



Executive Committee Meeting
Wednesday, March 18, 2026, ❖ 4 – 5 p.m.
Allan Hancock College – Building B, Room B102.

AGENDA

	Page	Tentative Time
1. Call to Order		4:00 PM
2. Roll Call		
3. Public Comment		
<p><i>This section of the agenda is intended for members of the public to address the Executive Committee on items involving the Foundation that are being considered. Please note that directors are prohibited by the Brown Act from responding to comments made regarding topics not on the official agenda. If you wish to speak to any item listed, please complete a Request to Speak Card available from the executive director. It is suggested that speakers limit themselves to five minutes.</i></p>		
4. Approval of Agenda for March 18, 2026 (ACTION)	1-2	4:01 PM
5. Approval of Minutes for November 12, 2025 (ACTION)	3-4	
6. Executive Director’s Report		4:05 PM
7. Governance and Nominations Committee		
7.A. New Member Nomination—Caludia Ortiz (ACTION)	5-10	4:10 PM
7.B. New Member Nomination—Luis Servin (ACTION)	11-17	
7.C Board Retreat Recap		
8. Finance Committee		4:25 PM
8.A. Review and Approval of Financial Statements through 1/31/2026 (ACTION)	19-36	
8.B. Approval of 2026-2027 Proposed Operating and All Fund Budgets (ACTION)	37-38	
8.C. Proposed Funding for Bond Campaign (ACTION)	39	
9. Advancement Committee (INFORMATION)		4:45 PM
9.A. Foundation Giving Report	40	
9.B. Unrestricted Giving & PC Campaign	41	
9.C. Scholarship Subcommittee Report	42	
9.D. Prospect Party	43	
9.E. MESA-STEM Alumni Picnic	44	
10. Director/ Manager of Philanthropy - Job Description (ACTION)	45-49	



Executive Committee Meeting
Wednesday, March 18, 2026, ❖ 4 – 5 p.m.
Allan Hancock College – Building B, Room B102.

11. Foundation Logo Review	50	
12. Board Meeting – March 26, 2026– Agenda Review (ACTION)	51-52	4:57 PM
13. Consideration of New Business (Information)		4:58 PM
14. Next Meeting – July 15, 2026, 4-5 p.m.		
15. Adjourn (ACTION)		5:00 PM

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

A handwritten signature in black ink, appearing to read "JH", written over a vertical line.

Jon Hooten, Executive Director
Allan Hancock College – College Advancement

Executive Committee Members:

- Mike Gibson, President/ Chair
- Erica Jane Flores, Vice President
- Paul Cook, Treasurer
- Tim Harrington, Secretary
- Judith Dale, Member-at-large
- Michale Carroll, Member-at-large
- Kevin Walthers, AHC President/Superintendent

**ALLAN HANCOCK COLLEGE FOUNDATION
A REGULAR MEETING OF THE EXECUTIVE COMMITTEE
Minutes of November 12, 2025, 4:00 – 5:00 p.m.**

A regular Executive Committee meeting was held at Allan Hancock College – Bldg. B, Rm. 202

1. Call to Order

Foundation board vice president, M. Gibson, called the meeting to order at 4:02 p.m.

2. Roll Call

Committee Members Present: Mike Gibson, Erica Jane Flores, Tim Harrington, Judith Dale

Committee Members Absent: Paul Cook, Michael Carroll, Kevin Walthers

College Staff Present: Jon Hooten

Recorder: Alex Ruiz-Guerrero

3. Public Comment – None

4. Approval of Agenda for November 12, 2025 (ACTION)

MOTION: On a motion by J. Dale, seconded by T. Harrington, the agenda for the special meeting of the Executive Committee and Finance Committee was approved by a unanimous voice vote.

5. Approval of Minutes for July 16, 2025 (ACTION)

MOTION: On a motion by T. Harrington, seconded by J. Dale the minutes from July 16, 2025, were approved by a unanimous voice vote.

6. Executive Director’s Report

J. Hooten shared that the Annual Impact Report will be mailed soon and an update on the Foundation’s plan for Spring 2026.

Erica Jane Flores arrived at 4:06 P.M.

7. Governance and Nominations Committee (Information)

The committee discussed plans for the upcoming board retreat, including a two-part format featuring a “state of the community college” segment with external higher-education leaders, followed by strategic planning on future Foundation priorities and campaign “buckets” related to “Ensuring College for All.” A venue suggestion for the retreat and dinner was noted. The committee also reviewed potential candidates to expand the board and considered prospects, including individuals with connections to workforce development

8. Finance Committee

8.A. Review and Approval of Financial Statements through 9/30/2025 (ACTION)

The Executive Committee reviewed financial statements through September 30, 2025

MOTION: On a motion by J. Dale, seconded by E. Flores, the financial statements were approved as submitted by a unanimous voice vote.

8.B. Transfer of Urbach-Sjovold Funds (ACTION)

MOTION: On a motion by E. Flores, seconded by T. Harrington, the Executive Committee approved the transfer of the Urbach-Sjovold funds and will be forwarded to the Board of Directors for approval.

8.C. Endowment Scholarship & Program Funding (ACTION)

The committee recommended a 5% endowment draw from the identified funds, which would also help support a potential consulting engagement for upcoming campaign planning. Member discussed preparing for future initiatives related to “Ensuring College for All” and briefly noted the college’s ongoing review of digital textbooks as a cost-effective option for students.

MOTION: On a motion by E. Flores, seconded by J. Dale, the Executive Committee approved the endowment draw recommendation as presented and will be forwarded to the Board of Directors for approval.

9. Advancement Committee (Information)

9.A. Foundation Giving Report

9.B. Unrestricted Giving & President’s Circle Campaign

9.C. Scholarship Subcommittee Report

9.D. Alumni Event

9.E. Listening Parties

The committee received updates noting that giving is on track with strong unrestricted revenue, scholarship applications are open, alumni events preparations are underway, and listening parties are being rescheduled due to venue issues.

10. Consideration of Board Meeting Format (ACTION)

J. Hooten shared ideas for making board meetings more strategic and collaborative, including approving consent items more efficiently—to allow for shorter meetings and more generative discussion.

MOTION: On a motion by J. Dale, seconded by T. Harrington, the Executive Committee approved moving forward with a trial of the new board meeting format.

11. Director Presentation—Mike Gibson (ACTION)

M. Gibson Reflected on his presidency and proposed a one-time legacy project—a campus statue of the AHC Bulldog, Spike—to serve as a lasting symbol for students and the Foundation, noting an estimated cost of \$30,000. The committee viewed the idea as a potential opportunity for the board to practice donor outreach.

MOTION: On a motion by J. Dale, seconded by T. Harrington, the legacy project proposal was approved for further exploration and will be forwarded to the Board of Directors for approval.

12. Board Meeting—November 20, 2025—Agenda Review (ACTION)

MOTION: On a motion by J. Dale seconded by E. Flores, the agenda for the November 20, 2025, Board of Directors meeting was approved by a unanimous voice vote.

13. Consideration of New Business (Information)

None

14. Next Meeting – March 18, 2026, 4-5 p.m.

15. Adjourn (ACTION)

MOTION: On a motion by T. Harrington, seconded by E. Flores, the meeting was adjourned at 4:54 p.m. by a unanimous voice vote.

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director AHC Foundation	March 18, 2026
Subject: New Member Nomination – Claudia Ortiz	

BACKGROUND

Claudia is an Area Production Manager for Mechanics Bank where her accounting and finance skills come to life. Claudia offers community and corporate relations, human resources, and strategic planning skills to the Foundation Board of Directors. Claudia currently serves on the Mary Buren School Site Council and Northern Santa Barbara County United Way; with previous tenures at the Santa Maria Noontime Kiwanis, Girl Scouts of the Central Coast, school PTAs, and Spartatroniks Robotics.

Nominee statement of interest:

“As a first-generation college graduate, I completed my associates at Hancock. That was before the Promise and with many challenges along the way, but I believed in the value of education and found a way to make that happen for myself. I dedicated time to raising my girls before earning my bachelor's degree, once again making every sacrifice necessary for myself but also as a role model to my children. My oldest completed many dual enrollment courses while in high school and was able to complete her bachelor's in 2 years. At the age of 23, she earned her master's and has a career she loves. My 19-year-old is currently attending Hancock and has discovered she has more interests than she knew. Additionally, I have a 6-year-old who will likely be part of the Hancock family someday. Currently, I am Vice President for Mary Buren School Site Council and Northern Santa Barbara County United Way. My career has allowed me an opportunity to be part of the community and to get involved with organizations and causes that are important to me, Hancock is definitely one of them.”

RECOMMENDATION

Staff recommend the Executive Committee to accept Claudia’s nomination and forward to the Board for approval.

View results

Respondent

9 Anonymous

24:13

Time to complete

1. Name *

Claudia Ortiz

2. Email *

[REDACTED]

3. Phone number *

[REDACTED]

4. Street Address *

[REDACTED]

5. City *

Guadalupe

6. ZIP Code *

93434

7. Spouse/Partner name (if applicable)

Jose R Reyes

8. Company/Organization name (if applicable)

Mechanics Bank

9. Title/Position (if applicable)

Area Production Manager

10. **Interest:**

Please provide a brief statement outlining why you are interested in serving on the AHC Foundation Board. Please mention your passion for Hancock or higher education; relevant experience and expertise; community involvement and leadership; and/or commitment to philanthropy.

*

As a first-generation college graduate, I completed my associates at Hancock. That was before the promise and with many challenges along the way but I believed in the value of education and found a way to make that happen for myself. I dedicated time to raising my girls before earning my bachelor's degree, once again making every sacrifice necessary for myself but also as a role model to my children. My oldest completed many dual enrollment courses while in high school and was able to complete her bachelor's in 2 years. At the age of 23, she earned her master's and has a career she loves. My 19 year old is currently attending Hancock and has discovered she has more interests than she knew. Additionally, I have a 6 year old who will likely be part of the Hancock family someday. Currently, I am Vice President for Mary Buren School Site Council and Northern Santa Barbara County United Way. My career has allowed me an opportunity to be part of the community and to get involved with organizations and causes that are important to me, Hancock is definitely one of them.

11. Skills, Experience, & Expertise

Please select as many as apply: *

- Accounting / Finance
- Advocacy
- Community Relations
- Corporate relations
- Effectiveness & Innovation
- Entrepreneurship
- Estate planning
- Event planning
- Fund development / Philanthropy
- Higher education
- Human Resources
- Investment
- Legal
- Marketing
- Nonprofit leadership & governance
- Technology
- Strategic Planning
- Other

12. Industry experience

Select as many as apply: *

- Aerospace
- Agriculture
- Communications / PR
- Construction
- Education
- Energy
- Financial Services
- Government
- Healthcare
- Hospitality
- Law
- Management / Consulting
- Manufacturing
- Media / Entertainment
- Military
- Nonprofits
- Technology
- Wine

13. On what other boards have you served (past and present)? *

Currently: Mary Buren School Site Council and Northern Santa Barbara County United Way
Previously: Santa Maria Noontime Kiwanis, Girl Scouts of the Central Coast, PTAs, Spartatroniks Robotics

14. In what other charitable or community organizations are you involved (past and present)? *

Currently: Mary Buren School Site Council and Northern Santa Barbara County United Way
Previously: Santa Maria Noontime Kiwanis, Girl Scouts of the Central Coast, PTAs, Spartatroniks Robotics

15. What connections (if any) do you have with Hancock? *

Alumna with daughter currently attending

16. The AHC Foundation Board currently meets six times per year (in person), usually on Thursday afternoons at 4-6 p.m. Board members also serve on at least one committee, which usually meets three times per year at various times. Are you able to make this time commitment? *

Yes

No

Not sure

17. The Governance and Nominations Committee will consider your responses and make a recommendation to the Executive Committee, which in turn makes a recommendation to the full Board of Directors for consideration.

If invited to join the board, do you intend to accept the invitation? *

Yes

No

Not sure ... let's talk more!

To: Executive Committee	ACTION
From: Jon Hooten, Executive Director AHC Foundation	March 18, 2026
Subject: New Member Nomination – Luis Servin	

BACKGROUND

A native and current resident of Lompoc, Luis is the executive Director of the County of Santa Barbara Workforce Development Board and brings experience in advocacy, community relations, innovation, event planning, and nonprofit leadership. Luis currently serves on the California Workforce Association Executive Committee, National Association of Farmworker Opportunity Programs, County of Santa Barbara Community Corrections Partnership, and the California Adult Education Program, Santa Barbara Adult Education Consortium (SBAEC).

Nominee statement of interest:

“Joining the AHC Foundation Board represents a unique opportunity to contribute meaningfully to the educational landscape and support the mission of accessible, quality education.

I am a native Lompoc resident and a first-generation college student. As a former Allan Hancock College student, I believe deeply in the power of education. After high school, I attended Allan Hancock College, then transferred to Cal State University, Fullerton, where I earned my bachelor’s degree. I hold a master’s degree in public administration from California State University, Northridge. My career spans over ten years in workforce development. I currently serve as the Executive Director for the Workforce Development Board. Prior to my work with the County of Santa Barbara Workforce Development Board, I worked in private post-secondary education for almost 10 years as a director of career services.

Through my work, I am deeply involved in the community, identifying gaps, and finding ways to improve services for our local job seekers and businesses. I work closely with many of our elected officials and do advocacy at the state and federal levels.

Here are several reasons why I am particularly interested in this role: I am passionate about promoting access to and equity in higher education. Serving on the board enables me to advocate for students from diverse backgrounds (like mine). As a former Allan Hancock College student, I believe in the mission of our community colleges. Being part of the AHC Foundation Board would allow me to connect with local businesses, organizations, and community leaders to foster partnerships that can enhance educational programs and opportunities for students.

I am eager to contribute to initiatives that directly improve student outcomes. Whether through scholarship programs, mentorship opportunities, or workforce development, I want to help create pathways for students to achieve their goals. By joining the board, I aim to leverage my skills and

RECOMMENDATION

Staff recommend the Executive Committee accept Luis’ nomination and forward to the board for approval.

experiences to make a positive impact on the community college and its students while also fostering a culture of support and collaboration within the community.”

View results

Respondent

10

Anonymous

90:17

Time to complete

1. Name *

Luis Servin

2. Email *

[REDACTED]

3. Phone number *

[REDACTED]

4. Street Address *

[REDACTED]

5. City *

Lompoc

6. ZIP Code *

93436

7. Spouse/Partner name (if applicable)

No answer provided.

8. Company/Organization name (if applicable)

County of Santa Barbara Workforce Development Board

9. Title/Position (if applicable)

Executive Director

10. **Interest:**

Please provide a brief statement outlining why you are interested in serving on the AHC Foundation Board. Please mention your passion for Hancock or higher education; relevant experience and expertise; community involvement and leadership; and/or commitment to philanthropy.

*

Joining the AHC Foundation Board represents a unique opportunity to contribute meaningfully to the educational landscape and support the mission of accessible, quality education.

I am a native Lompoc resident and a first-generation college student. As a former Allan Hancock College student, I believe deeply in the power of education. After high school, I attended Allan Hancock College, then transferred to Cal State University, Fullerton, where I earned my bachelor's degree. I hold a master's degree in public administration from California State University, Northridge. My career spans over ten years in workforce development. I currently serve as the Executive Director for the Workforce Development Board. Prior to my work with the County of Santa Barbara Workforce Development Board, I worked in private postsecondary education for almost 10 years as a director of career services.

Through my work, I am deeply involved in the community, identifying gaps and finding ways to improve services for our local job seekers and businesses. I work closely with many of our elected officials and do advocacy at the state and federal levels.

Here are several reasons why I am particularly interested in this role:
I am passionate about promoting access to and equity in higher education. Serving on the board enables me to advocate for students from diverse backgrounds (like mine). As a former Allan Hancock College student, I believe in the mission of our community colleges. Being part of the AHC Foundation Board would allow me to connect with local businesses, organizations, and community leaders to foster partnerships that can enhance educational programs and opportunities for students.

I am eager to contribute to initiatives that directly improve student outcomes. Whether through scholarship programs, mentorship opportunities, or workforce development, I want to help create pathways for students to achieve their goals. By joining the board, I aim to leverage my skills and experiences to make a positive impact on the community college and its students while also fostering a culture of support and collaboration within the community.

11. Skills, Experience, & Expertise

Please select as many as apply: *

- Accounting / Finance
- Advocacy
- Community Relations
- Corporate relations
- Effectiveness & Innovation
- Entrepreneurship
- Estate planning
- Event planning
- Fund development / Philanthropy
- Higher education
- Human Resources
- Investment
- Legal
- Marketing
- Nonprofit leadership & governance
- Technology
- Strategic Planning
- Other

12. Industry experience

Select as many as apply: *

- Aerospace
- Agriculture
- Communications / PR
- Construction
- Education
- Energy
- Financial Services
- Government
- Healthcare
- Hospitality
- Law
- Management / Consulting
- Manufacturing
- Media / Entertainment
- Military
- Nonprofits
- Technology
- Wine

13. On what other boards have you served (past and present)?

*

Current Boards:

California Workforce Association Executive Committee

National Association of Farmworker Opportunity Programs

County of Santa Barbara Community Corrections Partnership

California Adult Education Program, Santa Barbara Adult Education Consortium (SBAEC)

14. **In what other charitable or community organizations are you involved (past and present)? ***

Lompoc Economic Development Commission in 2014-2015

15. **What connections (if any) do you have with Hancock? ***

I am an AHC alumnus.

16. The AHC Foundation Board currently meets six times per year (in person), usually on Thursday afternoons at 4-6 p.m. Board members also serve on at least one committee, which usually meets three times per year at various times. Are you able to make this time commitment? *

- Yes
- No
- Not sure

17. The Governance and Nominations Committee will consider your responses and make a recommendation to the Executive Committee, which in turn makes a recommendation to the full Board of Directors for consideration.

If invited to join the board, do you intend to accept the invitation? *

- Yes
- No
- Not sure ... let's talk more!

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: January Board Retreat Recap	

BACKGROUND

At the January 2026 Board of Directors Retreat, the presidents of Allan Hancock College, Santa Barbara City College, and Cuesta College discussed enrollment trends, student success, Hispanic-Serving Institution status, and growing concerns about proposed legislation that could impact community college funding and certain majors. The Foundation reported strong momentum, with an 8% increase in contributions and endowment growth to \$25.5 million, alongside major gifts and updates on Hancock Honors performance. The board also reviewed the estimated \$49.5 million needed to “Ensure College for All,” addressing key student barriers such as technology, textbooks, fees, and tuition support. The retreat concluded with a hands-on exercise in “making the ask,” led by Foundation board vice president Erica Jane Flores. The goal is to raise \$10,000 for a new Spike sculpture on campus.

To: Executive Committee	ACTION
From: Paul Cook, Chair Finance Committee	March 18, 2026
Subject: Review and Approval of Financial Statements	

BACKGROUND

A review of the Allan Hancock College Foundation financial statements.

- 6.A. Check Registers 10/1/2026 - 1/31/2026
- 6.B. Contributions Report 1/31/2026
- 6.C. Statement of Operations 1/31/2026
- 6.D. Statement of Financial Position 1/31/2026
- 6.E. General Operations Budget 1/31/2026

RECOMMENDATION

Staff recommend approval of the financial statements as submitted. Upon approval, the financial statements will be forwarded to the board for review and approval.

Allan Hancock College
Check Register
Check Dates from 10/1/2025 to 10/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
AHC District	FOUNDATION SCHOLARSHIPS	<u>\$10,816.00</u>	
		\$10,816.00	FN 83003184
AHC Viticulture & Enology Foundation	24 AHC bottles of wine for outreach	\$279.93	
	CA-CRV	\$2.61	
		<u>\$282.54</u>	FN 83003185
Cal Poly State University	JOYCE DENDO SCHOLARSHIP	\$500.00	
	FOREST ELBERT	\$500.00	
		<u>\$1,000.00</u>	FN 83003186
	DOROTHY & MARK SMITH SCHOLARSHIP	<u>\$1,000.00</u>	
		\$1,000.00	FN 83003187
Elan Financial Services	Liability Insurance for Hancock Honors	\$176.00	
	Awards.com - awards supplies for Hancock Honors	\$706.33	
	Kramer Events-Decor lighting, Gobo projected image	\$369.77	
	Michaels Stores supplies for HH and return applied	\$8.70	
	Costco-flower arrangement gift	\$28.26	
	Office Depot-tab dividers	\$7.16	
	Office Depot-Post its	\$13.04	
	Office Depot-notebook	\$16.74	
	Eye on I-business lunch	\$45.05	
	Amazon-Hancock Honors supplies	\$810.28	
	Shaws Steakhouse-business lunch	\$54.71	
	Office Depot - ink	\$182.58	
	American Airlines-Student assistance	\$375.48	
	American Airlines-Student assistance	\$51.50	
	Amazon-Time capsule supplies	\$28.71	
	Amazon-Hancock Honors kettle for backstage	\$33.86	
	CASE Conference registration	<u>\$1,175.00</u>	
	Walmart-student assistance for online course pmt	\$207.84	
	Amazon-Hancock Honors supplies	\$149.69	
	Michaels Stores-Hancock Honors supplies	\$32.61	
	Back Porch Flowers- flower arrangement gift	\$141.22	
	Mailchimp	\$13.00	
	Amazon-coffee for office	\$73.45	
	Target-HH rehearsal snacks	\$46.15	
	Lowe's-Hancock Honors supplies	\$4.52	
	Urbane Cafe-staff lunch	\$112.77	
	Masters Donuts-office	\$31.97	
	Urbane Cafe-staff lunch	\$32.83	
	Urbane Cafe-staff lunch	\$3.43	
	Claude AI subscription	\$20.00	
	Orcutt Massage -staff thank you gift	\$130.00	
	Culligan Water	\$79.75	
	Office Depot-office supplies	\$30.97	
	Office Depot-Hancock Honors supplies	\$121.09	
	WalMart-Hancock Honors supplies	\$121.25	
	Smart-Final - Hancock Honors crew snacks	\$27.65	
	Albertsons -Hancock Honors snacks for backstage	\$78.71	

Allan Hancock College
Check Register
Check Dates from 10/1/2025 to 10/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
Elan Financial Services	Vons -Hancock Honors snacks for backstage	\$16.99	
	BevMo-Hancock Honors beverages	\$57.81	
	Fairfield Inn-Hancock Honors DJ accomodations	\$156.66	
	The Boys Restaurant-District business breakfast	\$35.00	
	Habit Burger-District business lunch	\$30.48	
	Dos Carlitos-District business lunch	\$75.00	
	La Pasadita Oax-District business lunch	\$78.68	
	Testa Campus Cuisine-student lunches	\$26.78	
	Swiss Restaurant-District business lunch	\$77.15	
		\$6,096.62	FN 83003188
Kim Ensing	RMB FD ATHL-ROUNDTABLE MTG 9.29.25	\$1,184.50	
		\$1,184.50	FN 83003189
Hancock College Boosters, Inc.	SM Legends Memorial BBQ auction item	\$6,500.00	
	Dolphin Bay Dinner auction item	\$300.00	
		\$6,800.00	FN 83003190
Kaplan North America LLC	Student User License and books for Nursing program	\$7,350.94	
	Student User License and books for Nursing program	\$1,174.06	
		\$8,525.00	FN 83003191
Santa Maria Breakfast Rotary Club	FY26 Open PO Dr Walthers dues and membership fees	\$210.00	
		\$210.00	FN 83003192
Robert Senior	RMB PRACTICE ROUND FOR WGOLF 9.21.25	\$126.00	
		\$126.00	FN 83003193
University Of California - Davis	CLEO SHELLING SCHOLARSHIP	\$1,300.00	
		\$1,300.00	FN 83003194
Adept Events LLC	Sound-Lighting services for Hancock Honors 2025	\$11,900.00	
		\$11,900.00	FN 83003195
AHC Campus Graphics	FY26 Open PO Foundation printing	\$1.00	
	FY26 Open PO Hancock Honors event printing	\$0.23	
	FY26 Open PO Hancock Honors event printing	\$46.04	
	FY26 Open PO Hancock Honors event printing	\$7.50	
	FY26 Open PO Hancock Honors event printing	\$124.16	
	FY26 Open PO Hancock Honors event printing	\$4.50	
	FY26 Open PO Hancock Honors event printing	\$21.65	
	FY26 Open PO Hancock Honors event printing	\$24.86	
	FY26 Open PO Hancock Honors event printing	\$3.75	
	FY26 Open PO Hancock Honors event printing	\$88.44	
	FY26 Open PO Hancock Honors event printing	\$499.64	
	FY26 Open PO Hancock Honors event printing	\$17.00	
	FY26 Open PO Hancock Honors event printing	\$5.25	
			\$844.02
AHC District	FOUNDATION SCHOLARSHIPS	\$279,590.98	
		\$279,590.98	FN 83003197

Allan Hancock College
Check Register
Check Dates from 10/1/2025 to 10/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
Bright Event Rentals LLC	Addtl Rental Charges for DJ Booth	\$349.27	
		\$349.27	FN 83003198
Kim Ensing	Donuts for Mental Health Week	\$66.00	
	Golf Tournament Planning Mtg Lunch	\$62.15	
		\$128.15	FN 83003199
PCPA	FY26 Open PO M Hancock Trust qtrly distributions	\$20,108.20	
		\$20,108.20	FN 83003200
Testa Catering	Catering services for Hancock Honors Sept.6 2025	\$988.74	
		\$988.74	FN 83003201
The Rotary Club Of Santa Maria	FY26 Open PO B Curry dues and membership fees	\$36.00	
		\$36.00	FN 83003202
Adam Trovao	Addtl Highlight Reel post HH event	\$250.00	
		\$250.00	FN 83003203
AHC Viticulture & Enology Foundation	Wine for winery outreach	\$287.11	
	CA-CRV	\$2.61	
	Wine for Hancock Honors event	\$1,543.19	
	CA-CRV	\$13.05	
		\$1,845.96	FN 83003204
Anthem Blue Cross	FY26 Open PO for health insurance	\$2,790.17	
		\$2,790.17	FN 83003205
Kim Ensing	RMB FD MILITARY APPRECIATION DAY EVENT	\$1,443.25	
		\$1,443.25	FN 83003206
Jon Hooten	UBER Expenses at CASE Conference	\$20.94	
		\$20.94	FN 83003207
Karina Lara	RMB for Gift Cards for Banned Books Scavenger Hunt	\$108.75	
		\$108.75	FN 83003208
LeeAnne McNulty	RMB FD FOR EQUITY DINNER 09.18.25	\$313.83	
		\$313.83	FN 83003209
Rotary Club of Santa Maria South	FY26 Open PO E Artrip dues and membership fees	\$66.50	
		\$66.50	FN 83003210
Genevieve Siwabessy	RMB FD COLLECTIVE EQUITY TEAM DINNER	\$484.04	
		\$484.04	FN 83003211
Danah Smith	RMB Donuts for Mental Health Week	\$62.85	
		\$62.85	FN 83003212
Talevi's Wines & Spirits	Beverages for Hancock Honors event	\$4,100.55	
	Delivery fee	\$80.81	
		\$4,181.36	FN 83003213

Allan Hancock College
Check Register
Check Dates from 10/1/2025 to 10/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
The Rotary Club Of Santa Maria	FY26 Open PO B Curry dues and membership fees	\$62.00	
		\$62.00	FN 83003214
Cal Poly State University	GARY THOMPSON MUSIC SCHOLARSHIP	\$1,500.00	
	LEA C PEARSON MUSIC SCHOLARSHIP	\$3,500.00	
		\$5,000.00	FN 83003215
	BURNS RICK & MAXINE RICK SCHOLARSHIP	\$500.00	
		\$500.00	FN 83003216
House of Bread	Cal Poly SLO Research Symposium lunch	\$2,967.95	
	Delivery fee	\$25.00	
		\$2,992.95	FN 83003217
Sharaya Olmeda	RMB FD ZINE 9/23/25 & GIFT CARDS 10/05-11/25	\$248.24	
	RMB SPPLS BOOKS PURCHASED FOR EVENT 10/05-11/25	\$312.36	
		\$560.60	FN 83003218
Testa Catering	Catering services for Alumni event on Nov 14, 2025	\$909.31	
		\$909.31	FN 83003219
The Guardian Life Insurance Company of America	FY26 Open PO dental, vision, life insurance	\$475.54	
		\$475.54	FN 83003220
University of CA Santa Cruz	MONARCH FUND SCHOLARSHIP	\$1,000.00	
		\$1,000.00	FN 83003221
		Total: \$374,354.07	

Allan Hancock College
Check Register
Check Dates from 11/1/2025 to 11/30/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
Kim Ensing	RMB FD STAFF DINNER 10.25.25	\$272.82	
		\$272.82	FN 83003222
Krueger International Inc	Wireworks Full Vertical Post 66H Black	\$99.03	
	Wireworks Half Vertical Post 66H Black	\$84.50	
	Wireworks Standard Horizontal Rail 24L Black	\$47.53	
	Wireworks Standard Horizontal Rail 36L Black	\$116.19	
	Wireworks Domestic Power Base TrimRaceway 24W	\$54.78	
	Wireworks Domestic Power Base TrimRaceway 36W	\$137.31	
	Wireworks Corner Connector Block, Black	\$45.55	
	Wireworks 4-Way Light Block 66 Black	\$3.96	
	Wireworks Shoulder Bolt	\$3.98	
	StudioWorks Aluminum Top Cap 24W	\$45.55	
	StudioWorks Aluminum Top Cap 36W	\$106.94	
	StudioWorks Aluminum End of Run Top Cap	\$27.07	
	StudioWorks Aluminum 90 Degree Top Cap	\$31.69	
	StudioWorks Aluminum End of Run 66	\$92.42	
	Wireworks Plastic Light Block 24W-Set of two	\$3.96	
	Wireworks Plastic Light Block 36W-Set of two	\$10.57	
	Wireworks Adjustable Wall Mount 66H	\$198.70	
	Wireworks Acoustic Tile 24Wx36H	\$294.37	
	Wireworks Acoustic Tile 36Wx36H	\$789.48	
	Wireworks Universal Trim-Full Hght 66H Unuphol	\$71.30	
	Modified Wireworks Glass Tile 24Wx24H	\$343.26	
	Modified Wireworks Glass Tile 36Wx24H	\$847.57	
	Surcharge	\$85.71	
		\$3,541.42	FN 83003223
Rotary Club of Santa Maria South	FY26 Open PO C Bach dues and membership fees	\$341.00	
		\$341.00	FN 83003224
Testa Catering	Catering services for Alumni event on Nov 14, 2025	\$2,727.92	
		\$2,727.92	FN 83003225
AHC Campus Graphics	FY26 Open PO Alumni program printing	\$42.00	
	FY26 Open PO Scholarship Program printing	\$18.00	
	FY26 Open PO Scholarship Program printing	\$9.36	
	FY26 Open PO Scholarship Program printing	\$13.18	
	FY26 Open PO Alumni program printing	\$20.05	
		\$102.59	FN 83003226
AHC District	FOUNDATION SCHOLARSHIPS	\$6,500.00	
		\$6,500.00	FN 83003227
	STUDENT EMERGENCY SUPPORT	\$1,336.00	
	ADMIN & SUPV/CONF STAFF BBQ	\$266.70	
	FULL TIME FACULTY ORIENTATION DAYS CATERING	\$1,475.31	
	OT CUSTODIAL STAFF FOR HANCOCK HONORS	\$744.95	
		\$3,822.96	FN 83003228

Allan Hancock College
Check Register
Check Dates from 11/1/2025 to 11/30/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
Kim Ensing	RMB FD 10.23.25 ATHL STAFF DINNER	\$104.13	
		\$104.13	FN 83003229
Glorificate Coffee Delight LLC	Beverage service for Spikes Season of Giving event	\$570.94	
		\$570.94	FN 83003230
Sharaya Olmeda	RMB FD ZINE WORKSHOP 10.29.25	\$43.28	
		\$43.28	FN 83003231
Santa Maria Breakfast Rotary Club	FY26 Open PO Dr Walthers dues and membership fees	\$162.50	
		\$162.50	FN 83003232
Testa Catering	Catering services for Alumni event on Nov 14, 2025	\$2,446.50	
		\$2,446.50	FN 83003233
AHC District	ORFELEA FNDT CHILD CTR GRANT	\$22,889.08	
		\$22,889.08	FN 83003234
Angie Dunn Consulting	FY26 Open PO for consulting services	\$100.00	
		\$100.00	FN 83003235
Anthem Blue Cross	FY26 Open PO for health insurance	\$2,790.17	
		\$2,790.17	FN 83003236
California Department Of Justice	Raffle program registration renewal for 2026	\$30.00	
		\$30.00	FN 83003237
Kim Ensing	RMB FD ROUNDTABLE 10.27.25	\$1,699.76	
		\$1,699.76	FN 83003238
	RMB FD FOR EVENT STAFF 11.08.25	\$892.15	
		\$892.15	FN 83003239
Rotary Club of Santa Maria South	FY26 Open PO C Bach dues and membership fees	\$66.50	
	FY26 Open PO E Artrip dues and membership fees	\$66.50	
		\$133.00	FN 83003240
San Jose State University	RIDLEY FOUNDATION SCHOLARSHIP	\$500.00	
		\$500.00	FN 83003241
The Guardian Life Insurance Company of America	FY26 Open PO dental, vision, life insurance	\$475.54	
		\$475.54	FN 83003242
University of CA Santa Cruz	AHC ASBG SCHOLARSHIP	\$500.00	
	JM & PHOEBE DAVIS	\$700.00	
		\$1,200.00	FN 83003243
Architectural Foundation of Santa Barbara	High school design competition sponsorship	\$1,000.00	
		\$1,000.00	FN 83003244

Allan Hancock College
Check Register
 Check Dates from 11/1/2025 to 11/30/2025
 Bank Code: FN

Vendor Name	Description	Amount	Check
Better2gether Events LLC	Deposit due for 2026 Hancock Honors event	<u>\$7,000.00</u>	
		\$7,000.00	FN 83003245
Armando GonzalezDiaz	RMB FD STAFF LUNCH ATHL DEPT	<u>\$82.16</u>	
		\$82.16	FN 83003246
Natalie Rucobo	FY26 Open PO for travel	<u>\$35.42</u>	
		\$35.42	FN 83003247
		Total: \$59,463.34	

Allan Hancock College
Check Register
Check Dates from 12/1/2025 to 12/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
AHC District	Police OT for Hancock Honors - Carranza/Millan	\$965.77	
	Fdtn Student Emergency - Matthew Isaac Wolfe	\$138.00	
	Fdtn Student Emergency - Alexa Gomez	\$547.00	
	Fdtn Student Emergency - Luz Apolinar	\$2,500.00	
	Fdtn Student Emergency - Tamesha Lee	\$1,500.00	
		\$5,650.77	FN 83003248
The Rotary Club Of Santa Maria	FY26 Open PO B Curry dues and membership fees	\$78.00	
		\$78.00	FN 83003249
AHC Campus Graphics	FY26 Open PO Foundation printing	\$73.00	
	FY26 Open PO Foundation printing	\$97.81	
	FY26 Open PO Alumni program printing	\$24.86	
	FY26 Open PO Alumni program printing	\$54.65	
	FY26 Open PO Foundation printing	\$3,160.30	
	FY26 Open PO Foundation printing	\$246.40	
	FY26 Open PO Foundation printing	\$373.37	
	FY26 Open PO Foundation printing	\$581.66	
		\$4,612.05	FN 83003250
Erinn Artrip	BONUS PAY 12.09.25	\$250.00	
		\$250.00	FN 83003251
Marisol Diaz	BONUS PAY 12.09.25	\$250.00	
		\$250.00	FN 83003252
Kim Ensing	RMB FD for Student-Athlete Meeting w Faculty	\$82.89	
		\$82.89	FN 83003253
HiFive Ink	Polos LK500LS-Navy	\$119.61	
	Polos K500LS-Navy	\$71.78	
	Vests J325-Black	\$278.40	
	Jackets F428-Grey Smoke	\$274.05	
	Design and Set up fee	\$27.19	
		\$771.03	FN 83003254
Liebert Cassidy Whitmore	Legal fees for OCR Inquiry re Scholarships	\$5,338.50	
		\$5,338.50	FN 83003255
Tracy McKee	BONUS PAY 12.09.25	\$250.00	
		\$250.00	FN 83003256
Lauren Milbourne	RMB LUNCH FOR PUBLIC AFFAIR 11.24.25	\$91.44	
		\$91.44	FN 83003257
Natalie Rucobo	BONUS PAY 12.09.25	\$250.00	
		\$250.00	FN 83003258
Alex Ruiz-Guerrero	BONUS PAY 12.09.25	\$250.00	
		\$250.00	FN 83003259
Santa Maria Sun LLC	Giving Tuesday full ad 2025	\$1,027.00	
		\$1,027.00	FN 83003260

Allan Hancock College
Check Register
Check Dates from 12/1/2025 to 12/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
AHC District	Foundation Scholarships	\$1,000.00	
		\$1,000.00	FN 83003261
Jon Hooten	FY26 Open PO for travel	\$506.45	
	FY26 Open PO for travel	\$596.19	
		\$1,102.64	FN 83003262
Santa Maria Breakfast Rotary Club	FY26 Open PO Dr Walthers dues and membership fees	\$195.00	
		\$195.00	FN 83003263
Santa Ynez Valley Pride	Sponsorship for Love Above All Ball 02.28.26	\$1,000.00	
		\$1,000.00	FN 83003264
VTC Enterprises	FY26 Impact Report mailing services with discount	\$1,252.35	
	Glueing, sealing, flat strapping- taxable items	\$458.68	
	Permit usage fee, postage	\$1,206.36	
		\$2,917.39	FN 83003265
AHC District	Legacies of Hope tickets for KW	\$1,300.00	
	J. L. Arteaga, J. Ortiz, J. Barnabas, A. Gomez	\$237.00	
	Police OT for Hancock Honors (Adams)	\$601.20	
	LE Graduation Food: Walmart, Starbucks, Donuts	\$246.98	
	Spike's Season of Giving supplies	\$29.58	
	Econ Alliance Meeting: Vons and Papa Napoli	\$135.87	
		\$2,550.63	FN 83003266
	Registration Charges	\$74,103.84	
		\$74,103.84	FN 83003267
	Registration Charges	\$8,716.86	
	Registration Charges	\$44,516.66	
		\$53,233.52	FN 83003268
Anthem Blue Cross	FY26 Open PO for health insurance	\$2,790.17	
		\$2,790.17	FN 83003269
Glorificate Coffee Delight LLC	Coffee service for Quarterly Schools meeting	\$43.50	
		\$43.50	FN 83003270
Golden Corral	Thanksgiving meals for students	\$609.00	
	Gratuity	\$91.00	
		\$700.00	FN 83003271
Kiwanis Club of Santa Maria	Kiwanis Dues for Genevieve Siwabessy 2025-2026	\$200.00	
		\$200.00	FN 83003272
Rotary Club of Santa Maria South	FY26 Open PO E Artrip dues and membership fees	\$66.50	
	FY26 Open PO C Bach dues and membership fees	\$66.50	
		\$133.00	FN 83003273
The Guardian Life Insurance Company of America	FY26 Open PO dental, vision, life insurance	\$475.54	

Allan Hancock College
Check Register
Check Dates from 12/1/2025 to 12/31/2025
Bank Code: FN

Vendor Name	Description	Amount	Check
		\$475.54	FN 83003274
U S Postal Service	Bulk Reply postage re-load 12.22.25	\$100.00	
		\$100.00	FN 83003275
		Total: \$159,446.91	

Allan Hancock College
Check Register
Check Dates from 1/1/2026 to 1/31/2026
Bank Code: FN

Vendor Name	Description	Amount	Check
Joanna Davis	RMB COFEE FOR SPIKE SEASON PARTY	\$84.45	
		\$84.45	FN 83003276
Jon Hooten	RMB DEVELOPMENT BOOKS FOR STAFF	\$61.05	
		\$61.05	FN 83003277
The Happy Circle LLC	DJ Services for 2026 Hancock Honors-Deposit	\$3,500.00	
		\$3,500.00	FN 83003278
AHC District	Ronald Domingos Premium pay	\$71.16	
		\$71.16	FN 83003279
Bright Event Rentals LLC	Rental Equipment for Scholarship Banquet 5-21-26	\$4,218.97	
	Delivery and Pickup	\$682.50	
	Damage Waiver	\$503.31	
		\$5,404.78	FN 83003280
Paul Dunn	Bagpipe performance for Fire Graduation ceremony	\$250.00	
		\$250.00	FN 83003281
Kim Ensing	Postage for Golf Tournament	\$896.40	
		\$896.40	FN 83003282
Follett Heg - Ahc Bookstore	Nursing Assistant Paperback books	\$2,975.40	
	MindTap Nursing Process Approach Access Code	\$4,179.26	
		\$7,154.66	FN 83003283
PCPA	FY26 Open PO M Hancock Trust qtrly distributions	\$20,108.20	
		\$20,108.20	FN 83003284
The Shack of Lompoc, Inc.	Aneroid SphygmomanometerSprague-Rappaport kit	\$2,439.97	
	Scrub Tops	\$517.35	
	Scrub Tops	\$125.01	
	Scrub Top	\$28.26	
	Scrub Pants	\$628.21	
		\$3,738.80	FN 83003285
AHC Campus Graphics	FY26 Open PO Scholarship Program printing	\$9.36	
	FY26 Open PO Foundation printing	\$391.33	
	FY26 Open PO Alumni program printing	\$2.71	
	FY26 Open PO Alumni program printing	\$4.62	
		\$408.02	FN 83003286
Angie Dunn Consulting	FY26 Open PO for consulting services	\$100.00	
		\$100.00	FN 83003287
Anthem Blue Cross	FY26 Open PO for health insurance	\$2,790.17	
		\$2,790.17	FN 83003288
Back Porch Fresh Flowers	Floral arrangements for 2025 Hancock Honors event	\$2,269.36	
	Delivery Fee	\$18.32	
		\$2,287.68	FN 83003289
Cal Poly State University	Brander Family Scholarship - Single Parent	\$1,000.00	

Allan Hancock College
Check Register
Check Dates from 1/1/2026 to 1/31/2026
Bank Code: FN

Vendor Name	Description	Amount	Check
		\$1,000.00	FN 83003290
Tracy McKee	FY26 Open PO for travel	\$63.84	
		\$63.84	FN 83003291
Rewity Signals Software Inc	Chem Draw software subscription	\$1,280.00	
		\$1,280.00	FN 83003292
Rotary Club of Santa Maria South	FY26 Open PO E Artrip dues and membership fees	\$114.50	
	FY26 Open PO C Bach dues and membership fees	\$114.50	
		\$229.00	FN 83003293
Santa Maria Breakfast Rotary Club	FY26 Open PO Dr Walthers dues and membership fees	\$45.00	
		\$45.00	FN 83003294
The Guardian Life Insurance Company of America	FY26 Open PO dental, vision, life insurance	\$475.54	
		\$475.54	FN 83003295
AHC District	FOUNDATION SCHOLARSHIPS	\$4,160.00	
		\$4,160.00	FN 83003296
	orfalea Frndt Child Ctr Grant	\$1,356.69	
		\$1,356.69	FN 83003297
	Wood-Claeyssens Law Enforcement	\$3,290.09	
		\$3,290.09	FN 83003298
	Smart and Final: Food Pantry supplies	\$1,317.36	
	Student Emergency Funds: Tracy Balderama	\$1,000.00	
	Student Emergency Funds: Samantha Rodriguez Rabae	\$1,000.00	
	Student Emergency Funds: Chase Holland	\$643.00	
	AHC Bookstore swag for Transfer Center Fair	\$233.65	
	Smart & Final-gift cards for Noncredit Summit	\$75.00	
	Frightmare Tickets for Transfer Center Fair	\$99.18	
	Vallarta-gift cards for Noncredit Summit	\$100.00	
	Smart & Final-gift cards for Noncredit Summit	\$175.00	
	Walmart - LVC Spike's Giving - supplies	\$31.16	
	Rancho Bowl-Mgt Team retreat, deposit	\$489.38	
		\$5,163.73	FN 83003299
Calif State Univ Fresno	EDWIN O'NEIL LAW ENFORCEMENT SCHOLARSHIP	\$2,500.00	
		\$2,500.00	FN 83003300
Presqu'ile Winery	Deposit for Donor Prospect event March 4 2026	\$500.00	
		\$500.00	FN 83003301
SYV Fruit & Vegetable Rescue	Veggie Rescue Sweet 16 Event sponsorship	\$1,000.00	
		\$1,000.00	FN 83003302
The Rotary Club Of Santa Maria	FY26 Open PO B Curry dues and membership fees	\$78.00	
		\$78.00	FN 83003303

Allan Hancock College
Check Register
Check Dates from 1/1/2026 to 1/31/2026
Bank Code: FN

Vendor Name	Description	Amount	Check
		Total: \$67,997.26	

**Allan Hancock College Foundation
Contributions
July 1, 2025 through June 30, 2026**

Account	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Total
General Operations	\$ 6,703	\$ 92	\$ 73	\$ 6,778	\$ 151	\$ 7,284	\$ 114						\$ 21,196
Other Local Income	\$ -	\$ -	\$ 10	\$ 2,216	\$ 848	\$ 2,172	\$ -						\$ 5,246
President's Circle Campaign	\$ 14,387	\$ 7,841	\$ 17,022	\$ 61,525	\$ 3,922	\$ 51,721	\$ 3,658						\$ 160,075
Restricted	\$ 15,735	\$ 33,675	\$ 7,525	\$ 3,080	\$ 25,185	\$ 107,571	\$ 20,620						\$ 213,391
Scholarships	\$ 48,084	\$ 17,822	\$ 22,159	\$ 30,269	\$ 7,781	\$ 136,122	\$ 28,976						\$ 291,212
Hancock Honors	\$ 67,200	\$ 69,000	\$ 31,179	\$ 12,150	\$ -	\$ 3,700	\$ 350						\$ 183,579
Hancock Promise	\$ 1,283	\$ 22,163	\$ 130	\$ 141	\$ 130	\$ 5,245	\$ 130						\$ 29,222
Endowments	\$ 21,171	\$ 18,000	\$ 25,000	\$ 250	\$ 3,286	\$ 76,600	\$ 2,000						\$ 146,307
MONTHLY TOTALS	\$ 174,563	\$ 168,593	\$ 103,098	\$ 116,409	\$ 41,303	\$ 390,415	\$ 55,848	\$ -	\$ 1,050,229				
CURRENT YTD TOTALS	\$ 174,563	\$ 343,156	\$ 446,254	\$ 562,663	\$ 603,965	\$ 994,380	\$ 1,050,229	\$ -	\$ 1,050,229				

PRIOR YEARS CONTRIBUTIONS

July 2024 - June 2025	1,549,236
July 2023 - June 2024	2,898,514
July 2022 - June 2023	1,186,168
July 2021 - June 2022	1,754,527
July 2020 - June 2021	1,912,505
July 2019 - June 2020	3,661,328
July 2018 - June 2019	1,646,016
July 2017 - June 2018	2,547,577
July 2016 - June 2017	1,167,156
July 2015 - June 2016	1,766,065
July 2014 - June 2015	1,354,736
July 2013 - June 2014	4,230,595
July 2012 - June 2013	11,662,226
July 2011 - June 2012	774,867
July 2010 - June 2011	907,673

*Oct PCC Unrestr.: Received \$50,000 from the District/Radaz Trust
*Nov Restricted funds: Student Emergency & Food solicitation
*Dec Restricted funds: \$75,000.00 Cloverlane grant

NOTES:

a) Report does not include investment portfolio activity.

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF OPERATIONS
FOR THE PERIOD ENDING 01/31/2026**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
REVENUES:							
Contributions, Gifts, Grants & Endwmnts	0	353,621	240,163	291,212	146,307	0	1,031,303
Non Cash Contribution	0	11,229	2,450	0	0	0	13,679
Interest and Investment Income	0	22,956	396	0	0	500,835	524,188
Realized Gain/Loss on Invest	0	14,881	0	0	0	583,573	598,455
Unrealized Gain/Loss on Invest	0	7,029	0	0	0	1,284,640	1,291,669
Other Local Revenues	0	30	1,248	3,968	0	0	5,246
Total Revenues	0	409,747	244,257	295,180	146,307	2,369,048	3,464,539
EXPENSES:							
Non Bargaining Unit	0	221,702	0	0	0	0	221,702
Benefits	0	50,465	0	0	0	0	50,465
Public Relations/Recognitions	0	2,592	0	0	0	0	2,592
Office/Operational Supplies	0	5,514	2,792	0	0	0	8,306
Non Instr Printing	0	6,097	50	0	0	0	6,147
Food - Business Meetings/Events	0	45,627	8,954	0	0	0	54,581
Food - Student Activities	0	0	1,317	0	0	0	1,317
In-Kind Food Supplies	0	2,756	0	0	0	0	2,756
Indep Contractor (Individuals)	0	46,365	250	0	0	0	46,615
Service Contracts (Businesses)	0	39,071	15,982	0	0	0	55,053
In-Kind Service Contracts (Busnss)	0	3,046	0	0	0	0	3,046
Travel - All Travel Costs	0	4,565	0	0	0	0	4,565
In-Kind Travel Expense	0	428	0	0	0	0	428
On-Site-Prof. Develop/Webinars	0	588	0	0	0	0	588
Foundation Community Activities	0	10,625	0	0	0	0	10,625
Dues & Memberships	0	6,459	0	0	0	0	6,459
Non-Tech Licenses, Permits, Fees	0	1,019	743	0	0	0	1,763
Software License/Subscription Agrmt	0	28,929	15,711	0	0	0	44,639
Insurance	0	176	0	0	0	0	176
Facility Rental	0	500	0	0	0	0	500
Legal Fees	0	5,339	0	0	0	0	5,339
District/College Support	0	30,465	27,536	0	0	0	58,001
Postage/Express Services	0	4,309	896	0	0	0	5,206
Advertising/Sponsorships	0	5,826	0	0	0	0	5,826
In-Kind Advertising	0	5,000	0	0	0	0	5,000
Bank Service Charges	0	1,739	241	0	0	0	1,980
Investment Brokerage Fees	0	2,031	0	0	0	113,226	115,256
PCPA Support	0	0	0	60,325	0	0	60,325
Equipment	0	3,541	13,064	0	0	0	16,605
Student Assistance	0	2,135	8,499	0	0	0	10,634
In-Kind Student Assistance	0	0	2,450	0	0	0	2,450
Scholarships	0	3,417	127,337	553,923	0	0	684,677
Total Expenditures	0	540,329	225,822	614,247	0	113,226	1,493,623
Net Income (Loss)	0	(130,582)	18,436	(319,067)	146,307	2,255,822	1,970,916
OTHER FINANCING SOURCES/OUTGO:							
Intrafund Transfer-In	0	191,401	335,661	344,840	300,757	140,321	1,312,979
Intrafund Transfers-Out	0	101,025	20,748	0	406,580	784,625	1,312,979
Other Transfer-In	0	275,996	0	0	0	0	275,996
Net Transfers	0	366,372	314,912	344,840	(105,824)	(644,305)	275,996
Net Inc/Dec in Fund Bal	0	235,790	333,348	25,773	40,483	1,611,517	2,246,912
FUND BALANCE:							
Fund Equity, July 1	0	930,161	1,349,945	948,072	17,911,219	6,388,848	27,528,245
Current Balance	0	1,165,951	1,683,293	973,845	17,951,702	8,000,365	29,775,157

**ALLAN HANCOCK COLLEGE FOUNDATION
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDING 01/31/2026**

	Cash Admin	General Operations	Restricted	Scholar- ships	Endowment Principal	Endowment Rev/Exp	Total
ASSETS:							
Claim on Cash	(13,457,491)	1,157,330	1,489,981	1,013,469	1,796,344	8,000,366	0
AHC Fdtn Mechanics Bank Checking	501,724	0	0	0	0	0	501,724
AHC Fdtn MS Active Assets MM	2,028	0	0	0	0	0	2,028
Petty Cash	0	300	0	0	0	0	300
MS Select UMA Boyd 3740 Inv Cash	0	0	0	0	113,896	0	113,896
MS Select UMA Unrestr 2948 Inv Cash	46,660	0	0	0	0	0	46,660
Monarch With Strategies Pooled Cash	50,026	0	0	0	0	0	50,026
Monarch With Strategies Lahr Cash	0	0	0	0	1,319	0	1,319
Monarch With Strtgs HP 3588 Cash	0	0	0	0	218,335	0	218,335
Monarch With Strtgs Young 0897 Cash	0	0	0	0	27,835	0	27,835
MS Select UMA Pooled 1441 Inv Cash	372,765	0	0	0	0	0	372,765
MorgStnly Title V HSI HP 8826 Cash	0	0	0	0	4,774	0	4,774
Pledge Receivable - Current	0	0	100,000	0	0	0	100,000
Pledge Receivable - Non Current	0	0	100,000	0	0	0	100,000
Discount on Pledge Receivable	0	0	(6,689)	0	0	0	(6,689)
Due From Other Funds	0	8,646	0	0	0	0	8,646
MS Select UMA Boyd 3740 Inv Cost	0	0	0	0	2,317,873	0	2,317,873
MS Select UMA Unrestr 2948 Inv Cost	465,581	0	0	0	0	0	465,581
Monarch With Strategies Pooled Cost	2,360,113	0	0	0	0	0	2,360,113
Monarch With Strategies Lahr Cost	0	0	0	0	60,793	0	60,793
Monarch With Strtgs HP 3588 Cost	0	0	0	0	9,292,273	0	9,292,273
Monarch With Strtgs Young 0897 Cost	0	0	0	0	1,364,985	0	1,364,985
MS Select UMA Pooled 1441 Inv Cost	7,039,487	0	0	0	0	0	7,039,487
Interest in CA Comm Colleges Cost	0	0	0	0	175,683	0	175,683
MorgStnly Title V HSI HP 8826 Cost	0	0	0	0	550,209	0	550,209
MS Select UMA Boyd 3740 Inv FMV Adj	0	0	0	0	663,398	0	663,398
MS Select UMA Unrestr 2948 FMV Adj	108,012	0	0	0	0	0	108,012
Monarch With Strtgs Pooled FMV Adj	390,418	0	0	0	0	0	390,418
Monarch With Strtgs Lahr FMV Adj	0	0	0	0	10,115	0	10,115
Monarch With Strtgs HP 3588 FMV Adj	0	0	0	0	1,063,443	0	1,063,443
Monarch With Str Young 0897 FMV Adj	0	0	0	0	222,760	0	222,760
MS Select UMA Pooled 1441 FMV Adj	2,120,676	0	0	0	0	0	2,120,676
MrgStnly Title V HSI HP 8826 FMV Adj	0	0	0	0	67,666	0	67,666
Total Assets	0	1,166,276	1,683,293	1,013,469	17,951,702	8,000,366	29,815,106
LIABILITIES:							
Accounts Payable	0	324	0	0	0	0	324
Sales Tax Payable	0	0	0	0	0	0	0
Due To/From Interchart Scholarshi	0	0	0	39,625	0	0	39,625
Total Liabilities	0	324	0	39,625	0	0	39,949
FUND BALANCE:							
Fund Equity FYB	0	930,161	1,349,945	948,072	17,911,219	6,388,848	27,528,245
Current Income/Loss	0	235,790	333,348	25,772	40,484	1,611,518	2,246,912
Total Fund Balance	0	1,165,951	1,683,293	973,844	17,951,703	8,000,366	29,775,157
Total Liabilities & Fund Balance	0	1,166,275	1,683,293	1,013,469	17,951,703	8,000,366	29,815,106

Query View

Fiscal period start date 07/01/2025
 Fiscal period end date 06/30/2026
 As of Date 01/31/2026
 Currency USD

Budget Status by Account

Query Parameters

Chart of Accounts 3 Allan Hancock College Foundn
 Fund 831001 Fdtn General Operations
 Organization AFN AHC Foundation
 Account All
 Program 709001 AHC Foundation

Account	Account Title	Adopted Budget	Adjusted Budget	Year to Date	Available Balance
Expenses					
214000	Non Bargaining Unit	374,338	374,338	221,702	152,636
332000	Classified Non Instr FICA-Soc Scrty	23,209	23,209	13,754	9,455
336000	Classified Non-Instr FICA-Medicare	5,428	5,428	3,217	2,211
342000	Classified Non Instr Health & Wlfr	48,000	48,000	21,902	26,098
352000	Classified Non-Instr SUJ	2,170	2,170	723	1,447
352500	Classified ETT-Foundation	36	36	32	4
362000	Classified Non Instr Workers Comp	3,848	3,848	2,280	1,568
395100	Employer Matching of TSA	41,320	41,320	8,558	32,762
451500	Public Relations/Recognitions	2,400	2,400	2,392	8
452000	Office/Operational Supplies	5,000	5,000	1,827	3,173
454000	Non Instr Printing	10,000	10,000	5,007	4,993
471000	Food - Business Meetings/Events	7,000	7,000	1,869	5,131
511000	Indep Contractor (Individuals)	1,000	1,000	200	800
511200	Service Contracts (Businesses)	9,900	9,900	2,227	7,673
521000	Travel - All Travel Costs	8,000	8,000	4,360	3,640
522000	On-Site-Prof. Develop/Webinars	1,000	1,000	588	412
522400	Foundation Community Activities	20,000	20,000	10,625	9,375
531000	Dues & Memberships	5,500	5,500	4,154	1,346
532000	Non-Tech Licenses,Permits,Fees	2,000	2,000	200	1,800
532200	Software License/Subscription Agrmt	38,570	38,570	0	38,570
587000	Postage/Express Services	4,400	4,400	3,774	626
588000	Advertising/Sponsorships	6,500	6,500	5,826	674
589200	Bank Service Charges	1,200	1,200	1,092	109
641000	Equipment	3,600	3,600	3,541	59
721500	Intrafund Transfers-Out	40,000	40,000	25	39,975

Revenue					
882000	Contributions,Gifts,Grants&Endwmnts	54,980	54,980	21,196	33,784
886000	Interest and Investment Income	0	0	2,356	-2,356
886600	Unrealized Gain/Loss on Invest	0	0	0	0
889000	Other Local Revenues	1,200	1,200	30	1,170
898200	Intrafund Transfer-In	280,000	280,000	90,401	189,599
898300	Other Transfer-In	328,239	328,239	275,996	52,243

Revenue Total	664,419	664,419	389,979	274,440
Expenditure Total	664,419	664,419	319,875	344,544
Report Total (of all records)	0	0	70,104	-70,104

Intra Fund Transfers-Out

	<u>Budget</u>	<u>Actual</u>
Scholarship Banquet	40,000	25
	<u>40,000</u>	<u>25</u>

Intra Fund Transfers-In

Administration Fee @ 1.5%	130,000	85,392
Unrestricted End. Proceeds-Madson	5,000	5,000
Unrestr PCC Contributions	50,000	
Unrestr Hancock Honors	95,000	
Unrestricted Endowment	0	
Hancock Promise Gift Fee@ 1.5%	0	10
Other Transfer-In (District support)	111,733	59,490
Other Transfer-In (District support)	216,506	216,506
	<u>608,239</u>	<u>366,397</u>

To: Executive Committee	ACTION
From: Jon Hooten Executive Director, College Advancement	March 18, 2026
Subject: Approval of 2026 - 2027 Proposed Operating and All Fund Budgets	

BACKGROUND

Each year the Finance Committee reviews and approves the Foundation's operating budget for the upcoming fiscal year. The proposed 2026 - 2027 Operating Budget is being presented for review and consideration by the Finance Committee. The proposed budget includes a 3% COLA for staff salaries.

RECOMMENDATION

Staff recommends approval of the fiscal year 2025-2026 *Foundation Operating Budget* as submitted to the Executive Committee which will be forwarded to the board for approval.

**Allan Hancock College Foundation
All Foundation Funds
Proposed Operating Budget and Budget for District**

July 1, 2026 - June 30, 2027

Account Title	FY26 General Operations Budget	FY26 Unrestricted, Restricted, Scholarship & Endowments Budget	Approved FY26 Total Budget	Proposed FY27 Gen Operations Budget	Proposed FY27 Unrestricted, Restricted, Scholarship & Endowments Budget	Proposed FY27 Total Budget
EXPENDITURES						
Non Bargaining Unit	\$ 374,338	\$ -	\$ 374,338	\$ 496,982	\$ -	\$ 496,982
Classified Non Instr FICA-SocScty	\$ 23,209	\$ -	\$ 23,209	\$ 30,813	\$ -	\$ 30,813
Classified Non-Instr FICA-Medi	\$ 5,428	\$ -	\$ 5,428	\$ 7,206	\$ -	\$ 7,206
(*1) Classified Non Instr Health & Wlfr	\$ 48,000	\$ -	\$ 48,000	\$ 65,000	\$ -	\$ 65,000
Classified Non-Instr SU1	\$ 2,170	\$ -	\$ 2,170	\$ 1,218	\$ -	\$ 1,218
Classified ETT-Foundation	\$ 35	\$ -	\$ 35	\$ 42	\$ -	\$ 42
Classified Non Instr Workers Comp	\$ 3,848	\$ -	\$ 3,848	\$ 5,109	\$ -	\$ 5,109
(*2) Employer Matching of TSA	\$ 44,921	\$ -	\$ 44,921	\$ 45,000	\$ -	\$ 45,000
Public Relations/Recognitions	\$ 2,000	\$ 400	\$ 2,400	\$ 2,000	\$ 200	\$ 2,200
Office/Operational Supplies	\$ 5,000	\$ 35,000	\$ 40,000	\$ 3,000	\$ 15,000	\$ 18,000
Non Instr Printing	\$ 10,000	\$ 7,500	\$ 17,500	\$ 7,500	\$ 1,950	\$ 9,450
Food - Business Meetings/Events	\$ 7,000	\$ 110,000	\$ 117,000	\$ 4,000	\$ 108,000	\$ 112,000
Indep Contractor (Individuals)	\$ 1,000	\$ 65,000	\$ 66,000	\$ 24,500	\$ 65,200	\$ 89,700
Service Contracts (Businesses)	\$ 9,900	\$ 55,000	\$ 64,900	\$ 3,800	\$ 70,000	\$ 73,800
Travel - All Travel Costs	\$ 8,000	\$ 4,000	\$ 12,000	\$ 8,000	\$ 500	\$ 8,500
On-Site Prof Develop/Webinars	\$ 1,000	\$ 500	\$ 1,500	\$ 500	\$ -	\$ 500
Foundation Community Activities	\$ 20,000	\$ -	\$ 20,000	\$ 15,000	\$ -	\$ 15,000
Dues & Memberships	\$ 5,500	\$ 6,000	\$ 11,500	\$ 6,500	\$ 6,000	\$ 12,500
Non-Tech Licenses,Permits,Fees	\$ 2,000	\$ 2,200	\$ 4,200	\$ 300	\$ 4,400	\$ 4,700
Software/Technology Licenses	\$ 38,570	\$ 5,336	\$ 43,906	\$ 34,000	\$ 27,000	\$ 61,000
Equipment Rental	\$ -	\$ 10,000	\$ 10,000	\$ -	\$ -	\$ -
District/College Support	\$ -	\$ 450,000	\$ 450,000	\$ -	\$ 75,000	\$ 75,000
Postage/Express Services	\$ 4,000	\$ 1,000	\$ 5,000	\$ 5,500	\$ 1,000	\$ 6,500
Advertising	\$ 6,500	\$ -	\$ 6,500	\$ 7,500	\$ -	\$ 7,500
Bank Service Charges	\$ 1,000	\$ 900	\$ 1,900	\$ 1,500	\$ 1,000	\$ 2,500
PCPA/PCPA Fdtn. Support	\$ -	\$ 90,000	\$ 90,000	\$ -	\$ 94,000	\$ 94,000
Equipment	\$ 1,000	\$ 10,000	\$ 11,000	\$ 500	\$ 5,000	\$ 5,500
Student Assistance	\$ -	\$ 31,400	\$ 31,400	\$ -	\$ 25,750	\$ 25,750
Scholarship	\$ -	\$ 600,000	\$ 600,000	\$ -	\$ 800,000	\$ 800,000
(*3) Intrafund Transfers-Out	\$ 40,000	\$ 2,200,000	\$ 2,240,000	\$ 35,000	\$ 2,140,000	\$ 2,175,000
REVENUES						
Contributions,Gifts,Grants & End.	\$ 54,980	\$ 1,724,236	\$ 1,779,216	\$ 44,424	\$ 1,700,000	\$ 1,744,424
Other Local Revenues	\$ 1,200	\$ -	\$ 1,200	\$ -	\$ -	\$ -
Intrafund Transfer-In	\$ 280,000	\$ 1,960,000	\$ 2,240,000	\$ 435,000	\$ 1,740,000	\$ 2,175,000
(*4) Other Transfer-In	\$ 111,733	\$ -	\$ 111,733	\$ 114,540	\$ -	\$ 114,540
(*5) Other Transfer-In	\$ 216,506	\$ -	\$ 216,506	\$ 216,506	\$ -	\$ 216,506
Revenue Total	\$ 664,419	\$ 3,684,236	\$ 4,348,655	\$ 810,470	\$ 3,440,000	\$ 4,250,470
Expenditure Total	\$ 664,419	\$ 3,684,236	\$ 4,348,655	\$ 810,470	\$ 3,440,000	\$ 4,250,470
Report Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

NOTES:

- (*1) Maximum budgeted benefits with 10% increase
- (*2) Budgeted according to actual contributions
- (*3) Scholarship banquet support
- (*4) Scholarship Program Manager payroll
- (*5) District support for salaries/benefits

General Operations	
Approved FY26 Intrafund Transfers-In	
Administration Fee @ 1.5%	\$ 130,000
Unrestricted End. Proceeds-Madson	\$ 5,000
Unrestr PCC Contributions	\$ 50,000
Unrestr Hancock Honors	\$ 95,000
Unrestricted Endowment	\$ -
Other Transfer-In (District support)	\$ 111,733
Other Transfer-In (District support)	\$ 216,506
	<u>\$ 608,239</u>

General Operations	
Proposed FY27 Intrafund Transfers-In	
Administration Fee @ 1.5%	\$ 150,000
Unrestricted End. Proceeds-Madson	\$ 5,000
Unrestricted PCC Contributions	\$ 85,000
Unrestricted Hancock Honors	\$ 95,000
Unrestricted Endowment	\$ 100,000
Other Transfer-In (District support)	\$ 114,540
Other Transfer-In (District support)	\$ 216,506
	<u>\$ 766,046</u>

To: Executive Committee	ACTION
From: Jon Hooten Executive Director, College Advancement	March 18, 2026
Subject: Proposed Funding for Bond Campaign	

BACKGROUND

The District is considering a bond campaign in November 2026, which its Board of Trustees will likely consider at its June 2026 meeting. The Bond would be intended to address major maintenance issues (such as major upgrades to electrical, HVAC, and phone systems) as well as strategic new construction, such as a University Center.

Public funds cannot be used to support the public campaign, but the Foundation can legally support such campaigns with independent fundraising and direct contributions up to a certain percentage of our budget each fiscal year without jeopardizing its 501(c)(3) status. We will discuss allowable funding ranges at the meeting

The Foundation holds the Young fund, which is an unrestricted quasi-endowment that can be used to support the campaign. As of February 28, 2026, the fund had a total of \$1,635,229 (\$702,255 in principal, \$932,973 in unspent/reinvested proceeds). We recommend tapping unspent proceeds to support the campaign.

RECOMMENDATION

Staff recommends the Executive Committee allocate funds from the Young quasi-endowment to support the bond campaign.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: Foundation Giving Report	

Foundation Giving Report

The Foundation Giving Report provides a comparison of Foundation fundraising revenue for FY 2023-24, 2024-25, and 2025-26 (through January 31, 2026). The numbers below are for fundraising receivables and are reconciled with the foundation’s contributions report.

<u>Foundation Revenue Comparison</u>	<u>7/1/23 - 6/30/24</u>	<u>7/1/24 - 6/30/25</u>	<u>7/1/25 - 1/31/26</u>
Hancock Promise	\$1,791,369	\$103,600	\$29,222
Annual Scholarships	\$363,715	\$486,273	\$291,212
Endowed Scholarships	\$170,974	\$173,011	\$146,307
Endowments (Other)	\$0	\$0	\$0
President's Circle Annual Campaign	\$68,374	\$120,054	\$160,075
General Operations	\$47,040	\$29,572	\$21,196
Hancock Honors	\$230,107	\$369,327	\$183,579
Other restricted (Depts, programs, etc.)	\$197,027	\$232,527	\$213,391
	\$2,868,606	\$1,514,364	\$1,044,982

Notable Contributions this FY:

Cloverlane Foundation:	\$50,000	Nursing Textbooks
Aaron & Rebecca Clark:	\$50,000	New Scholarship Endowment
Cloverlane Foundation:	\$25,000	Fire academy “Jaws of Life”
Keith Hesselbarth	\$18,171	Contrib. to Scholarship Endowment
Richard Mahon	\$10,267	New Scholarship Endowment
Larry Kappan	\$10,000	New Scholarship Endowment
Jim Bray	\$10,000	New Scholarship Endowment
McMogul, Inc.	\$10,000	Maddux STEM Fund
Applied EarthWorks, Inc.	\$10,000	New Scholarship Endowment
Latkin Foundation	\$10,000	President’s Circle

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: Unrestricted Giving / President’s Circle Campaign	

President's Circle Campaign

The 2025-2026 President’s Circle Campaign was successful in converting previous donors from the Hancock Promise Campaign to unrestricted giving, both through proceeds from the Hancock Honors and solicitations through direct mail, email, and in-person solicitations. This revenue is critical for serving students in acute financial distress, funding college priorities as directed through the Office of the President and expanding fundraising and outreach capacity at the Foundation.

President’s Circle Campaign

	Revenue	Donors*
FY 24-25	\$120,054	99
FY 25-26 (1/31)	\$160,075	101

* Not including Hancock Honors sponsors

To: Executive Committee	Information
From: Tim Harrington, Chair Scholarship Subcommittee	March 18, 2026
Subject: Scholarship Subcommittee Report	

BACKGROUND

The Scholarship Committee has read, ranked, and reviewed student applications. The committee is finalizing scholarship awards, with our final meeting set for April 3, 2026. The committee will award well over \$600,000 as of March with some scholarships still pending. Thank you to Directors Tim Harrington, George Grama, Christina Hernandez and Nichole Dechaine for their hard work in reading, ranking, and reviewing over 70 applications. And special thanks to Tim Harrington for also recruiting non-board members Lucy Thoms-Harrington and past director, Mary Sharp, to help review applications this year.

The annual Scholarship Awards and Donor Reception is scheduled for Thursday, May 21, 2026, from 5:30-7:30 p.m. in the Joe White Gymnasium. All board members will receive an invitation via email as we approach the date.

FINAL SCHOLARSHIP NUMBERS

	Complete	Incomplete	Total
2/6/2025	573	282	855
2/4/2026	585	235	820

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: Prospect Parties –Presqu'ile Winery	

BACKGROUND

A Prospect Party for residents of SLO County was held on Wednesday, March 4, 2026, from 5:30–7:30 p.m. at Presqu'ile Winery. The event featured conversations about the college and Foundation's work, complemented by wine, appetizers, and live jazz music performed by Hancock students. Special thanks to Len Jarrott and Candice Monge for inviting guests from SLO County to the reception.

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: MESA/ STEM Alumni Family Picnic Day	

BACKGROUND

As part of the Foundation's ongoing efforts to strengthen alumni engagement and enhance brand awareness among Allan Hancock College STEM graduates, the MESA/STEM Alumni Family Picnic Day has been developed to advance meaningful connections with former students and their families.

Event Overview

The MESA/STEM Alumni Family Picnic Day is scheduled for Saturday, March 28, 2026, from 12:30-2:30 p.m. This event will provide alumni and their families an opportunity to reconnect with the college community while enjoying food, music, hands-on activities, and an informal showcase of STEM resources and programs.

This event is designed to celebrate the accomplishments of Allan Hancock College's STEM alumni, reinforce their ongoing relationship with the institution, and cultivate long-term engagement in the Foundation's alumni relations initiatives.

To: Executive Committee	ACTION
From: Jon Hooten Executive Director, College Advancement	March 18, 2026
Subject: Director of Philanthropy Job Description	

BACKGROUND

The Foundation will consider the establishment of a new Director of Philanthropy position, reviewing the proposed role and its alignment with the Foundation's strategic goals and organizational needs.



Position Announcement

DIRECTOR OF PHILANTHROPY

The Allan Hancock College Foundation is seeking a motivated and relationship-minded fundraiser to serve as Director of Philanthropy. In this role, you will manage a portfolio of major gift prospects, lead the President’s Circle annual giving program, and continue building Hancock’s planned giving program—all in service of students at Allan Hancock College. This position reports to the Executive Director and works closely with a collaborative team.

THE FOUNDATION

Established in 1977, the Foundation is a regionally recognized charitable organization on California’s Central Coast with \$28.5 million in assets. Last year, the Foundation provided \$1.5 million in critical financial resources to students and programs at Allan Hancock College. Hancock is a public community college and federally designated Hispanic-Serving Institution that serves a significant majority of local students from low-income and first-generation households in northern Santa Barbara County.

The guiding purpose of the Foundation is to “Ensure College for All — to work toward a future where finances are never an obstacle to students pursuing and completing college. The Director of Philanthropy will play an important role in advancing toward this ambitious future.

THE POSITION

The Director of Philanthropy is a public-facing role that builds and maintains meaningful relationships with individuals, families, organizations, and community members whose generosity makes student success possible. The successful candidate will be entrepreneurial, people-centered, and genuinely excited about connecting donors to our students’ needs.

The Director of Philanthropy will make an impact through three primary areas of responsibility:

1. Major Gifts: Identifying, cultivating, and securing significant philanthropic support

- Manage an active portfolio of major gift prospects and donors, maintaining a consistent schedule of personal visits, proposals, and follow-up
- Build strategic relationships with individuals and families in the community to inspire investment in the Foundation’s priorities
- Research and identify new major gift prospects from the Foundation’s existing donor base and the broader Central Coast



- Prepare written proposals and gift agreements tailored to donor interests and the Foundation's funding priorities
- Maintain accurate and timely records in the CRM to track donor activity, pipeline progress, and outcomes
- Work collaboratively with the Executive Director to coordinate top-tier donor relationships and solicitations
- Represent the Foundation and the college at community events, cultivation gatherings, and donor recognition activities

2. President's Circle: Engaging and growing the Foundation's annual giving program

- Serve as the primary relationship manager for the President's Circle, the Foundation's annual unrestricted giving program
- Develop and execute annual solicitation appeals to support donor acquisition, retain existing donors, and encourage giving increases
- Coordinate exclusive engagement opportunities for President's Circle members, including events, campus visits, and personalized stewardship touches
- Track membership trends and annual fund performance, using data to improve engagement and donor retention
- Identify President's Circle donors with major gift potential and develop intentional strategies for deeper relationship-building and cultivation

3. Planned Giving: Introducing donors to legacy philanthropy

- Cultivate relationships with donors who have expressed interest in making a planned gift, supporting them through the process with care and clarity
- Develop a working knowledge of common planned giving vehicles to guide donor conversations
- Implement outreach strategies to raise awareness of planned giving opportunities among the Foundation's donor community
- Maintain accurate records of legacy commitments and provide meaningful stewardship to legacy society members
- Partner with the Executive Director and outside advisors on more complex gift arrangements as needed

YOUR KNOWLEDGE & SKILLS



You will bring an essential understanding of nonprofit fundraising and donor relations to the Foundation, including:

- Thorough understanding of the gift cycle and experience cultivating donor relationships that lead to meaningful gifts
- Working knowledge of donor database management (experience with Raiser's Edge preferred)
- Familiarity with annual fund strategies and donor engagement best practices
- Strong written and verbal communication skills, including the ability to tell compelling stories about impact
- Knowledge of local, regional, and national fundraising trends as well as applicable laws and regulations
- Understanding of, sensitivity to, and respect for the diverse backgrounds and experiences of community college students, faculty, staff, and donors

YOUR EXPERIENCE

At least ten years of experience in a nonprofit fundraising environment with demonstrated success in securing major gift commitments

- Bachelor's degree preferred
- Experience maintaining and cultivating major donor relationships at the \$10,000+ level
- Experience with planned giving concepts or legacy fundraising
- Experience managing and using donor data to inform cultivation and solicitation decisions
- Proven ability to work successfully as part of a highly collaborative team
- Familiarity with the local philanthropic community preferred
- Strong written and verbal skills

COMPENSATION

The Foundation offers a generous compensation package.

- Annual Salary: \$100,000 — \$110,000, commensurate with experience
- Medical / Dental / Vision / Life: Foundation pays 100% of employee premiums
- Retirement: Participation in a 403(b) retirement plan, with up to 12% matching by the Foundation
- Vacation: 15 paid days annually for the first four years, with regular increases after that
- Holidays: 15 paid holidays (including your birthday off!)



Note: The Allan Hancock College Foundation team is not employed by Allan Hancock College, though the Foundation office is located on the college's main campus in Santa Maria. The Foundation office is open 8 a.m. to 4:30 p.m. daily, and the Director of Philanthropy will be expected to work evenings and weekends when circumstances arise.

TO APPLY

To be considered for this position, please submit a resume and cover letter to AHCFoundation@hancockcollege.edu. Review will begin April 15, 2026.

Equal Opportunity Employer: The Allan Hancock College Foundation is an equal opportunity employer and does not discriminate on the basis of race, color, national origin, religion, sex, gender identity, sexual orientation, age, disability, veteran status, or any other characteristic protected by applicable law.

ADA Accommodations: The Foundation is committed to providing reasonable accommodations to qualified individuals with disabilities. Applicants requiring accommodations during the application or interview process are encouraged to contact us at AHCFoundation@hancockcollege.edu.

Classification and Background: This is a full-time, exempt position under the Fair Labor Standards Act (FLSA).

###

To: Executive Committee	Information
From: Jon Hooten, Executive Director Allan Hancock College Foundation	March 18, 2026
Subject: Foundation Logo Review	

BACKGROUND

The Foundation will review newly proposed logo options, evaluating designs for alignment with organizational identity and brand standards.



**Notice of Organizational Meeting
Allan Hancock College Foundation Board of Directors**

Thursday, March 26, 2026

4:00 p.m. – 6:00 p.m.

Location: Building B, Lahr Family Boardroom
800 South College Drive, Santa Maria, CA 93454

AGENDA

	Page	Tentative Time
1. Call to Order		4:00 PM
2. Roll Call		
3. Public Comment <i>Public comment not pertaining to specific agenda items is welcome at this time. If you wish to speak to any item listed, please complete a Request to Speak Card available from the Executive Director. It is suggested that speakers limit themselves to 5 minutes.</i>		
4. Approval of Agenda for March 26, 2026 (ACTION)		4:02 PM
5. Approval of Minutes for November 20, 2025 (ACTION)		
6. Welcome and Remarks from President, Mike Gibson (Information)		
7. Board Director Spotlight, Michael Boyer (Information)		4:05 PM
8. Student Spotlight, Khadija Abdourahamane Moussa (Information)		
9. Departmental Spotlight, Rena Alspaw (Information)		4:30 PM
10. New Member Nomination – Claudia Ortiz (ACTION)		
11. New Member Nomination – Luis Servin (ACTION)		
12. Consent Agenda (ACTION) 12.A. Approval of Financial Statements through 1/31/2026 12.B Approval of 2026-2027 Proposed Operating and All Fund Budgets 12.C. Acceptance of Advancement Reports		
13. Proposed Funding for Bond Campaign (ACTION)		
14. Director of Philanthropy – Job Description (ACTION)		
15. Foundation Logo Review (Information)		



<p>16. Spike Monument (Information)</p> <p>17. Oral Reports (Information)</p> <p> 17.A. Executive Director, College Advancement – Jon Hooten</p> <p> 17.B. College Superintendent/President - Kevin Walthers</p> <p> 17.C. College Trustee – Greg Pensa</p> <p> 17.D. Faculty Representative – Nichole Dechaine</p> <p> 17.E. Student Representative – Annie Ruiz</p> <p> 17.F. Member of the Board of Directors – General Announcements</p>		5:30 PM
18. Consideration of New Business (Information)		5:58 PM
19. Next Meeting – January 29, 2025		
20. Adjourn (ACTION)		6:00 PM

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the Allan Hancock College Foundation office at (805) 925-2004. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

Jon Hooten, Executive Director
Allan Hancock College – College Advancement