



Rancho Santa Fe  
FOUNDATION

INSPIRED GIVING ~ CLOSE TO HOME AND AROUND THE WORLD

## 2016 Report to the Community

# Vision Into Action





# Inspired Giving

For over 30 years, the Rancho Santa Fe Foundation has provided a high level of service by developing personal relationships with our donors, providing exceptional stewardship of the funds invested with us and addressing needs in the community.

At the Rancho Santa Fe Foundation, we believe that charitable giving becomes inspired giving when vision meets action. We make it possible for your vision to become action that changes lives.

Our mission is to connect donors with regional and global needs through visionary community leadership, personalized service and effective grantmaking.

Whether you have specific plans for your charitable giving or you are seeking advice about how and where to give, we can help you reach your goals. We offer charitable funds that can be customized to your needs to allow you to put your vision into action.

## Connect With Us



# Leadership Message

We are pleased to present our 2016 Report to the Community. This report will provide an overview of the variety of ways that the Foundation and its donors put their vision into action in 2015.

Since 1981, the Rancho Santa Fe Foundation has enabled donors to create charitable funds, based on their philanthropic interests, which address a wide range of needs throughout San Diego County and around the world. The RSF Foundation also makes community impact grants that support local and regional nonprofit organizations and provides leadership that strengthens the philanthropic community in San Diego County.

In 2015, it was the Foundation's vision to become more engaged with our donors and collaborative with our community partners. We put our vision into action by launching the VisionNow program for donors to share information about the areas they are passionate about in their philanthropy, we partnered with KPBS to fund military reporting, and we collaborated with donors and foundations to fund North County Senior Connections.

As we continue to grow, we look forward to working alongside our donors and the community to put vision into action to contribute to a bright future for the North County San Diego region.



*Christina P. Wilson*

Christina Wilson,  
Executive Director



*Mark Holmlund*

Mark Holmlund,  
Chairman of the Board

# 2015 Fast Facts



**\$5,227,000**  
in grants

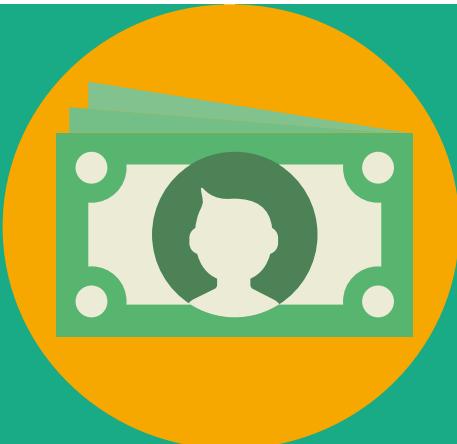


**390**  
nonprofits received  
funding



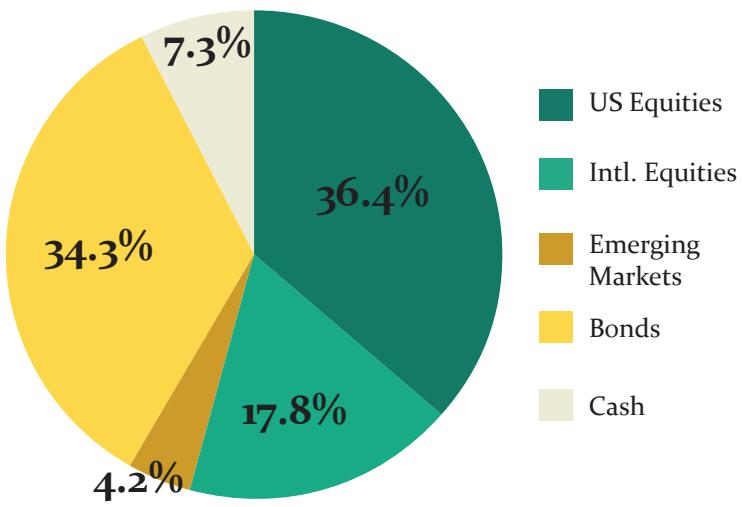
**740**  
total grants

**\$8,964,000**  
in New Assets

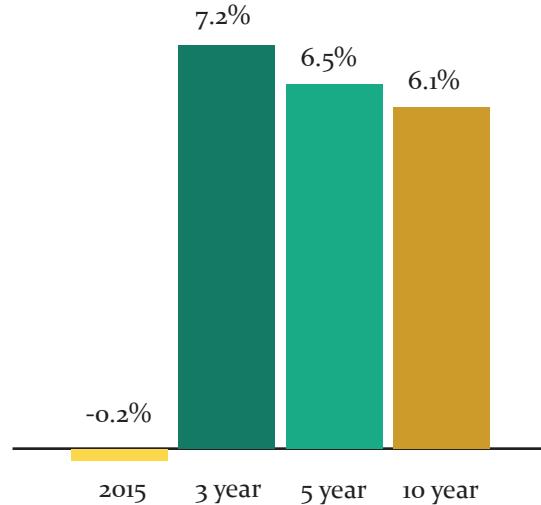


**\$ 94,634,000**  
Total Assets

**Asset Allocation As of 12/31/2015**



**Investment Performance**



# Inspired Giving

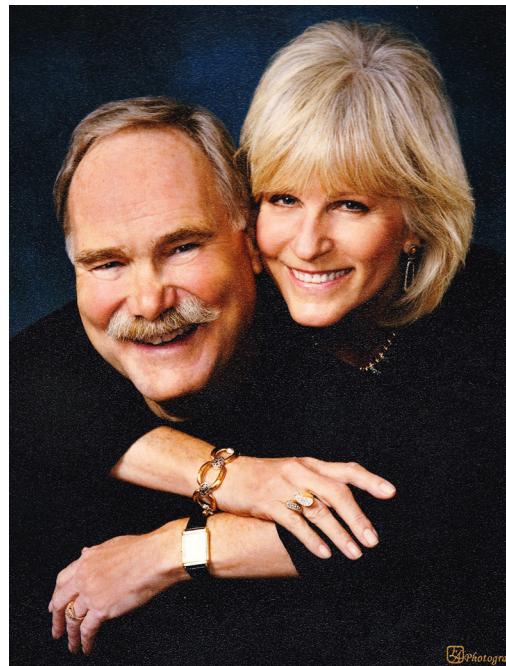
## Close To Home and Around The World

In December, 2013, Pete and Adela Peterson established a donor advised fund with the Rancho Santa Fe Foundation. A donor advised fund makes charitable giving so easy. As donors, we are able to be more efficient with our donations knowing that our contributions are going to support properly run charitable organizations.

We find it much easier to manage our charitable budget for the year, review organizations we'd like to support, and convey to the Foundation those grants we'd like to fund. The Foundation has taught us how to evaluate charities, in addition, to helping us find new organizations we're considering for support. As donors, the Foundation gives you a feeling of comfort when making your contributions. It's an excellent vehicle and unique organizational resource.

Upon entering my retirement, and having more time to devote to other interesting pursuits, I got involved with the RSF Foundation and am now an advisor for The Patriots Connection (TPC). I have always tried to support our military and veterans organizations and this gave me a great insight and road to help. I serve on the TPC Grants committee, whose purpose is to review those nonprofit organizations wanting to be listed on our San Diego Directory, as well as evaluating and recommending monetary grants to those organizations requesting our help. I was very impressed with not only the thoroughness of the Foundation's due diligence process, but its personnel and advisors who ensure those organizations requesting listing or grant funding have met very specific standards, including their continuity of those standards. Having the privilege of working with the RSF Foundation has been a wonderful and eye-opening experience.

A donor advised fund at the Rancho Santa Fe Foundation allows you to be actively involved in your philanthropy, while benefitting from tax advantages, convenience and investment earnings on the fund.



### Breakdown of grants from Donor Advised Funds in 2015

Grants from donor advised funds at the Rancho Santa Fe Foundation go to charitable organizations that address pressing needs in communities locally, regionally and globally.



# Grants to Nonprofits in  
San Diego County



# Grants to Nonprofits  
across the United States



# Grants to International  
Nonprofits



# An Investment in the Future

## Nonprofit Agency Funds

An endowment fund at the Rancho Santa Fe Foundation is a permanent fund that builds sustainability for the future of a charitable organization.

Nonprofit organizations as well as individual donors may establish endowment funds at the Rancho Santa Fe Foundation.



Nonprofit organizations also have a non-endowed fund option that may be set up for special projects, or as a first step toward establishing an endowment.



### The JIT Endowment Fund – “From Just in Time to Always There”

*Just in Time serves foster youth in our community, and this organization wants to ensure that they will be around for youth in the future. To help accomplish this goal, JIT established a non-endowment fund to build toward an endowment. Here's what they have to say about their endowment fund at the RSF Foundation:*

Just in Time's promise to the youth we serve is to be the consistent source of support and acknowledgment that's been absent for most of their lives. And, as with everything we do, community members like you are at the heart of our capacity to fulfill that goal.



To be “always there,” we have established the JIT Endowment Fund as one significant part of our plan to provide for the future of JIT and the long-term well being of foster youth in our community. As a source of

lasting support, it's a substantial way to ensure continuity and constancy in a world of change; a bridge from our exciting present to a sustainable future of our organization.

55

Number of nonprofits  
with funds at RSFF  
in 2015

\$1,514,214

Amount distributed from  
endowment funds at  
RSFF in 2015



# Community Impact

## The Patriots Connection



A program of the Rancho Santa Fe Foundation

The Patriots Connection supports nonprofit organizations that focus on the needs of military service members and their families. Since 2009, TPC has granted more than \$1.3 million to nonprofits serving the military community in San Diego County.

**\$105,830** → Granted to 10 nonprofits

Camp Pendleton ASYMCA  
Jacobs & Cushman SD Food Bank  
Support the Enlisted Project (STEP)  
Easter Seals of Southern CA WorkFirst  
Workshops for Warriors

Kids' Turn San Diego  
Resounding Joy  
Fleet Week San Diego  
USO San Diego  
Wreaths Across America

## Rancho Santa Fe Community Grants

Every year we award Community Grants from designated endowment funds that were established to support nonprofits in the 92067 zip code. In 2015 the Community Grantees were:

**\$29,792** Granted in 2015 to support RSF nonprofits



**Helen Woodward Animal Center**  
*Therapeutic Riding Program*  
**Rancho Santa Fe Community Center**  
*Storage Cabinets*  
**Rancho Santa Fe Library Guild**  
*Summer Reading Program*  
**Rancho Santa Fe School**  
*Performing Arts Center & Robotics program*

## North County Senior Connections

The NCSC program, launched in November 2014, addresses food security and healthy aging for vulnerable seniors in North County San Diego. The program focuses on nutritious meals provided by a foodtruck, along with activities aimed at reducing senior isolation. NCSC is a collaboration of the Rancho Santa Fe Foundation, Dreams for Change, Interfaith Community Services, the San Diego Foodbank and Dickinson Farms.

**\$235,281** Granted in 2015 to support NCSC



## RSF Women's Fund



The Rancho Santa Fe Women's Fund is a donor advised fund of the RSF Foundation, and it has granted over \$2 million since its inception in 2004. In 2015 the Women's Fund grants supported nonprofit organizations focused on military and veterans services, and women's services.

**\$254,000** → Granted to 7 nonprofits

Camp Pendleton ASYMCA  
Just in Time Foster Youth  
Mama's Kitchen  
SD Public Library Foundation

San Diego Rescue Mission  
Southern Caregiver Resource Center  
Veteran's Assoc. of North County

# 2015 Financials

## Statement of Financial Position

<b>ASSETS</b>	Un-Restricted	Temporarily Restricted	Permanently Restricted	<b>2015 Total</b>	<b>2014 Total</b>
Cash and cash equivalents	\$721,000	\$31,000	\$138,000	\$890,000	\$696,000
Investments	\$30,333,000	\$6,746,000	\$31,882,000	\$68,961,000	\$65,458,000
Investments & other assets held for other agencies	\$20,080,000	-	-	\$20,080,000	\$16,345,000
Assets held under unitrust agreement	\$374,000	-	\$38,000	\$412,000	-
Contributions receivable	-	\$202,000	\$4,049,000	\$4,251,000	\$5,369,000
Other assets	\$40,000	-	-	\$40,000	\$65,000
<b>TOTAL ASSETS</b>	<b>\$51,548,000</b>	<b>\$6,979,000</b>	<b>\$36,107,000</b>	<b>\$94,634,000</b>	<b>\$87,933,000</b>
<b>LIABILITIES &amp; NET ASSETS</b>					
<b>Liabilities</b>					
Grants payable and accrued expenses	\$34,000	-	-	\$34,000	\$17,000
Liability under unitrust agreement	\$374,000	-	-	\$374,000	-
Due to other agencies	\$20,080,000	-	-	\$20,080,000	\$16,345,000
<b>TOTAL LIABILITIES</b>	<b>\$20,488,000</b>	<b>-</b>	<b>-</b>	<b>\$20,488,000</b>	<b>\$16,362,000</b>
<b>Net Assets</b>	<b>\$31,060,000</b>	<b>\$6,979,000</b>	<b>\$36,107,000</b>	<b>\$74,146,000</b>	<b>\$71,571,000</b>
<b>TOTAL NET ASSETS &amp; LIABILITIES</b>	<b>\$51,548,000</b>	<b>\$6,979,000</b>	<b>\$36,107,000</b>	<b>\$94,634,000</b>	<b>\$87,933,000</b>
<b>Statement of Activities</b>					
<b>REVENUE, GAINS, &amp; OTHER SUPPORT</b>					
Gifts & bequests	\$2,948,000	\$3,878,000	\$2,138,000	\$8,964,000	\$10,748,000
Realized & unrealized losses on investments, net	(\$816,000)	(\$945,000)	-	(\$1,761,000)	\$1,695,000
Interfund transfers	(\$37,000)	(\$933,000)	\$970,000	-	-
Interest & dividend income	\$709,000	\$802,000	-	\$1,511,000	\$1,483,000
Change in value of split-interest agreements	-	(\$53,000)	(\$235,000)	(\$288,000)	(\$95,000)
Management fee revenue	\$193,000	-	-	\$193,000	\$139,000
	<b>\$2,997,000</b>	<b>\$2,749,000</b>	<b>\$2,873,000</b>	<b>\$8,619,000</b>	<b>\$13,970,000</b>
Net assets released from restriction	\$2,221,000	(\$2,221,000)	-	-	-
<b>TOTAL REVENUE, GAINS, &amp; OTHER SUPPORT</b>	<b>\$5,218,000</b>	<b>\$528,000</b>	<b>\$2,873,000</b>	<b>\$8,619,000</b>	<b>\$13,970,000</b>
<b>EXPENSES</b>					
Program grants	\$5,227,000	-	-	\$5,227,000	\$7,334,000
Operating & administrative	\$817,000	-	-	\$817,000	\$781,000
<b>TOTAL EXPENSES</b>	<b>\$6,044,000</b>	<b>-</b>	<b>-</b>	<b>\$6,044,000</b>	<b>\$8,115,000</b>
Change in net assets	(\$826,000)	\$528,000	\$2,873,000	\$2,575,000	\$5,855,000
<i>Net assets at beginning of year</i>	<b>\$31,886,000</b>	<b>\$6,451,000</b>	<b>\$33,234,000</b>	<b>\$71,571,000</b>	<b>\$65,716,000</b>
<i>Net assets at end of year</i>	<b>\$31,060,000</b>	<b>\$6,979,000</b>	<b>\$36,107,000</b>	<b>\$74,146,000</b>	<b>\$71,571,000</b>

# Board of Directors



“I am honored to work with the Board of Directors and staff of the Rancho Santa Fe Foundation to advance the mission to provide philanthropic services and effective grantmaking. The generosity of our donors and the programs they support make a significant impact on pressing needs in our San Diego communities and beyond. As we look to the future, the inspired philanthropy at the Rancho Santa Fe Foundation provides vision and leadership to change lives and strengthen communities.”  
Mark Holmlund, Chairman of the Board

Alyce Ashcraft  
VP, Ashcraft Investment Company

Lou Mezzullo  
Consulting Partner, WithersWorldwide

Terry Atkinson  
Atkinson Management Consulting

Glenn Oratz  
Managing Director, UBS

Ed Blodgett  
Retired, Director, Brandes Investment Partners, LLC

Daniel Platt  
Retired, EVP, Special Assets Group of Pacific Western Bank

 Kevin Crawford, **Board Secretary**  
City of Carlsbad, City Manager

 Paula Powers  
Retired, Attorney, Trusts and Estates and Taxation with Debevoise and Plimpton

Craig Dado  
Senior VP of Marketing, Del Mar Thoroughbred Club

Steve Simpson  
President and Managing Partner, Gurtin Fixed Income Management

William Davidson  
Chief Administrative Officer, GLOBALFOUNDRIES

 Robert Stine  
Retired, President & CEO, Tejon Ranch Company

 David Down  
Retired, Managing Director of KPMG

Gordon Swanson  
CEO/Investor, Cran Chile

Michael Gregoire  
Retired, Commercial Real Estate

Paul Thiel  
Regional Managing Director, San Diego, BNY Mellon

Victoria Hanlon  
Community Volunteer

 Robert Vanosky, **Board Treasurer**  
Retired, Director of US Public Finance Division of Royal Bank of Canada

 Neil C. Hokanson  
Principal, Aspiriant LLC

Donna Walker  
President, Pulido Walker Foundation

 Mark Holmlund, **Board Chairman**  
Retired, EVP and CIO of Pacific Life Insurance Company

Kate Williams  
Retired, Community Volunteer

Constance Levi  
Retired, Independent Chair of Thrivent Mutual Funds

# Rancho Santa Fe Foundation



Our offices are located at the Rancho Santa Fe Plaza in Encinitas. We are pleased to open our doors to the community by welcoming local businesses and organizations to use our Community Room. Conference space is available for use by external organizations Monday through Friday during regular business hours: 8:00 a.m. – 5:00 p.m. To request use of RSFF's Community Room, please contact the Foundation.

## Street Address

Rancho Santa Fe Plaza  
162 S Rancho Santa Fe Road  
Encinitas, CA 92024  
Office: Suite B-30  
Community Room: Suite B-40



*Community Room available for daily or weekly rental*

## Mailing Address

Rancho Santa Fe Foundation  
P.O. Box 811  
Rancho Santa Fe, CA 92067



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-  info@rsffoundation.org
-  www.rsffoundation.org



## Rancho Santa Fe FOUNDATION

Founded in 1981, the Rancho Santa Fe Foundation is an independent public charity and one of the largest community foundations in San Diego County. The RSF Foundation enables donors to create charitable funds, based on their philanthropic interests, which address a wide range of needs throughout San Diego County and around the world. The RSF Foundation also makes community impact grants that support local and regional nonprofit organizations and provides leadership that strengthens the philanthropic community in San Diego County. For more information, visit [www.rsffoundation.org](http://www.rsffoundation.org).