



WENATCHEE VALLEY
COLLEGE
—FOUNDATION—

Executive Committee

January 13, 2025

Agenda

- ▶ Consent Agenda
- ▶ WVC Update
- ▶ Full Board Prep
 - ▶ Board Development
- ▶ Executive Director Update

Consent Agenda

- ▶ [November 2024 Minutes](#)

WVC Update

President Faimous Harrison

Full Board Prep

Full Board Schedule

Date	Key Topic
August 15, 2024	Annual Retreat
September 16, 2024	Business / Governance
October 21, 2024	Development Activity Business Sponsorships Year-End Appeal
November 18, 2024	Business / Governance
January 27, 2025	Development Activity
February 24, 2025	Business / Governance
March 17, 2025	Development Activity Spring Appeal
April 21, 2025	Business / Governance
May 19, 2025	Development Activity Goals for 2025-26
June 16, 2025	Business / Governance

January Full Board Agenda

- ▶ Guest Presentation & Request
- ▶ Board Development
 - ▶ Mid-Year Engagement Check-In
 - ▶ New Member Recruitment

Guest Presentation & Request

- ▶ Representatives from the Colville Tribes
 - ▶ Tammy James, Employment & Education Director
 - ▶ Wendell George, Tribal Elder and former WVC trustee
 - ▶ Arnie Marchand, Tribal Elder and former WVC Omak Foundation board member
- ▶ Funding request to support the Washington State Indian Education Summer Teaching Institute
 - ▶ Wenatchee Valley College is a flagship partner

SAVE THE DATE

Timx^w

WA State Summer Indian Education Teaching Institute

June 24-26, 2025

A forum to share & learn *Best Cultural-Responsive Practices & Policies alongside Tribes, Indigenous Scholars and Schools* highlighting positive outcomes for all Washington Students, Teachers, School Leaders, and citizens.

WHAT:

Professional Development to Learn alongside Washington State Tribes, Indigenous Scholars, Elders and First Peoples

WHO:

WA Pre-12 Teachers, School Administrators, Board of Directors, & Post-Secondary Higher Education Professionals.

WHY:

Numerous WA State Legislative Policies reaffirms the state's commitment to the centennial accord with Tribes and educating the citizens of our state the contributions of Tribes historically and contemporarily.

Partners: Wenatchee Valley College Omak, Omak School District, Paschal Sherman Indian School, Confederated Tribes of the Colville Reservation, North Central Washington Education Service District.

Timx^w

In this place, we are all related...

Indigenous Theory:

"Everything on earth has a purpose, every disease a herb to cure it, and every person a mission."

Christine Quintasket –Mourning Dove



WHERE: Omak WA-Wenatchee Valley College Omak, Omak School District, and Paschal Sherman Indian School

HOW: Registration begins March 1, 2025! Visit Wenatchee Valley College's website soon for more information.

Board Development

Mid-Year Engagement Check-In

- ▶ **Goal:** This is a check-in to help board members keep track of their personal goals for the year.
- ▶ Each board member will receive a personalized packet with...
 - ▶ Their personal commitment form completed during the board retreat
 - ▶ Their “report card” comparing current engagement to personal commitment
 - ▶ Aggregated “report card” compared to aggregated commitment

Engagement Goals

- ▶ Discussion out of Donor Relations Committee
- ▶ Reflection on ambitious goals for board involvement
- ▶ Reconciling goals to individual commitments

Board Development

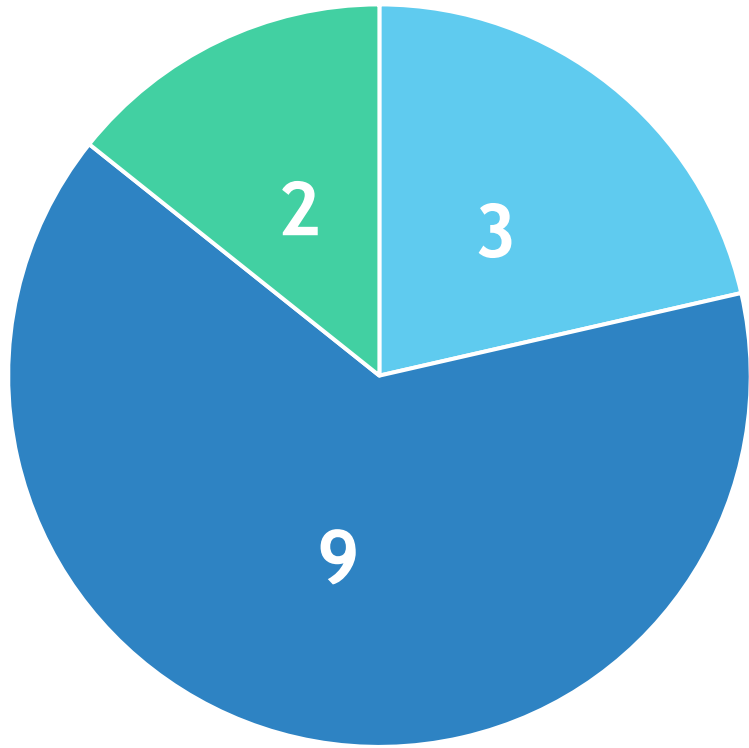
Current Board Makeup



■ 2025 ■ 2026 ■ 2027

- ▶ 2025
 - ▶ Brenda Alcala, Jennifer Faulconer, Danielle Marchant, Joshua Wood
- ▶ 2026
 - ▶ Xavier Arinez, Jessica Gilmore, Don Gurnard, Jordan Jessup Bullock, Lyle Markhart, Brett Peterson
- ▶ 2027
 - ▶ Bianca Ebreo, Ron Lodge, Cathy Rixey, Steve Wilkinson

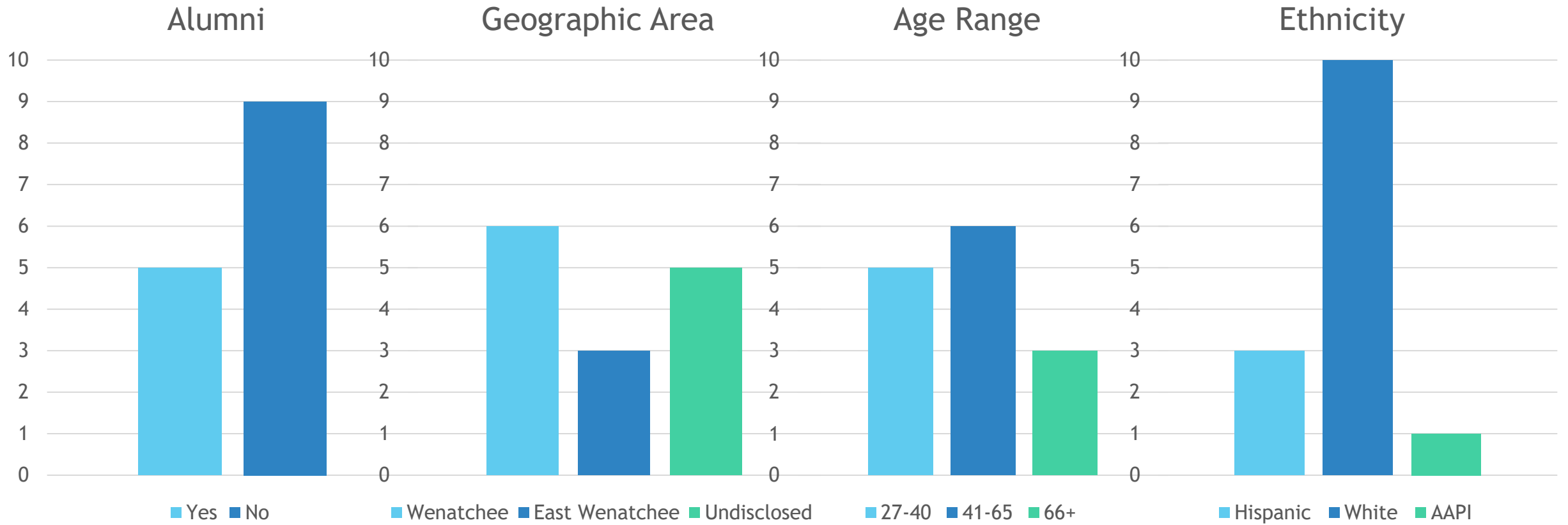
Members by Term Ending



■ 1st Term ■ 2nd Term ■ 3rd term or more

- ▶ 1st Term
 - ▶ Joined the board in 2022 or 2023
 - ▶ Served less than 3 years
- ▶ 2nd Term
 - ▶ Joined the board between 2019 to 2021
 - ▶ Served 4 to 8 years
- ▶ 3rd term or more
 - ▶ Joined the board before 2019
 - ▶ Served more than 8 years

Members by Term on the Board



Member Identity

- ▶ Accounting (3)
- ▶ Banking / Mortgage
- ▶ Education / Tech
- ▶ Finance
- ▶ Healthcare (2)
- ▶ Law / Legal
- ▶ Non-Profit
- ▶ Realtor / Builder
- ▶ Residential Appraiser
- ▶ Retired

Member Industries

Board Development

New Member Recruitment

Discussion

- ▶ What are our representation gaps?
- ▶ How do we identify impactful candidates?
- ▶ What qualities (other than fulfilling basic expectations) should candidates have?

Example from Edmonds

1. **Personal or Professional Connection to the College Mission:** Candidates who have attended, supported, or collaborated with the college, or who have had family members benefit from its programs, often bring a deeper understanding and personal commitment.
2. **Professional Expertise in Relevant Fields:** Seek members with skills that directly support the board's goals—such as finance, law, marketing, education, or nonprofit management. These members can contribute directly to board operations and strategic initiatives.
3. **Community Influence and Network:** Individuals with strong local connections, like business owners who hire college graduates, civic leaders, or active members of professional networks, can extend the college's reach and foster partnerships.
4. **Advocates for Diversity, Equity, and Inclusion:** Candidates committed to creating equitable educational opportunities will help advance the board's mission and broaden its perspective.
5. **Passion for Student Success:** Seek those who are deeply invested in the community's future and who want to help students succeed, such as former educators or mentors, advocates for career readiness, and champions of accessible education.
6. **Strategic Thinkers and Problem-Solvers:** Individuals who demonstrate forward-thinking and are energized by addressing complex challenges can help drive innovation and adaptability on the board.

Next Steps

- ▶ Jan. 27: Full Board Development Meeting
 - ▶ Guided activity regarding board development
- ▶ April: Intro meetings for potential members with Rachel and Josh or Jordan
- ▶ June 16: Board candidates as guests at full board meeting.

Executive Director Update

McArthur Estate Gift

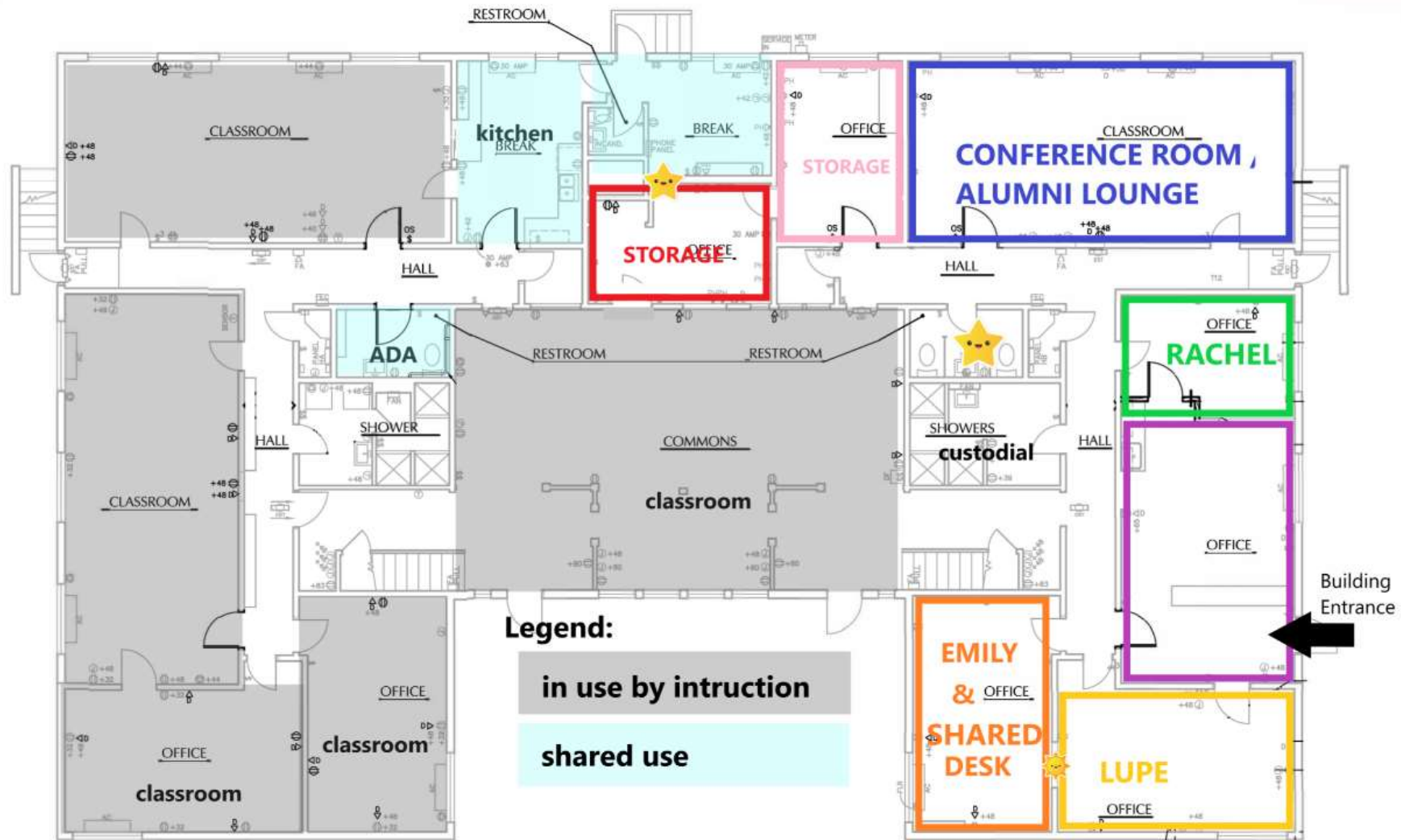
- ▶ Account created with Morgan Stanley
- ▶ Funds of \$3,007,769.28 received in November 2024
 - ▶ Donor designated for scholarships
- ▶ Cash moved to Preferred Savings Program on December 23, 2025

Office Move

- ▶ The foundation will move to Knights Hall A on February 5, 2025
- ▶ An open house to introduce the new space will be scheduled later

- ▶ Why are we moving?
 - ▶ Easily located
 - ▶ Convenient parking for guests
 - ▶ Functional office space for all employees (currently only 4 workstations)
 - ▶ Dedicated conference room for meetings and small events
 - ▶ New “alumni lounge” to recognize graduates and display memorabilia
 - ▶ Consolidated storage space (currently spread across 6 locations)





Floor Plan

SCALE: 1/8" = 1'-0"

WVC KNIGHTS HALL A
Wenatchee Valley College Wenatchee, Washington

12.3

CRM Conversion

- ▶ Training and data migration began in November
- ▶ Conversion date from Network for Good to Virtuous on January 31
- ▶ Public “live” date with Virtuous on February 13

Staffing

- ▶ Foundation accountant Brenda Magaña-Galvan is back full-time.
- ▶ Program Manager
 - ▶ Ellora La Shier's last day is January 15. Current position is Scholarship Program Manager.
 - ▶ Position will be updated and posted as Foundation Program Manager. Duties will include running scholarship application cycle, volunteer management, and events coordination.
 - ▶ Goal: position posted by end of January, filled by April.
- ▶ Admin Assistant 3
 - ▶ Replacement position for Mireya Sanchez. Temporary contract with Mireya will expire January 31.
 - ▶ Interviews taking place this week. Anticipated start date of February 18.

Appendix

Finance Dashboard

Highlights

- ▶ Morgan Stanley account was established to receive the McArthur estate gift of \$3M for scholarships.
- ▶ Draft audited financial statements were approved by the board on December 16, 2024 ([draft minutes](#)).
- ▶ Extension confirmation letter for 990 filing received from the IRS.
- ▶ Gift entry in donor database is lagging due to staff capacity constraints.
- ▶ Staff is steadily working through monthly reconciliations with foundation accountant's return to full-time.

Morgan Stanley Account

CHANGE IN VALUE OF YOUR ACCOUNT (includes accrued interest)

	This Period (12/1/24 -12/31/24)	This Year (1/1/24 -12/31/24)
TOTAL BEGINNING VALUE	\$3,007,769.28	—
Credits	—	560,000.00
Debits	—	—
Security Transfers	—	2,446,276.27
Accrued Interest On Security Transfers	—	1,493.01
Net Credits/Debits/Transfers	—	\$3,007,769.28
Change in Value	(54,753.07)	(54,753.07)
TOTAL ENDING VALUE	\$2,953,016.21	\$2,953,016.21

ASSET ALLOCATION (includes accrued interest)

	Market Value	Percentage
Cash	\$560,969.61	19.00
Equities	1,526,082.10	51.68
Fixed Income & Preferreds	865,964.50	29.32
TOTAL VALUE	\$2,953,016.21	100.00%

Morgan Stanley Preferred Savings Program

Amount:	\$500,000.00
Transaction Date:	December 23, 2024
Minimum Initial Investment:	\$1,000.00
Maximum Investment Amount ¹ :	\$10,000,000.00
APY ² :	4.00%
Entity:	Morgan Stanley Bank, N.A.

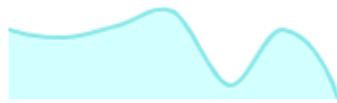
Amount:	\$60,326.00
Transaction Date:	December 23, 2024
Minimum Initial Investment:	\$1,000.00
Maximum Investment Amount ¹ :	\$10,000,000.00
APY ² :	4.00%
Entity:	Morgan Stanley Private Bank, National Association

Operating Expenses

Summary ⓘ

\$325.9 K

Actuals



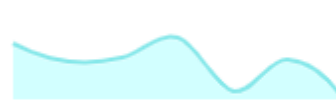
\$680.9 K

Budget



48%

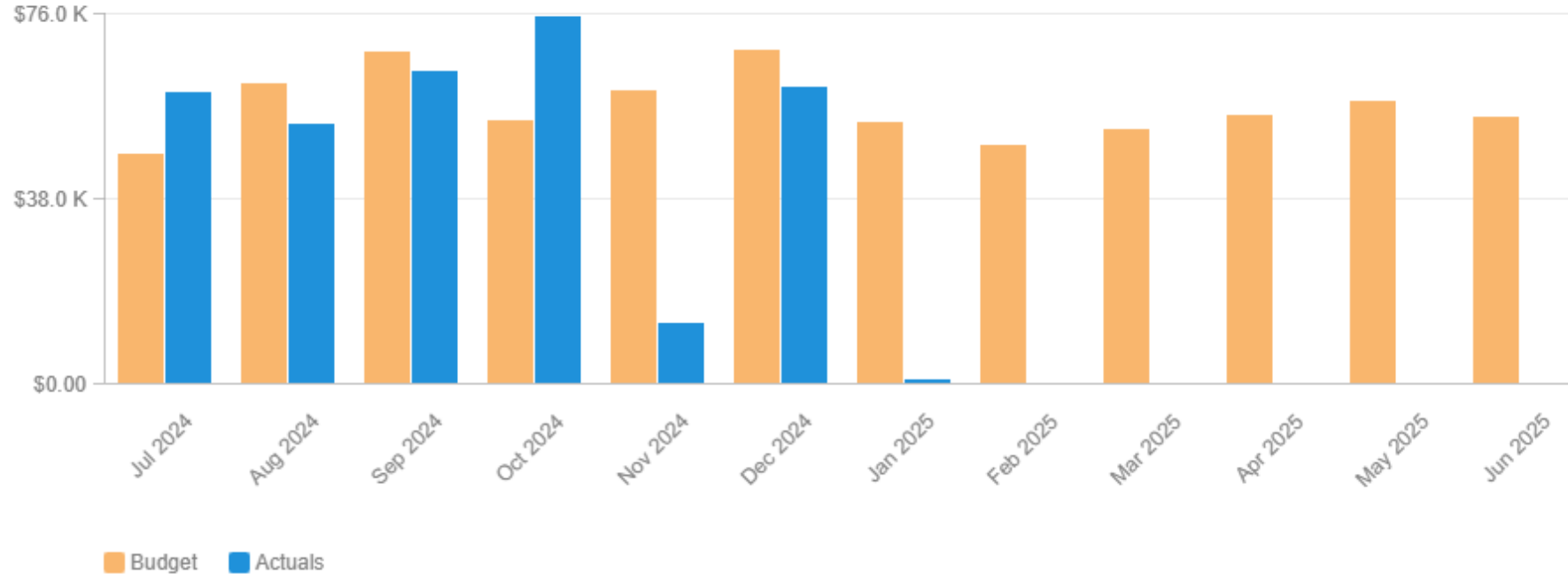
% used



Budget vs. actuals



Budget vs. actuals ⓘ



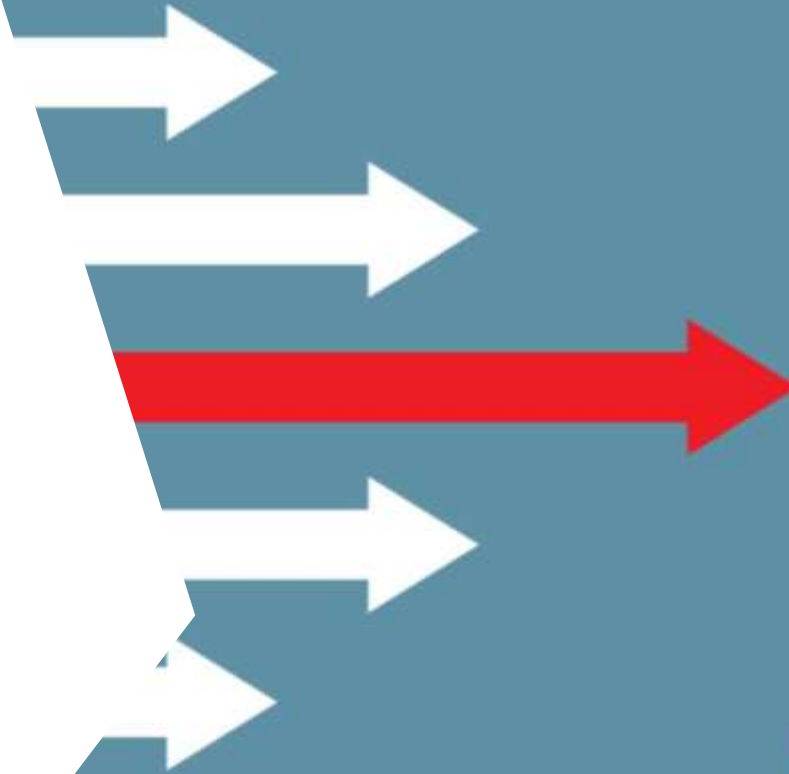
Upcoming Meetings

Date	Type	Key Topic
January 27, 2025	Full Board	Development Activity
January 29, 2025	Volunteer Engagement Committee	Launch of "Knights Collective" volunteer group
February 3, 2025	Budget & Finance Committee	Annual Endowment Allocation

Upcoming Events

Name	Date	Time	Location	Purpose	Audience
Knight at the Wild	Friday February 21	7 - 10pm	Town Toyota Center	Stewardship	WVC payroll donors
Headshot Day Wenatchee	April TBD	TBD	WVC Wenatchee	Cultivation	WVC students & employees
Headshot Day Omak	April TBD	TBD	WVC Omak	Cultivation	WVC students & employees
WVC Alumni Week	May 14-17	TBD	Wenatchee Valley College	Cultivation & engagement	WVC Alumni
Foundation Annual Celebration	Thursday June 5	5:30 - 7:00pm	WVC Wenatchee	Stewardship	Donors, volunteers, students

Goals



Business Sponsorship Goals

1. Board members make solicitations made by November 29.
 1. *Sponsorship deadlines are a ways out, Lupe will be following up.*
2. 100% of board members (15 members) make an ask.
 1. *4 board members made an ask.*
 2. *Board members can introduce their contact to Lupe for her to make the ask.*
3. 50% of board members (7 members) secure a sponsorship.
 1. *3 board members have secured a sponsorship.*
4. \$35,000 secured in business sponsorships
 1. \$25,000 for Food Truck Knight. *Total \$14,000 raised.*
 1. \$5,000 secured by board members. *\$2,500 secured.*
 2. \$10,000 for WVC Alumni Week. *Total \$11,100 raised. New goal: \$15,000.*
 1. \$2,500 secured by board members. *\$600 secured.*

Year-End Appeal Goals

1. 8 board members record video testimonials for email marketing campaign. *6 board members recorded a video.*
2. Raise \$15,000 for the Annual Fund (unrestricted) by 12/31/24. *Estimated \$28,000 raised through all sources (online, catalogue, Give NCW).*
3. Receive a donation from 15% of donors (58 donors) solicited through direct mail appeal. *Current estimate: 43.*
4. Gain 15 new donors (online or mail appeal). *Current estimate: 7.*
5. Secure matching gifts
 1. *Board match gift: \$1,650*
 2. *Scholarship match gift: \$5,000*

Spring Appeal Goals

1. 8 board members record video testimonials for email marketing campaign.
2. Raise \$15,000 for the Annual Fund (unrestricted) by 12/31/24
3. Receive a donation from 15% of donors (58 donors) solicited through direct mail appeal
4. Gain 15 new donors (online or mail appeal)
5. Secure matching gifts
 1. Secure a \$1,000 matching gift from WVCF Board
 2. Secure a scholarship matching gift
 3. Secure an unrestricted matching gift