as a Revenue Source for UC*”, Panel Presentation, University of California Management and Leadership Conference
- 1999 “*Fundraising 101: Building Consensus*”, Workshop Training, Leadership Convocation, University of California Santa Cruz
- 1998 *Women as Fundraisers*, Featured in Chapter Two, “Executive Women in Development: Career Paths, Life Choices, and Advancing to the Top”, (Jossey-Bass, Inc.)
- 1994 “*Managing Prospect Managers – Major Gift Fundraising*” - Presentation, CASE District V
-

AWARDS & HONORS

- 1999 Award of Distinction**, UCSC Telephone Outreach Solicitations, CASE District VII
- 1990 Silver Medal CASE VIDEO AWARD**
- Pi Kappa Lambda** (National Music Honorary), School of Music, Indiana University & Drake University
- Scholarship Recipient**, School of Music, Indiana University
- Gamma Gamma** (National Greek Honor Society), Drake University
- Mortar Board, President**, (National Women's Honor Society) Drake University
- Gamma Phi Beta, President**, (National Social Sorority) Drake University
-

COMMUNITY SERVICE

- | | |
|--|--------------|
| Center for Spiritual Living Santa Cruz , Santa Cruz, CA | 2004-present |
| President, Board of Trustees | 2018-present |
| Member, Board of Trustees | 2016-present |
| Cabrillo Festival of Contemporary Music , Santa Cruz, CA | 1997-2016 |
| Civic Auditorium Facilities Task Force Advisor | 2011-2014 |
| President, Board of Directors | 2001-2005 |
| Member, Board of Directors | 1998-2016 |
| Community Foundation of Santa Cruz County | 1997-2007 |
| Diversity Partnership Endowment Campaign Committee & LGBT Advisory Committee | |
| Community Foundation for Monterey County “LEAD” Coach | 2009-2010 |
| National Network Women as Philanthropists | 1993-1997 |
| National Leadership Council | |
| Association for Women Administrators , Cincinnati, OH | 1986-1987 |
| Board of Directors, University of Cincinnati | |
-

PROFESSIONAL AFFILIATIONS

- | | |
|--|-----------|
| Council for the Advancement and Support of Education (CASE) | 1987-2001 |
| Member District V & District VII | |
| Planned Giving Council of Santa Cruz and Monterey Counties | 1999-2001 |
-

HOBBIES

Golf, hiking, yoga, choral singing, piano, opera, theater, symphony, reading, and contemporary art.

Girls Inc. of the Central Coast

Strategic Plan: FY 20-23

Goal: This plan will focus on strengthening Girls Inc.'s organizational capacity to better serve the community through developing and implementing strategies to ensure the sustainability of the organization in the coming years.

Premise: No new program sites: the focus during the next 2 years will be on capacity building. Complete 3-year 2017-20 Growth Plan. All programs currently in progress will continue through the current fiscal year and into the next.

Decision: Present complete plan for FY 20-21 and FY 21-22 for discussion/approval at Board Retreat in January 2020.

1/20-6/21

Board Actions:

1. Analysis of what/who is needed to move forward on realizing the vision for the next 3-5 years. (Governance committee)
2. Board recruitment (Governance Committee)
3. Review staff salaries, which should be increased: suggestion accepted to raise the year's budget to \$1.5 M. (Current year's budget is just under \$1.2M) (Finance and Governance committees, executive director)
4. Develop a detailed fund development plan that includes diversifying revenue streams, setting specific fundraising goals, timeline, determining what the fund development committee needs to carry out this task (more volunteers, skills needed, etc.), roles of board and staff in fund development. (Fund development committee, board of directors)
5. Work closely with the marketing/PR committee to coordinate efforts in raising funds (Board, Fund development committee, executive director, donor development coordinator)
6. Determine donor development goal and implement plan
7. Coordinate with 3 advisory committees regarding strategies on growth – (Board of directors, executive director, committee chairs) July 2020
8. Review and adjust board and advisory committee structure (Governance committee)

Staff Actions:

1. Evaluate staffing patterns with respect to organization's needs going forward
 - a. Review job descriptions/titles: New positions? Training current staff and hiring new staff
 - b. Revise organizational chart as needed
2. Focus on developing skills of current staff to help address issues of staff retention and succession planning. (Executive and Deputy directors)
3. Develop a job description for, recruit and hire a Donor Development Coordinator to work with board and committee on identifying, approaching, and retaining donors – both individual and corporate. (Executive director, input from Governance and Fund development committees)

7/21-6/22:

Board Actions:

1. Continue executing fund development plan with specific goals for each revenue stream — evaluate efforts
2. Determine organization's needs going forward: staffing, funding, committees
3. Continue board assessment and board recruitment
4. Evaluate success of the implementation of the business plan thus far, especially donor development (1/20-6/22)

Staff Actions:

1. Evaluate existing program sites to determine suitability for continuing; i.e. number of girls enrolled, school support, etc.
2. Develop criteria for choosing new sites for FY 2022-23

FY 2022-23: To be determined based on evaluation and success of the previous 2 years, which could include adding new program sites.

SCOPE OF WORK – ATTACHMENT A
Summary of Consulting Services, Activities, And Outcomes
for
Girls Incorporated of the Central Coast

REVISED JUNE 17, 2020

This document constitutes the Scope of Work for Loshkajian & Associates to provide Girls Incorporated of the Central Coast with consulting services. Nancy Loshkajian will lead the project and be assisted throughout the project by Terry Teitelbaum. Terry's primary focus will be on database analysis, convening and facilitating Board Development and Expansion activities, and support for the Major Gift Fundraising Initiative. These activities will be provided separately from and in addition to her ongoing mentoring work with the Community Foundation of Monterey County. The Consultants will provide services between August 1, 2020 and May 31, 2021. Project goals, activities, outcomes are listed below.

PROJECT GOALS

1. Strategic board development and expansion.
2. Fundraising training for board and staff.
3. Expand agency's major gift fundraising capacity.
4. Advise and assist with the hiring process for a new development staff member.

PROJECT ACTIVITIES

I. Develop Detailed Overall Project Activities Plan and Timeline August (2 days)

Consultants will reconfirm the project goals, intended outcomes, and finalize the timeline for the project. Consultants will conduct an organizational assessment of fundraising activities. The assessment will review organizational attributes related to expanding capacity for fundraising including fundraising methods, history, board involvement, database, marketing, strategic planning to date, development infrastructure, and results.

Consultant Activities:

Review organization's materials, past fundraising activities, current fund-raising program plans and goals:

- (1) A list of requested materials will be provided for a review of past fundraising practices and results, including review and analysis of past three years of contributed income by source, level of gift, and means of solicitation;
- (2) Meet with Executive Director, Staff and board Leadership to form a Project Team to meet throughout the project and monitor progress and results;
- (3) Conduct three to four confidential phone interviews with board members or past donors;
- (4) Develop detailed overall project plan with activities and timeline

- (5) Advise and assist in the hiring of the new Donor Relations Director staff member:
 - a. Review job description for the Donor Relations Director;
 - b. Provide advice regarding the job applicant qualifications;
 - c. Help develop interview questions; and
 - d. If available, participate in the interview.

Outcomes:

- (1) Requested materials have been provided by agency;
- (2) First Project Team meeting completed;
- (3) Consultant Interviews completed;
- (4) Project plan, activities, and timeline approved by Project Team;
- (5) Donor Relations Director job description, interview questions, and hiring assistance completed.

II. Board Development and Expansion

September-October (3 days)

Objective: Provide coaching and support to address issues regarding effective board practices and how to manage the board-building cycle.

Consultant Activities:

- (1) Consultants will meet with Board Governance Committee to summarize best practices for setting board building and expansion goals and for evaluating progress, including detailed discussion of the steps to success for board recruitment;
- (2) Consultants will review:
 - a. Board nominating process;
 - b. Board recruitment materials;
 - c. Board orientation packet;
 - d. Board orientation timeline;
 - e. Evaluate current board committee structure including board roles and responsibilities documents (board job descriptions and committee descriptions); and
 - f. Suggest necessary changes to be aligned with best practices.
- (3) Develop board recruitment plan and timeline;
- (4) Meet with Board Governance Committee to create a board attribute matrix, decide on relevant criteria, and present to board for approval;
- (5) Assist Governance Committee in identifying and recruiting community leaders to brainstorm potential board candidates;
- (6) Facilitate a board brainstorming meeting (including non-Girls Inc. participants who have appropriate community contacts) to develop a broad pool of board candidates that can be recruited over the next 2-3 years;
- (7) Provide training for Governance Committee and support board recruiting process including how to prepare for and follow-up to recruitment interviews providing talking points as needed;
- (8) Evaluate board member orientation and draft materials as needed;

- (9) Provide framework for implementing ongoing strategic board building process that is aligned to meet the defined long-term goals for Girls Inc; and
- (10) Hold a wrap-up meeting with Governance Committee to review their progress and the framework for ongoing board building including annual board self-evaluation process as part of their annual board calendar.

Outcomes:

- (1) Consultants completed meeting with Board of Directors and attribute matrix approved;
- (2) Board approved job description and committee descriptions (if needed);
- (3) Community leaders have been recruited for Brainstorming meeting;
- (4) Board members have increased effectiveness and are prepared to engage in an annual board self-evaluation process;
- (5) Board brainstorming meeting completed.

III. Fundraising Training for Board**November - January (5 days)****Part One – Planning (November - December)****Objective:** Design and deliver fundraising training for the Board, Project Team, development staff that will:

- a) Identify the most promising opportunities and best practices for creating a sustainable and diversified fund-raising program primarily focused on individuals;
- b) Identify ways board members and staff can effectively engage in the fundraising process; and
- c) Prepare board members and staff to participate in successful fundraising campaigns.

Part Two – Training (January)**Consultant Activities:** Review overall fundraising principles and current best practices including the following:

- a) Basics about building lifetime relationships with existing and prospective donors;
- b) Four key elements of all successful campaigns (whether annual, major gifts, or capital campaigns) and prepare to successfully use that knowledge;
- c) Personal donor solicitation skills, including preparation, talking points, scripts, and potential challenges;
- d) Donor motivations and examples of donor-centered language; and
- e) Keys of how to stay focused on the fundraising process, both staff and volunteers.

Outcomes:

Fundraising training delivered and participants understand the:

- a) Basics about building lifetime relationships with existing and prospective donors;
- b) Ways that volunteers and staff can participate in fundraising.
- c) Four key elements of all successful campaigns;
- d) Donor motivations and examples of “donor-centered” language; and
- e) Best practices to personally solicit gifts.

IV. Fundraising Plan and Major Gifts Fundraising Initiative February – May (5 days)

Objective: Build on the agency’s special event fundraising activities and elevate donors from special events and the annual fund to form the basis for a major gifts initiative.

Consultant Activities:

Consultants will provide coaching that includes advanced training in developing a major gift program with the goal of preparing the Major Gift Team to become active in major gift cultivation and solicitation.

- (1) Advise Major Gift Team on steps to build an individual major donor program. Discuss best practices for fund-raising planning and management, and progress evaluation;
- (2) Provide Major Gift Team with a template with which to develop a three-year fundraising plan that includes a timeline, responsibilities, and goals. Consultant will review the plan and recommend changes;
- (3) Assist staff and Major Gift Team in identifying and qualifying potential prospects for larger gifts;
- (4) Review specific strategies for top prospects with suggestions tailored to those individual cases;
- (5) Review steps to success for personal solicitations, including how to prepare and follow-up;
- (6) Review talking points for making the case for support, using examples from current program work and long-range plans;
- (7) Assist Major Gift Team and staff in evaluating marketing, PR, and brand strategies to support fund development goals;
- (8) Practice with suggested scripts for donor visits and phone calls, including possible objections and recommended responses;
- (9) Discuss the keys of how to stay focused on the fundraising process – both staff and volunteers; and
- (10) Discuss obstacles and challenges and provide examples of remedies.

Outcomes:

- (1) Each Major Gifts Team member will have a portfolio of Major Gift prospects;
- (2) Each Major Gifts Team member will have an individual timeline for cultivating their Major Gift prospects; and
- (3) Major Gifts Team members will demonstrate measurable results in securing major gifts and building key partnerships and relationships that will strengthen and sustain Girls Incorporated of the Central Coast.

Minutes of GICC Executive Committee/Governance Committee Meetings on August 4, 2020

Attendees:

X – on phone /Zoom	Hetty Eddy (Executive/Governance Committee)	X – on Zoom	Joanne Webster (Executive Committee)	X – on Zoom	Karl Zalazowski (Governance Committee)
X – on Zoom	Elizabeth R. Leitzinger (Executive/Governance Committee)	X – on Zoom	Staff: Patty Fernandez-Torres		

Agenda Item and Discussion	Action Items
<p>I. Call to Order/Welcome/Introductions</p> <p>a. Meeting opened by Joanne Webster in place of Governance Committee President, Hetty Eddy, at 5:34 p.m. Hetty was on the phone at the start of the meeting and joined via Zoom shortly thereafter.</p> <p>b. Joint Executive Committee/Governance Committee Meetings: We've decided to hold these meetings jointly for the time being.</p>	
<p>II. Approval of Minutes</p> <p>a. June 2, 2020 Joint Executive/Governance Committee Meeting Minutes: Joanne moved to accept the minutes as submitted, Lizzy seconded, and all committee members present voted to approve the motion, except Karl who abstained because he was not present at the June meeting.</p> <p>b. June 16, 2020 Governance Committee Meeting Minutes: Joanne moved to accept the minutes as submitted, Hetty seconded, and all committee members present voted to approve the motion, except Lizzy and Karl who abstained because they were not present at the June meeting.</p>	<p>Minutes approved.</p> <p>Minutes approved.</p>
<p>III. Governance Committee</p> <p>a. Potential Committee Member Applications:</p> <ol style="list-style-type: none"> Lynda Schraegle – PR/Marketing and Fund Development Committee. Karen Deaton – PR/Marketing and Fund Development Committee Chair. Lizzy moved to recommend both applications to the Board for approval, Joanne seconded, and all committee members present voted to approve the motion. <p>b. Update on Finance Committee Job Description and Update on Bylaws: Joanne moved to defer discussion of the Finance Committee job description and the updated bylaws until we have a final proposal from the Finance Committee on these items. Lizzy seconded the motion, and all committee members present voted to approve the motion.</p> <p>c. Update on Packard Foundation Grant and Consultant: We received a grant of \$30,000.00 to hire a consultant to provide training to our new Development Director and to provide consulting services on GICC's strategic plan. We received this money and Patty hired a consultant to complete the work.</p> <p>d. Updates on Director of Donor Relations and Communications: The hiring committee for this position met in May and decided to hold off on hiring for this position because there may not currently be sufficient activity to fill this role due to Covid, and the committee wants to modify the job description for the position to tailor it further to our needs. We will look to the Packard Foundation grant consultant to give us guidance on how to move forward with this</p>	<p>Applications approved.</p> <p>Updates deferred.</p>

<p>position.</p> <p>IV. PR/Marketing and Fund Development Committee</p> <p>e. Bubbles and Bags: A virtual auction is scheduled for November 15. Patty presented the updated budget which looks substantially different than prior Bubbles and Bags events. The committee will work with a consultant to assist with the online presentation. Patty presented the expectations for Board and Committee members. Joanne moved to approve the role of Board and Committee members for presentation to the Board (with the modification of eliminating the duplicate item 5), Lizzy seconded, and all committee members present voted to approve the motion.</p> <p>2. Finance Committee</p> <p>a. Financials: The committee reviewed the draft financials with no questions.</p> <p>b. Audit Committee: GICC's onsite audit will occur in September. The draft financials may be updated further after the audit.</p>	<p>Role of Board and Committee members approved.</p>
<p>I. Items(s) for the August Board meeting: Patty distributed a draft agenda and the committee approved it with the following modifications:</p> <p>a. Removal of items 4 and 5 under Governance;</p> <p>b. Move presentation of financials to consent agenda;</p> <p>c. Addition of major discussion item regarding refresher on progress and priorities of strategic plan in the time of Covid 19.</p> <p>II. Next Executive Committee will be September 1, 2020</p>	
<p>III. Adjournment at 6:30 p.m.</p>	

Respectfully submitted by Lizzy Leitzinger

Fund Development/PR Marketing Committee Meeting Minutes
 Friday, July 10, 2020
 Via Conference Call

Attendees:

X	Sara Boyns	X	Esmeralda Montenegro Owen	X	Kenneth S. Anderson
X	Chris Banks	X	Jessica Hull		
X	Gay Reimann	X	Dr. Deneen Guss	X	Staff: Patty Fernandez
X	Maureen Lavengood	X	Stephanie J. Hull	X	Hetty Eddy - President
	Nancy Jones-Powers	X	Carrie M. Panetta		
X	Pat Herro	X	Karen Deaton		

Agenda Item and Discussion	ACTION Items
Call to Order/Welcome Volunteer to take minutes	The meeting was called to order at 12:33 by Karen Deaton. Chris Banks volunteered to take minutes
Introductions	Members of the Fund Development and PR Marketing Committee were introduced
1. Approval of Minutes: Fund Development Committee Meeting Minutes (ATT.1) PR/Marketing Committee Meeting Minutes (ATT.2)	Both sets of minutes were approved

2. Updates:

a. Program Updates

b. Bubbles and Bags

Date: Sunday, November 15, 2020

Location: The Inn at Spanish Bay

- Review DRAFT Budget and Sponsorships (ATT.3)
- Review DRAFT Role of Board and Committee Members (ATT.4)
- Sponsorship Letter (ATT. 5)
- Handbag Donation Letter (ATT. 6)
- Discuss
 - Save the Date Card (ATT.7)
 - Save the Date Card (mailing out card July)
 - All Central Coast donors (San Benito, Santa Cruz, Monterey County)
- Discuss **Plan B/ online fundraiser**
- Time/Cost:
 - First Peek Preview 1:00 PM-2:00 PM
(for "Buy it Now" purchase only)
Tickets \$100.00
 - Silent Auction 2:00 PM-4:00 PM
Tickets \$50.00

The Strong and Bold Program began Monday for 8 - 11 year olds via Zoom. Sessions are

1 1/2 hours with 8 - 9 year olds in the morning and 10 - 11 year olds in the afternoon. 50 girls are being served.

-School year sessions will begin with Zoom. Curriculum has been altered to shorter, 1 1/2 hour sessions. All school districts are working on plans for the fall but nothing is guaranteed.

-Many people are not comfortable going out and collecting bags/people are not coming together by November. It was agreed there would be no event at Spanish Bay this year. Bubbles and Bags will be virtual.

•Pat suggested contacting Pac Rep to find out how they are managing their fundraiser and who they hired.

•Esmerelda shared information about a virtual Gilroy event that had a live auctioneer. Maureen and Carrie will also research other virtual fundraisers

•First Peek tickets would be \$75 and include a delivered split of champagne

•Admittance to the Silent Auction would include a \$10 minimum donation

•A good raffle will be embedded. Raffle tickets are pre sold

•Continue to obtain sponsorships with an emphasis on focusing on our programs. Our sponsorship goal was reduced to \$15,000

•The Silent Auction is focusing on 75-100 High End Bags

<p>3. Discuss/Review: (ATT. 8)</p> <ul style="list-style-type: none"> a. Strategic Plan b. Strategic Plan Timeline c. Strategic Fund Development Plan FY 2020-23 d. Next Steps with Plan 	<ul style="list-style-type: none"> •Board Expectations list was revised to collect 2 - 5 bags, or making a donation for the purchase of bags. •Save the Date Cards and Sponsorship letters are being revised to reflect a virtual event •The Strategic Plan was tabled - members are asked to review before the next meeting . It can be tweaked and changed.
<p>4. Items for next meeting: _____</p>	<p>Strategic Plan</p>
<p>5. Items for Executive Committee/Board of Directors</p>	<p>Information about Virtual format for Bubbles and Bags</p>
<p>Adjourn</p> <ul style="list-style-type: none"> • Next meeting Friday, August 14, at 12:30 PM via conference call 	

Minutes of the Finance Committee Meeting on Tuesday, June 23, 2020

Attendees:

x	Melissa A. Mairose	x	Jennifer Metcalf		
	David Mesa		Krishna Patel		
	Kathy Moon	x	Adriana Pacheco	x	Staff: Patty Fernandez-Torres

Agenda Item	Discussion
Call to Order/Welcome Volunteer to take minutes	5:35 PM by Melissa Mairose. Patty volunteered to take minutes.
1. Approval of Minutes (ATT.1) ACTION	Motion by Jennifer; second by Melissa Mairose; approved.
2. Financials (ATT.4) a. Financial Notes b. Financial Summary c. Revenue Detail d. Special Events e. BS Comparison f. Grants g. Grants –Prior Years	All reviewed. No changes or questions Melissa reported: May 2020 Eleven months into the fiscal year – 91.66% <u>Revenue</u> Grants: \$80,593 received in May; \$640,529 YTD; 201.6% of budget Donations: \$5,185 received in May; \$217,053 YTD; 174.6% of budget *does not include donations from Special Events <u>Expenses</u> Personnel: at 77.8% of annual budget Program: at 48.9% of annual budget Operating: at 97.8% of annual budget Administrative: at 82.0% of annual budget

	<p><u>Overall</u></p> <p>Including carryover funds of \$472,278:</p> <ul style="list-style-type: none"> • Revenue: received \$1,531,133 YTD; 127.6% of annual budget • Expense: expended \$852,038 YTD; 71.0% of annual budget • Net Income/<Loss>: \$679,094 YTD <p>Excluding carryover funds of \$472,278:</p> <ul style="list-style-type: none"> • Revenue: received \$1,058,855 YTD; 145.6% of annual budget • Expense: expended \$852,038 YTD; 71.0% of annual budget • Net Income/<Loss>: \$206,816 YTD <p><u>Grants Receivable</u></p> <table> <tr> <td>April 2020</td> <td>\$127,500</td> </tr> <tr> <td>May 2020</td> <td>\$150,593</td> </tr> </table> <p><u>Cash Available</u></p> <table> <tr> <td>April 2020</td> <td>\$1,505,786</td> </tr> <tr> <td>May 2020</td> <td>\$1,532,163</td> </tr> <tr> <td>Increase of</td> <td>\$26,377</td> </tr> </table> <p><u>Community Foundation Investment</u></p> <table> <tr> <td>April 2020</td> <td>\$126,895</td> </tr> <tr> <td>May 2020</td> <td>\$107,730</td> </tr> <tr> <td>Decrease of</td> <td>\$19,165</td> </tr> </table>	April 2020	\$127,500	May 2020	\$150,593	April 2020	\$1,505,786	May 2020	\$1,532,163	Increase of	\$26,377	April 2020	\$126,895	May 2020	\$107,730	Decrease of	\$19,165
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<p>5. Updates on Pledges FY 2019-20</p> <p>a. We posted at the beginning of the fiscal year July 1, 2019 to be collected \$26,335.90.</p> <p>b. As of today, from July 1, 2019 -May 31,2020 we have collected a total of \$15,035.93 (April 20 (\$2,825.33), May 31 (\$675.33))</p> <p>c. Uncollected as of (July 1, 2019 -May 31,2020) \$10,229</p>	<p>Patty presented the update on pledges</p> <p>The finance committee authorized a journal entry to “write-off” the uncollected donor pledges of an estimate of \$10,529 or less.</p> <p>ACTION</p>																

<p>d. The only month pending is June 2020 approximately \$1,000</p> <p>*For next FY 2020-2021 we have posted \$6,897.10 to be collected</p>	
<p>6. Updates on the Investment Policy (Working with Virginia Howard)</p>	<p>Jennifer is working with Virginia Howard on the investment policy. The goal is to have it done within the next few weeks.</p>
<p>7. Items for Executive Committee/Board</p>	<ul style="list-style-type: none"> • Financials • Journal entry to “write-off” the uncollected donor pledges of an estimate of \$10,529 or less. ACTION
<p>8. Items for next Finance Committee Meeting</p>	<ul style="list-style-type: none"> • Review Audit and Finance Committee Job Descriptions. • Accounting Policy update • Financials
<p>Adjourn</p> <ul style="list-style-type: none"> • Next meeting date: Tuesday, June 23, 2020 	<p>6:15 PM</p> <p>June meeting CANCEL</p> <p>Next meeting Tuesday, August 25, 2020.</p>

Girls Inc. San Benito Advisory Board- Minutes ZOOM Meeting Wednesday, May 27, 2020

Present: Patty Fernandez, Linda Smith, Rebecca Salinas, Jill Clark-Kunich

The meeting was called to order at 6:42 pm. Minutes were approved MSP Clark-Kunich/Smith.

I **Program Updates:**

- A New Plan for Strong, Smart, and Bold Summer Camp for girls ages 8-11 scheduled for July 6-17 will be held on-line Monday-Thursday for 1.5 hours. It will be OPEN to all girls in the Central Coast.
- ECHO High School Program goal served 121 girls through virtual sessions. Discussion followed regarding recruitment possibilities for next year.
- Friendly Peersuasion Program for 7th grade girls is currently serving 63 girls through virtual sessions.

2. **Spring Luncheon:** Friday, March 25, 2021. The date has not been confirmed to date.

3. **San Benito Advisory Board Recruitment Events:**

- Carol Swanson has graciously volunteered the use of her home for the events scheduled as follows:
- Wednesday, September 2, 2020 at 6 PM. Flyers will be mailed to all donors and potential Board members by mid-August.
- Thursday, October 1, 2020 at 2 PM. Flyers will be mailed to all donors and potential Board members by mid-September.

*The goal of the events is to invite and recruit potential new advisory board members.

Linda and Patty will contact all absent Board members regarding Girls Inc. program updates and Board scheduled events.

Items for next Meeting: Board Member Recruitment, Program Updates

Next ZOOM Meeting Thursday, July 23, 2020, 5:30 PM

Girls Inc. of the Central Coast-King City Committee

Date: Thursday, July, 2, 2020

Time: 11:00 a.m.

Location: Via Conference call-Zoom

Present: Tina Lopez, Patty Fernandez, Krysta Edington

Call to Order: The meeting was called to order by Tina Lopez at 11:03 a.m.

Minutes: The minutes of the May 20, 2020 meeting were approved.

Staff Report: Patty reported that the staff has been continuing to meet virtually and make arrangements for programs virtually. They are waiting to find out what will happen with the schools. What we know is that school will probably begin after Labor Day. Tina stated that there is talk in Monterey County of another shelter-in-place in October due to flu season.

Summer Camp: The Strong, Smart and Bold Summer Camp will be held July 6-16, 2020 and will be a virtual summer camp. Thirty girls will be participating from all over the county, far fewer than previous summer camps. However, the parents are picking up packets for the girls and all is ready.

Future Plans: The Committee has decided to hold off making any plans or decisions until we find out what the schools are doing and which direction the Girls Inc Board is taking. Anita suggested meeting after the Girls Inc Board meets in August, so we know more about the schools and the G.I.Board plans.

Anita asked that Krysta contact Audra Echenique and Patty contact Jennifer Williams to let them know we are on hold, but we still hope to bring them onto the King City Committee once we start planning again.

Next Meeting: Wednesday, September 2, 2020- 11:00 am