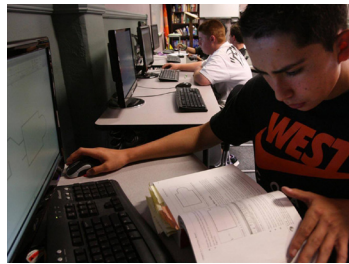




Rancho Santa Fe
FOUNDATION
INSPIRED GIVING ~ CLOSE TO HOME AND AROUND THE WORLD

2018 Report to the Community

Vision Into Action





Inspired Giving



For over 37 years, 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 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

Rancho Santa Fe Foundation continues to enhance an organizational culture that is based on our core values of service to donors, stewardship, collaboration and community leadership. In this year's Report to the Community we are proud to share the stories of the people and places where the impact of our work is most evident.

Over the course of the last two years, our board and staff have been diligent in gathering data and better understanding the philanthropic motivations of our donors, the needs of our San Diego Regional Community and the capacity of the Foundation to fulfill its mission. The outcomes of our work are impressive.

We saw the conclusion of the three year North County Senior Connections program in 2017, having served more than 25,000 meals to more than 2,000 vulnerable seniors. Conducted in collaboration with Interfaith Community Services and Dreams for Change, the program continues under their joint leadership.

By the end of 2017, The Patriots Connection had made more than \$1.3 million in grants to San Diego County military serving nonprofits. Focusing on the challenges of active duty families, veteran transition and workforce development to understanding the mental health issues of wounded warriors, the impact of our grants is noteworthy.

In 2018 our discretionary grants have focused on workforce development programs for at risk youth. Kitchens for Good, Just in Time for Foster Youth and New Haven Youth and Family Services were the beneficiaries of \$140,000 in grants. In addition, grants to support prevention measures for human trafficking were awarded to North County Lifeline, 3 Strands Global and kNOWMORE.

As a result of our discretionary grants, our donors are learning and acting alongside us through our outreach programs such as Village Viewpoints, co-sponsored with the Village Church, VisionNow, an educational donor program, and LINC (Learn, Inspire, Network, Connect) which is a semi-monthly program that highlights our nonprofit partners.

As you read this report, we encourage you to consider how you might engage with the Foundation, to become more engaged if you have already come alongside us in some way and above all, to share the stories and outcomes of the work we have already begun and all that awaits us to accomplish together.



A handwritten signature in cursive script that reads "Christina Wilson".

Christina Wilson,
Executive Director



A handwritten signature in cursive script that reads "William F. Davidson".

Bill Davidson,
Chairman of the Board



2017 Fast Facts



\$10,526,000
in grants



520
nonprofits received
funding



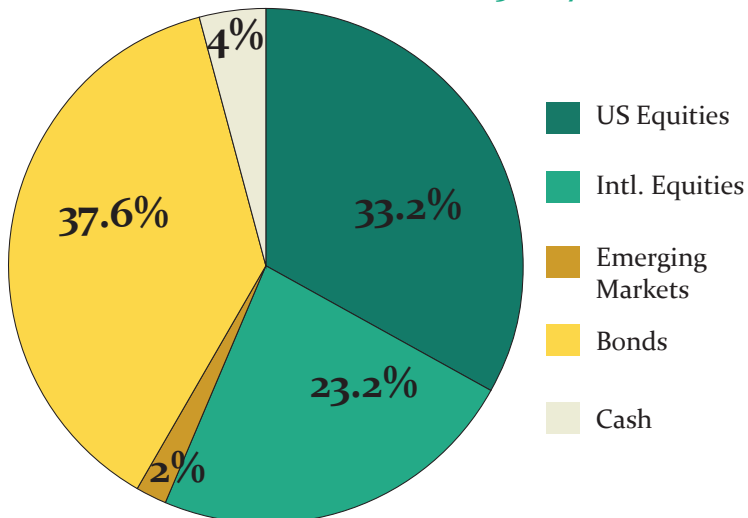
1,015
total grants

\$8,085,000
in New Assets

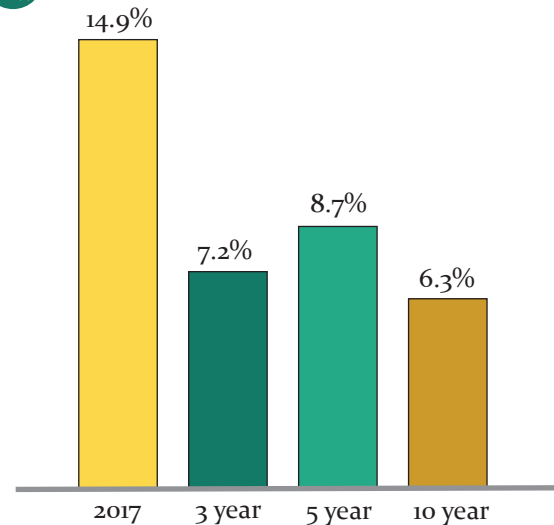


\$ 120,142,000
Total Assets

Asset Allocation As of 12/31/2017



Investment Performance



Inspired Giving

Close To Home and Around The World

We established our donor advised fund with Rancho Santa Fe Foundation in 2011. Our philanthropic goals were to get more intentional and focused with our charitable giving, and also to simplify our lives a bit! Being a part of the Foundation's greater giving community benefitted us and supported our efforts in several important ways. One is that we became associated with and had the opportunity to interact with other charitably-minded individuals and families, and to exchange ideas and perspectives. A second major benefit was the due diligence that the Foundation does on our local charitable entities – their work helped us be more effective and focused in our giving. Lastly and not unimportantly, the

efficiency of having the Foundation manage a variety of different distributions made our charitable bookkeeping much easier, and the anonymity of the Fund kept our contact information from being distributed to third parties. An added bonus is that the people at Rancho Santa Fe Foundation are extremely pleasant and helpful, and the good investment results we've experienced have further augmented our charitable giving.

Neil and Clarice Hokanson



A donor advised fund at 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.



We were so close to establishing our own family foundation before realizing that a Donor Advised Fund would provide everything we needed without the cost, hassle and reporting requirements. Rancho Santa Fe Foundation set up our Donor Advised Fund and the rest is history. We now only suggest where our donations are to be sent and the Foundation completes the transaction. Thank you RSF Foundation.

Don and Judy Oliphant

Breakdown of grants from Donor Advised Funds in 2017

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.





An Investment in the Future

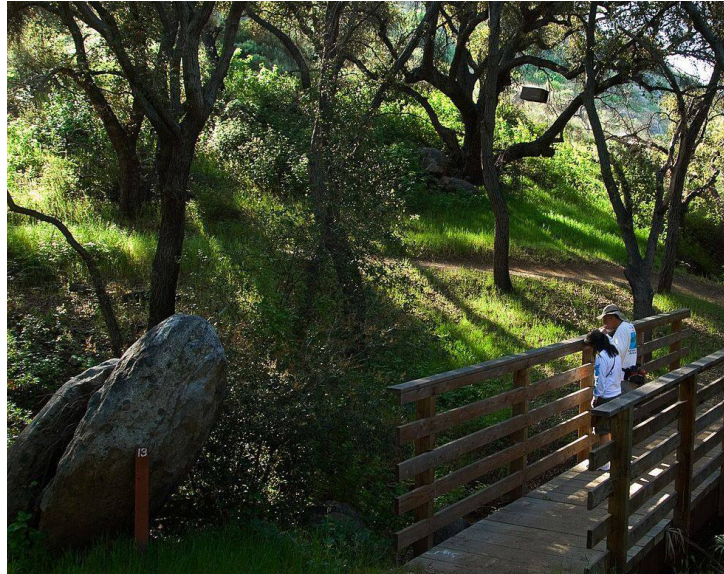
Nonprofit Agency Funds

An endowment fund at 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 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.



What is an endowment? Why have one? Where should it be? Who will keep the endowment safe and properly invested? How will we track its progress? What should the establishing Board resolution say? Can we access the funds when we need them? Who do we trust to work with us?

These were a few of our questions when establishing an endowment. Rancho Santa Fe Foundation answered these questions, and many more. Their professional experience has been invaluable for our understanding of an endowment and how to achieve its benefits. We have entrusted funds to RSFF, both endowed and un-endowed, since 1999. In turn, RSFF has fulfilled the highest standards of trust and expertise in safeguarding, growing, and keeping track of our funds. They have been available to answer our additional questions. RSFF has been more than a mere custodian. They have been a valuable partner and adviser in our desire to build our endowed and un-endowed funds. Thank you, RSF Foundation.

In 1999, the San Dieguito River Valley Conservancy established two non-endowed funds, East and West, designated to accept charitable contributions for property acquisition along the river east and west of Interstate 15. Over the years, other funds have been created for special purposes such as supporting operating and program needs.



63

Number of nonprofits
with funds at RSFF
in 2017

\$2,440,178

Amount distributed from
agency funds at
RSFF in 2017



Community Impact

The Patriots Connection



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.

\$173,366 → **Granted to 15 nonprofits**

211 San Diego
Easter Seals of Southern California
Family Health Centers of San Diego
Heartland House
Interfaith Community Services
KPBS
NVTs, Inc. (REBOOT)
Operation Homefront

Resounding Joy
San Diego ASYMCA
Support The Enlisted Project
VetCTAP
Workshops for Warriors
Wreaths Across America
Zero8hundred

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, and Interfaith Community Services. During our funding of the program (2014-2017), NCSC served more than 25,000 lunches to 2,000+ seniors in North County.

\$222,815 **Granted in 2017 to support NCSC**



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 2017 the Community Grantees were:

\$15,047 **Granted in 2017 to support RSF nonprofits**



Helen Woodward Animal Center
Therapeutic Riding Program
Rancho Santa Fe Community Center
Camp Supplies
Rancho Santa Fe Library Guild
Summer Reading Program
Rancho Santa Fe Art Guild
Community/School Art Demos & Workshops

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 \$3 million since its inception in 2004. In 2017 the Women's Fund grants supported nonprofit organizations focused on military and veterans services, and youth at risk.

\$234,194 → **Granted to 7 nonprofits**

Elizabeth Hospice
Kitchens for Good
Lightbridge Hospice Community
Palomar College Foundation

Project Concern International
Promises2Kids
Wounded Warrior Homes

2017 Financials

Statement of Financial Position

ASSETS

	Un-Restricted	Temporarily Restricted	Permanently Restricted	2016 Total	2015 Total
Cash and cash equivalents	\$654,000	\$17,000	\$128,000	\$991,000	\$890,000
Investments	\$39,355,000	\$12,245,000	\$36,162,000	\$78,650,000	\$68,961,000
Investments & other assets held for other agencies	\$30,384,000	-	-	\$24,627,000	\$20,080,000
Assets held under unitrust agreement	\$372,000	-	\$46,000	\$401,000	\$412,000
Contributions receivable	-	\$819,000	\$10,000	\$3,805,000	\$4,251,000
Other assets	\$37,000	-	-	\$43,000	\$40,000
TOTAL ASSETS	\$70,802,000	\$13,081,000	\$36,346,000	\$108,517,000	\$94,634,000

LIABILITIES & NET ASSETS

Liabilities

Grants payable and accrued expenses	\$86,000	-	-	\$27,000	\$34,000
Liability under unitrust agreement	\$372,000	-	-	\$360,000	\$374,000
Due to other agencies	\$30,384,000	-	-	\$24,627,000	\$20,080,000
TOTAL LIABILITIES	\$30,842,000	-	-	\$25,014,000	\$20,488,000

Net Assets

	\$39,960,000	\$13,081,000	\$36,346,000	\$83,503,000	\$74,146,000
TOTAL NET ASSETS & LIABILITIES	\$70,802,000	\$13,081,000	\$36,346,000	\$108,517,000	\$94,634,000

Statement of Activities

REVENUE, GAINS, & OTHER SUPPORT

Gifts & bequests	\$4,625,000	\$759,000	\$1,227,000	\$9,940,000	\$8,964,000
Realized & unrealized losses on investments, net	\$4,230,000	\$5,174,000	-	\$3,365,000	(\$1,761,000)
Interfund transfers	(\$96,000)	\$96,000	-	-	-
Interest & dividend income	\$870,000	\$1,058,000	-	\$1,841,000	\$1,511,000
Change in value of contribution receivable	-	-	(\$3,314,000)	-	-
Change in value of split-interest agreements	-	\$22,000	\$5,000	\$241,000	(\$288,000)
Management fee revenue	\$241,000	-	-	\$206,000	\$193,000
	\$9,870,000	\$7,109,000	(\$2,082,000)	\$15,593,000	\$8,619,000
Net assets released from restriction	\$2,630,000	(\$2,630,000)	-	-	-

TOTAL REVENUE, GAINS, & OTHER SUPPORT EXPENSES

Program grants	\$8,003,000	-	-	\$5,354,000	\$5,227,000
Operating & administrative	\$1,010,000	-	-	\$882,000	\$817,000

TOTAL EXPENSES

	\$9,013,000	-	-	\$6,236,000	\$6,044,000
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Change in net assets	\$3,487,000	\$4,479,000	(\$2,082,000)	\$9,357,000	\$2,575,000
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Net assets at beginning of year

Net assets at end of year

	\$36,473	\$8,602,000	\$38,428,000	\$74,146,000	\$71,571,000
	\$39,960,000	\$13,081,000	\$36,346,000	\$83,503,000	\$74,146,000

Board of Directors



"I am honored to work with the Board of Directors and staff of 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 Rancho Santa Fe Foundation provides vision and leadership to change lives and strengthen communities."

Bill Davidson, Chairman of the Board

Alyce Ashcraft
VP, Ashcraft Investment Company

Terry Atkinson
Atkinson Management Consulting

 Ed Blodgett
Retired, Director, Brandes Investment Partners, LLC

Todd Buchner
Partner, Multi-family office

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

 William Davidson, **Board Chairman**
Chief Executive Officer, Sapienter Group

Elaine Dodge
Associate Director, MiraCosta College Development &
College Foundation

David Down
Retired, Managing Director of KPMG

Mark Emkjer
Retired, CEO of WebMD

 Michael Gregoire
Retired, Commercial Real Estate


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

Lou Mezzullo
Consulting Partner, WithersWorldwide

Matt Miller
Acquisitions, Capital Markets, Miller Commercial Properties

Mark Petrie
Principal, Aspiriant

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

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

Steve Simpson
Managing Partner, CoastEdge Partners, LLC

Denise Stillinger
Biology Professor, MiraCosta College

 Robert Stine
Retired, President & CEO, Tejon Ranch Company

Gordon Swanson
CEO/Investor, Cran Chile

Kate Williams
Retired, Community Volunteer

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



(858) 756-6557



(858) 756-6561



info@rsffoundation.org



www.rsffoundation.org



Founded in 1981, Rancho Santa Fe Foundation is an independent public charity and one of the largest community foundations in San Diego County. 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. 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.