



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

2020 Report to the Community

Vision Into Action



Helen Woodward
Animal Center



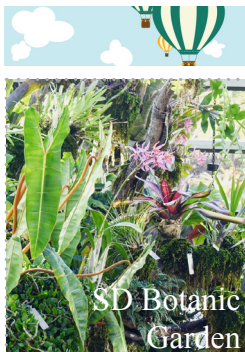
Disabled Sports Eastern Sierra



ARCS Foundation



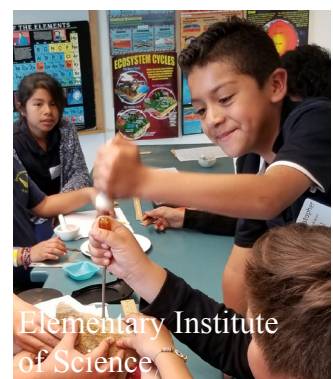
Community Resource
Center



SD Botanic
Garden



Oceanside Museum of Art



Elementary Institute
of Science



Inspired Giving



For 39 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.



Casa de Amistad



Leadership Message

It has been said that circumstances from the past should be used to inform the present and the future. This has certainly been a time period from which we will be learning a lot.

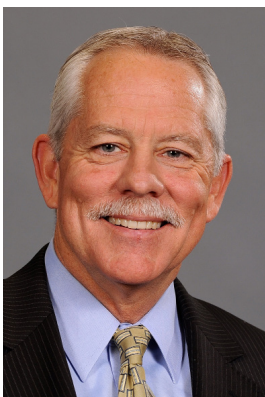
We are especially proud of the more than \$100 million in total grants made since 2000. Above all, we are a grantmaking foundation and we strive at all times to be an effective and collaborative partner with our individual donors and the nonprofits for whom the Foundation is their endowment steward.

However, where the Foundation has truly made impact in our region is through our discretionary grantmaking; i.e. those funds over which we can direct support to issues like food insecurity for vulnerable Seniors, human trafficking, the active duty and veteran community and most recently the Covid-19 crisis. In the last five years, this amounts to more than \$1.5 million. We understand that we will have more impact when we collaborate with other funders which we have strived to do over this time period.

So, what has the past taught us ... that a 67% growth in assets is admirable but only when it enables grantmaking to increase by at least as much. And with growth, both in resources and staff, comes a responsibility to our community to utilize those resources as fully as possible. Our Board of Directors and our Staff are committed to this each and every day.

We are embarking on a significant strategic planning program this year; what better situation than the one that we are currently in, to understand how we can learn from the past so that we can navigate the path ahead.

On behalf of the entire RSF Foundation team, we thank you for your continued support and we will look forward to sharing the 2021 Strategic Plan with you before year-end ... it will provide us with the direction that we seek to continue to fulfill our mission to our community.



A handwritten signature in dark ink, appearing to read 'K. Crawford'.

Kevin Crawford,
Chairman of the Board



A handwritten signature in dark ink, appearing to read 'Christina Wilson'.

Christina Wilson,
Chief Executive Officer



2019 Fast Facts



\$12,333,000
in grants



564
nonprofits received
funding



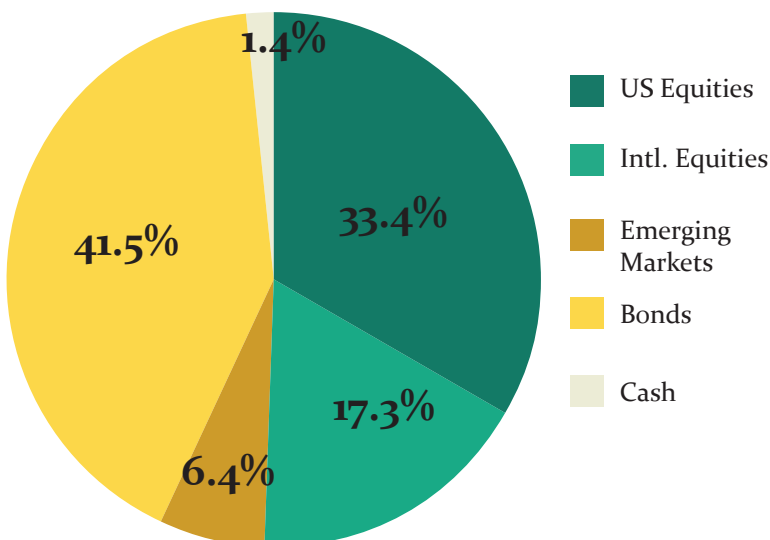
1,305
total grants

\$9,403,000
in New Assets

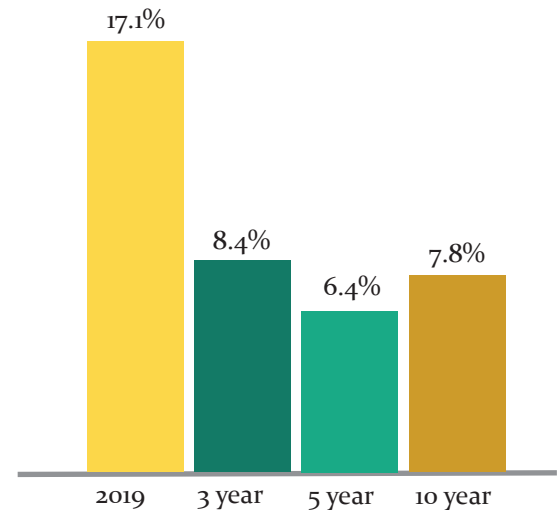


\$ 131,264,000
Total Assets

Asset Allocation As of 12/31/2019



Investment Performance



Inspired Giving

Close To Home and Around The World

As an original founder and board member it has given me great pleasure to have been involved with the RSF Foundation for over 30 years.

To experience the dynamic growth and community funding diversification over those 30 years has truly been inspirational. The confidence in leadership and judgement of the board and staff is comforting in that we know our gifting is being administrated wisely and financially prudently. Until this last downturn it was fun to follow the growth of our donor advised fund. This growth further provided us with the ability to provide even more funding for our chosen charities.



Ann and I especially like the flexibility provided by the “donor advisory” vehicle. We make one or two major annual gifts and have the RSF Foundation then parcel out funding to our desired charities throughout the year. We have one or two gift tax items to report and the RSF Foundation invests the funds, usually pays a return and funds in accordance to our requests to various charities of our choosing. . The simplicity of it all is wonderful, making philanthropy easy and fun.

Ann and Paul Thomas



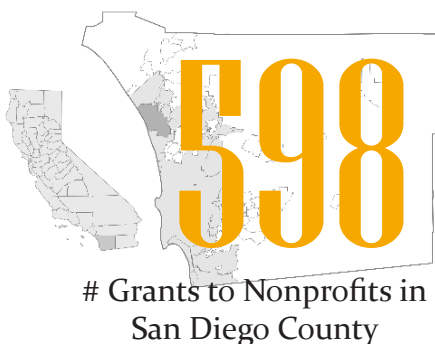
A donor advised fund at Rancho Santa Fe Foundation allows you to be actively involved in your philanthropy, while benefitting from tax advantages, convenience and investment earnings on the fund.

\$100M

Since 2001, RSF Foundation has granted \$100 million into the local, national and global community.

Breakdown of grants from Donor Advised Funds in 2019

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 Fundholders

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.

I Love A Clean San Diego (ILACSD) strives for a waste free lifestyle for all San Diego County communities by providing environmental education, pollution prevention activities and regional recycling resources to youth, adults and companies of all sizes.

ILACSD has been empowering community members to improve the health and beauty of our local environment – our home that we love – for over 65 years. To ensure the longevity of our work for many more decades, we prioritized establishing an endowment fund to help with our operating expenses. In deciding where to open our endowment, we evaluated multiple options and ultimately chose RSF Foundation for its investment performance, competitive fees, reputation and portability option. We especially valued portability, which no one else offered, and appreciate that RSF Foundation wants to earn our business. We opened our endowment fund in 2019 and have been happy with our experience. We plan to take advantage of the staff's expertise on growing endowments and planned giving, and we look forward to a long and fruitful relationship.



I Love A Clean San Diego's environmental educators reach over 40,000 youth and adults each year!



68

Number of nonprofits
with funds at RSFF
in 2019

\$1,154,990

Amount distributed from
nonprofit funds at
RSFF in 2019



Community Impact

The Patriots Connection



The Patriots Connection supports nonprofit organizations that focus on the needs of military service members, veterans and their families. Since 2009, TPC has granted more than \$1.9 million to nonprofits serving the military/veteran community in San Diego County.

\$268,500 → **Granted to 18 nonprofits**

211 San Diego
Alpha Project
Big Brothers Big Sisters
Coastal Roots Farm
Disabled Sports Eastern Sierra
Foundation for Women Warriors
Interfaith Community Services
Jewish Family Service
Kids' Turn San Diego

Operation Homefront
San Diego Food Bank
San Diego Second Chance
Semper Fi & America's Fund
Spirit of Sharing
Support the Enlisted Project
United Through Reading
Wounded Warrior Homes
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 2020 the Community Grantees were:

\$22,400 **Granted in 2020 to support RSF nonprofits**



Helen Woodward Animal Center
Video Production Equipment

Rancho Santa Fe Library Guild
Front Patio Repairs

Rancho Santa Fe Art Guild
Community/School Art Demos & Workshops

Human Trafficking Prevention

In 2018 and 2019 RSF Foundation Grants & Projects Committee dedicated grantmaking funds to human trafficking prevention. Research indicates an underground sex economy in San Diego worth \$810 million a year. Human Trafficking is the world's fastest growing form of organized crime. The FBI classified San Diego as one of the nation's highest areas of commercial sexual exploitation of children. Research shows there are up to 8,000 victims in our midst. RSF Foundation provided resources to organizations developing and delivering prevention programs and to those providing legal services to trafficking victims.

\$276,950 **Granted in 2018 & 2019 to support Human Trafficking Prevention**



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 2020 the Women's Fund grants supported nonprofit organizations focused on military and veterans services, social and human services, and health.

\$357,000 → **Granted to 10 nonprofits**

Elder Help
Feeding San Diego
Just in Time Foster Youth
Mama's Kitchen
Operation Homefront

Refuge for Women
San Diego Rescue Mission
Vision of Children
Women's Resource Center
Zero8Hundred



Community Impact



North County COVID-19 Relief Fund



In March 2020 Coastal Community Foundation, Leichtag Foundation and Rancho Santa Fe Foundation came together to launch the North County COVID-19 Response Fund to serve the basic needs of vulnerable populations in North County San Diego. In this unprecedented public health crisis, we identified the need for additional resources to support our nonprofit partners, specifically in our North County community.

The Fund distributes resources for pressing needs and increasing challenges due to the pandemic across the North County San Diego region. With unmet needs continuing to rise, nonprofits are struggling to adequately respond. The grantee organizations serve vulnerable communities and demographics that have been further impacted by COVID-19 and its economic consequences. Grantees have reported that greatest needs include food insecurity, unemployment and loss of income, homelessness, domestic violence, medical vulnerability, ineligibility for unemployment and government benefits, mental health concerns, and effects of school closures.

Over 119,000 North County community members have been reached through these nonprofits, including current and former foster youth, undocumented immigrants, the unsheltered, military/veteran families, low-wage workers, victims of domestic violence, low-income seniors, and formerly incarcerated individuals.



\$603,636
in fund raised



30
nonprofits received
funding

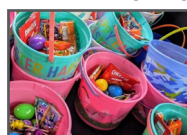


\$594,750
total grants

Data as of 8.20.20



North County
Lifeline



Wounded
Warrior Homes

Women's
Resource Center



Jewish Family
Services

2019 Financials

Statement of Financial Position

ASSETS	Without Donor Restrictions	With Donor Restrictions	2019 Total	2018 Total
Cash and cash equivalents	\$988,000	\$193,000	\$1,181,000	\$2,045,000
Investments	\$52,071,000	\$46,153,000	\$98,224,000	\$84,672,000
Assets held for other agencies	\$32,826,000	-	\$32,826,000	\$28,423,000
Assets held under unitrust agreement	\$334,000	\$46,000	\$380,000	\$357,000
Contributions receivable	-	\$334,000	\$334,000	\$1,045,000
Other assets	\$1,436,000	-	\$1,436,000	\$31,000
TOTAL ASSETS	\$87,655,000	\$46,726,000	\$134,381,000	\$116,573,000
LIABILITIES & NET ASSETS				
Liabilities				
Accrued expenses	\$88,000	-	\$88,000	\$50,000
Grants payable, net	\$2,816,000	-	\$2,816,000	-
Liability under unitrust agreement	\$334,000	-	\$334,000	\$317,000
Due to other agencies	\$32,826,000	-	\$32,826,000	\$28,423,000
Total Liabilities	\$36,064,000	-	\$36,064,000	\$28,790,000
Net Assets	\$51,591,000	\$46,726,000	\$98,317,000	\$87,783,000
TOTAL NET ASSETS & LIABILITIES	\$87,655,000	\$46,726,000	\$134,381,000	\$116,573,000

Statement of Activities

REVENUE, EARNINGS, & OTHER SUPPORT				
Gifts & bequests	\$7,620,000	\$605,000	\$8,225,000	\$11,575,000
Net investment earnings (losses)	\$6,979,000	\$7,231,000	\$14,210,000	(\$4,628,000)
Interfund transfers	(\$228,000)	\$228,000	-	-
Change in value of split-interest agreements	-	\$97,000	\$97,000	-
Management fee revenue	\$276,000	-	\$276,000	\$267,000
	\$14,647,000	\$8,161,000	\$22,808,000	\$7,214,000
Net assets released from restriction	\$6,232,000	(\$6,232,000)	-	-
TOTAL REVENUE, GAINS, & OTHER SUPPORT	\$20,879,000	\$1,929,000	\$22,808,000	\$7,214,000
EXPENSES				
Program grants	\$11,036,000	-	\$11,036,000	\$7,729,000
Operating & administrative	\$1,238,000	-	\$1,238,000	\$1,089,000
TOTAL EXPENSES	\$12,274,000	-	\$12,274,000	\$8,818,000
Change in net assets	\$8,605,000	\$1,929,000	\$10,534,000	(\$1,604,000)
<i>Net assets at beginning of year</i>	\$42,986,000	\$44,797,000	\$87,783,000	\$89,387,000
<i>Net assets at end of year</i>	\$51,591,000	\$46,726,000	\$98,317,000	\$87,783,000

Board of Directors



“It’s with a great sense of privilege and honor that I assume the role of board chair for Rancho Santa Fe Foundation. I take seriously the trust bestowed on the Foundation by its donors, and look forward to working with all stakeholders to meet the needs of our regional and global communities.”
Kevin Crawford, Chairman of the Board



Alyce Ashcraft
VP, Ashcraft Investment Company

Jane Allison Austin, Esq.
Real Estate and Estate Planning



Ed Blodgett
Retired, Director, Brandes Investment Partners, LLC

Thomas Buchholz, M.D.
Medical Director, Scripps MD Anderson Cancer Center

Ted Butz
Retired, CEO privately held chemical company,
Community Volunteer



Kevin Crawford, Board Chairman
Executive Coach, Kevin Crawford Consulting



William Davidson
Chief Operating Officer, Amionix

Elaine Dodge
Community Volunteer

Mark Emkjer
Senior Advisor, Providence Equity

Kent Freundt
President & CEO, The Producers Group



Mike Gregoire
Community Volunteer

Robert Hill
Retired Deloitte Managing Principal; US Navy Veteran;
Community Volunteer

Linda Kitchens
Partner & Director, Wealth Management, Aspiriant

Ken Little
Director, Brandes Investment Partners

Lou Mezzullo
Consulting Partner, Withers Worldwide

Matt Miller
Partner, Miller Commercial Properties

Richard Montaña
CEO, Real Estate Tech Executive

Rick Norling
Retired Healthcare Executive, Community Volunteer



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



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



Razia Richter
Retired, SVP, Chief Customer Officer, Petco Animal Supplies

Denise Stillinger
Associate Faculty Member, Biological Sciences, MiraCosta
College



Robert Stine
Retired, President & CEO, Tejon Ranch Company

Carl Wiese, CFA
Founder/Portfolio Manager, GROW Funds LLC

Rancho Santa Fe Foundation Staff



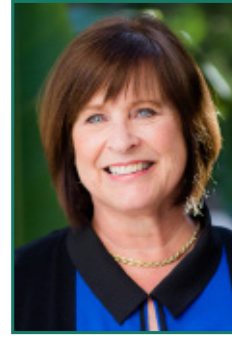
Christy Wilson
CEO



Karen Sprigle
COO



Dan Beals
**Finance
Director**



Debbie Anderson
**Programs
Director**



Vien Walker
**Donor
Engagement
Director**



Megan Fletcher
**Communications
Manager**



Trina Frandsen
**Administrative
Assistant**



Korri Ball
**Women's Fund
- Program
Administrator**

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



Community Room available for daily or weekly rental



(858) 756-6557



info@rsffoundation.org



www.rsffoundation.org

*Community Room is currently unavailable due to COVID-19 restrictions



San Diego Symphony



Friends of San Pasqual Academy



Rancho Santa Fe FOUNDATION

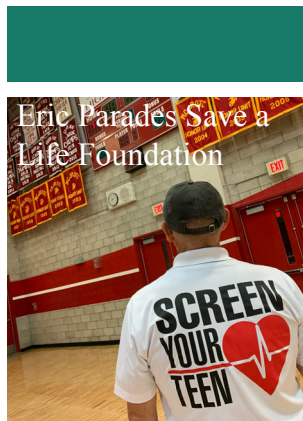
Founded in 1981, Rancho Santa Fe Foundation is an independent public charity and one of the largest community foundations in San Diego County. RSF Foundation enables donors to create charitable funds, based on their philanthropic interests, which address a wide range of needs throughout San Diego County 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.



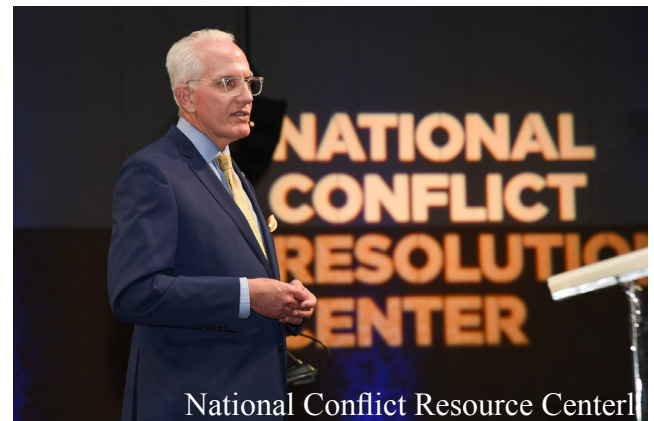
RSF Art Guild



George G. Glenner
Alzheimer's Family
Centers, Inc.



Eric Parades Save a
Life Foundation



National Conflict Resource Center