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.
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 Wilson, Executive Director

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

- US Equities: 34.3%
- Intl. Equities: 36.4%
- Emerging Markets: 7.3%
- Bonds: 17.8%
- Cash: 4.2%

Investment Performance

2015: -0.2%
3 year: 7.2%
5 year: 6.5%
10 year: 6.1%
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.

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.

400
# Grants to Nonprofits in San Diego County

194
# Grants to Nonprofits across the United States

60
# Grants to International Nonprofits
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.

An Investment in the Future

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.

Number of nonprofits with funds at RSFF in 2015

$1,514,214

Amount distributed from endowment funds at RSFF in 2015
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

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

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

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

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

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

- San Diego Rescue Mission
- Southern Caregiver Resource Center
- Veteran’s Assoc. of North County
- Camp Pendleton ASYMCA
- Jacobs & Cushman SD Food Bank
- Support the Enlisted Project (STEP)
- Easter Seals of Southern CA WorkFirst
- Workshops for Warriors
## 2015 Financials

### Statement of Financial Position

#### ASSETS

<table>
<thead>
<tr>
<th>Un-Restricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$721,000</td>
<td>$31,000</td>
<td>$138,000</td>
<td>$890,000</td>
</tr>
<tr>
<td>Investments</td>
<td>$30,333,000</td>
<td>$6,746,000</td>
<td>$31,882,000</td>
<td>$68,961,000</td>
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<tr>
<td>Investments &amp; other assets held for other agencies</td>
<td>$20,080,000</td>
<td>-</td>
<td>-</td>
<td>$20,080,000</td>
</tr>
<tr>
<td>Assets held under unitrust agreement</td>
<td>$374,000</td>
<td>-</td>
<td>$38,000</td>
<td>$412,000</td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>-</td>
<td>$202,000</td>
<td>$4,049,000</td>
<td>$4,251,000</td>
</tr>
<tr>
<td>Other assets</td>
<td>$40,000</td>
<td>-</td>
<td>-</td>
<td>$40,000</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$51,548,000</strong></td>
<td><strong>$6,979,000</strong></td>
<td><strong>$36,107,000</strong></td>
<td><strong>$94,634,000</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES & NET ASSETS

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants payable and accrued expenses</td>
<td>$34,000</td>
<td>$17,000</td>
</tr>
<tr>
<td>Liability under unitrust agreement</td>
<td>$374,000</td>
<td>-</td>
</tr>
<tr>
<td>Due to other agencies</td>
<td>$20,080,000</td>
<td>$16,345,000</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$20,488,000</strong></td>
<td><strong>$16,362,000</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$31,060,000</strong></td>
<td><strong>$6,979,000</strong></td>
<td><strong>$36,107,000</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL NET ASSETS &amp; LIABILITIES</th>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$51,548,000</strong></td>
<td><strong>$6,979,000</strong></td>
<td><strong>$36,107,000</strong></td>
</tr>
</tbody>
</table>

### Statement of Activities

#### REVENUE, GAINS, & OTHER SUPPORT

| 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 |
| **$2,997,000** | **$2,749,000** | **$2,873,000** | **$8,619,000** | **$13,970,000** |

#### EXPENSES

| Program grants | $5,227,000 | - | - | $5,227,000 | $7,334,000 |
| Operating & administrative | $817,000 | - | - | $817,000 | $781,000 |

| TOTAL EXPENSES | $6,044,000 | $528,000 | $2,873,000 | $6,044,000 | $8,115,000 |

| Net assets released from restriction | ($826,000) | $528,000 | $2,873,000 | $2,575,000 | $5,855,000 |

### Net assets at beginning of year

<table>
<thead>
<tr>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>$31,886,000</td>
<td>$6,451,000</td>
</tr>
<tr>
<td>$33,234,000</td>
<td>$71,571,000</td>
</tr>
<tr>
<td>$65,716,000</td>
<td></td>
</tr>
</tbody>
</table>

### Net assets at end of year

<table>
<thead>
<tr>
<th>2015 Total</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>$31,060,000</td>
<td>$6,979,000</td>
</tr>
<tr>
<td>$36,107,000</td>
<td>$74,146,000</td>
</tr>
<tr>
<td>$71,571,000</td>
<td>$71,571,000</td>
</tr>
</tbody>
</table>
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

Terry Atkinson
Atkinson Management Consulting

Ed Blodgett
Retired, Director, Brandes Investment Partners, LLC

Kevin Crawford, Board Secretary
City of Carlsbad, City Manager

Craig Dado
Senior VP of Marketing, Del Mar Thoroughbred Club

William Davidson
Chief Administrative Officer, GLOBALFOUNDRIES

David Down
Retired, Managing Director of KPMG

Gigi Fenley
Community Volunteer

Michael Gregoire
Retired, Commercial Real Estate

Victoria Hanlon
Community Volunteer

Neil C. Hokanson
Principal, Aspiriant LLC

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

Constance Levi
Retired, Independent Chair of Thrivent Mutual Funds

Lou Mezzullo
Consulting Partner, WithersWorldwide

Glenn Oratz
Managing Director, UBS

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

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

Steve Simpson
President and Managing Partner, Gurtin Fixed Income Management

Robert Stine
Retired, President & CEO, Tejon Ranch Company

Gordon Swanson
CEO/Investor, Cran Chile

Paul Thiel
Regional Managing Director, San Diego, BNY Mellon

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

Donna Walker
President, Pulido Walker Foundation

Kate Williams
Retired, Community Volunteer
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

**Mailing Address**

Rancho Santa Fe Foundation

P.O. Box 811

Rancho Santa Fe, CA 92067

(858) 756-6557

(858) 756-6561

info@rsffoundation.org

www.rsffoundation.org
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.