



Full Board

March 17, 2025

12:00 p.m.	Call to Order Consent Agenda	Joshua Wood
12:03 p.m.	ACTION ITEMS Grant for Timx Institute FY24-25 Endowment Allocation	Joshua Wood
12:08 p.m.	Investment Strategy	Rachel Evey
12:13 p.m.	Business Sponsorships	Lupe Brito
12:23 p.m.	Executive Director Update	Rachel Evey
12:30 p.m.	Adjourn Business Meeting Activity: Spring Appeal	Lupe Brito & Emily Scovill

Agenda

Consent Agenda

- ▶ February 2025 Minutes
- ▶ Recap Report
 - ▶ Knight at the Wild - Feb. 21, 2025

ACTION: Grant for Timx Institute

- ▶ Recommendation to grant \$8,000 from the foundation's unrestricted fund.
- ▶ Rationale:
 - ▶ From the general support fund, the foundation has saved roughly \$21,000 due to the vacant executive assistant position.
 - ▶ However, the cost of the office move will likely take unrestricted funds to supplement funding provided by the WVC operating account.
- ▶ For more information, view the funding proposal [here](#) and February minutes [here](#).

ACTION: FY24-25 Endowment Allocation

- ▶ Budget & Finance Committee approved a 5% spending rate for the FY24-25 endowment allocation.
- ▶ Recommendation for the full board to approve the spending rate.

Investment Strategy

Setting the Stage

Goal	Action
Maximize available funding for scholarships, program support, and foundation operations	Minimize fees Invest funds not actively in use
Custom investment strategy for foundation's priorities (e.g. time horizons)	Contract with an active investment advisor to serve as the foundation's Outsourced Chief Investment Officer (OCIO)
Increase investment income with minimal impact to staff time	OCIO will provide multi-fund reports <i>or</i> have system that syncs with Financial Edge

Project Timeline

March 17

- Request for proposal ([here](#)) shared for review and feedback

April 21

- Action item at full board meeting to approve the RFP.

April 23

- RFP distributed to [list of firms](#).

June 4

- Proposals with scoring rubric distributed to full board.

June 16

- Action by full board to accept a proposal.

June 18

- Firms notified of decision.

August

- Execute contract with OCIO and begin migrating endowments.

Business Sponsorships

Committed Sponsors

\$15,000 for WVC Alumni Week

Board Member Goal \$2,500

Guild Mortgage	\$100
Armada	\$500
NEED	\$1,900

Total
Raised \$11,600

Foundation Goal \$12,500

Microsoft	\$8,000
Imperial Rentals	\$500
SOUTH, LLC	\$2,000
Goodfellow Bros.	\$500
NEED	\$1,500

\$25,000 for Food Truck Knight

Board Member Goal \$5,000

Guild Mortgage	\$500
Armada	\$1,000
D.A. Davidson	\$1,000
NEED	\$2,500

Total
Raised \$14,000

Foundation Goal \$20,000

Numerica Credit Union	\$10,000
SkillSource	\$1,000
Chelan County PUD	\$500
NEED	\$8,500

Declined Sponsorship

- ▶ Beckstead Electric
- ▶ Boyds/Bavarian Lodge
- ▶ Cordell Neher
- ▶ JBe Marketing
- ▶ Larson Gross
- ▶ Stemilt
- ▶ Young Bucks Tree Services/Landscaping

Pending Sponsors

(awaiting responses)

- ▶ Law Firms
- ▶ Northwest Estate Plans by Bromiley Mackay Williams, PLLC
- ▶ CLA (CliftonLarsonAllen)
- ▶ Jordan Jessup Realtor @ Jessup Real Estate
- ▶ Jordan Jessup/Jessup Home Design
- ▶ State Farm Insurance - John White
- ▶ Aramark
- ▶ KeyBank
- ▶ US Bank
- ▶ Gundersen Dental
- ▶ LocalTel
- ▶ Ogden Murphy Wallace
- ▶ Stans Merry Mart
- ▶ Washington Trust Bank
- ▶ Davis Furniture
- ▶ Draggoo Financial Group
- ▶ Apple Valley Honda
- ▶ Express Employment Professionals
- ▶ Jones & Jones - Betts Funeral Home

Sponsorship Opportunities



▶ \$3,400 remaining to reach goal of \$15,000

Sponsorship Opportunities

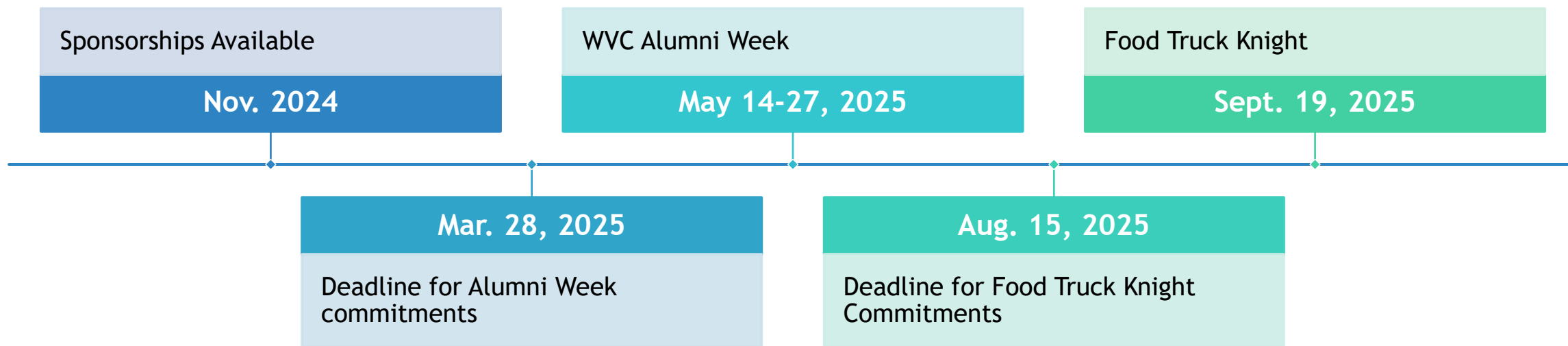
FOOD TRUCK KNIGHT SEPTEMBER 19, 2025	
PRESENTING \$10,000	VIP Beer Garden Table for Eight & Company Tent Logo on Event Signage, Print/Digital Materials, T-Shirts, & Photo Booth Prints 5x Social Media Posts Short Promo Video Press Release & Media Coverage
ENTERTAINMENT \$5,000	Entertainment Area Sign Recognition Logo on Event Signage & Print/Digital Materials 3x Social Media Posts
ACTION \$5,000	Action Area Sign Recognition Logo on Event Signage & Print/Digital Materials 3x Social Media Posts
KIDS ZONE \$5,000	Kids Zone Area Sign Recognition Logo on Event Signage & Print/Digital Materials 3x Social Media Posts
HERO \$1,000	Name Listed on Event Signage & WVC Foundation Event Webpage 1x Social Media Post
FRIEND \$500	Name Listed on WVC Foundation Event Webpage

- ▶ \$11,000 remaining to reach goal of \$25,000
- ▶ Need to secure the following sponsor levels:
 - Entertainment
 - Action
 - Kids Zone

Potential Sponsors

Do you have a connection? what other businesses are we missing?

- ▶ American Family Insurance
- ▶ Blue Bird
- ▶ Cascade Natural Gas
- ▶ Chelan Douglas Regional Port Authority
- ▶ Colonial Vista Senior Living
- ▶ Earthwise Pet
- ▶ Epoch
- ▶ Feller Orthodontics
- ▶ Firehouse Pet Shop
- ▶ Highlander Golf Course
- ▶ JLP Solutions
- ▶ Northwestern Mutual
- ▶ Kenady Real Estate Group
- ▶ Laura Mounter Real Estate
- ▶ NCW Event Rentals/Host Wenatchee
- ▶ Nick Mclean Real Estate Group
- ▶ P2X Studio
- ▶ Self-Help Federal Credit Union
- ▶ Solarity Credit Union



Timeline

Keep In Mind

- ▶ There's still time to secure sponsorships.
- ▶ If you don't feel comfortable making an ask, introduce the business to Lupe.
- ▶ If the business says no...
 - ▶ There's always next year.
 - ▶ There are other ways to give (e.g. scholarship, emergency assistance, general support).
 - ▶ The foundation also needs volunteers.

Executive Director Update



STAFFING



**FUNDING
ALLOCATION**



OFFICE SPACE

ACTIVITY

Spring Appeal

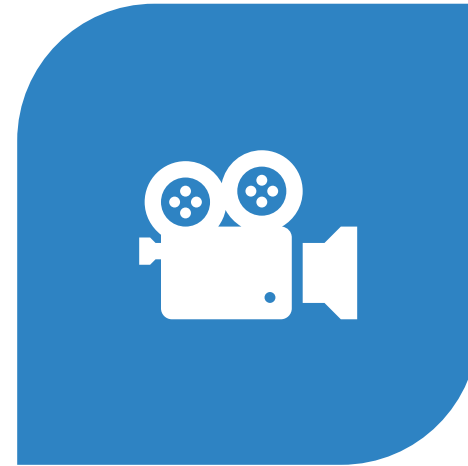
Goals

1. Raise \$15,000 for the Knights Care Fund by June 30, 2025.
2. Receive a donation from 15% of unique total donors (online & offline).
3. Secure a matching gift of at least \$1,000.
4. Secure \$1,000 collective matching gift from the board of trustees.
5. Secure matching gifts from the remaining 3 foundation board members that committed during the annual retreat.
6. Secure students to write notes about why donors should give by May 9, 2025.
7. Outreach to 50 lapsed donors by June 30, 2025.
8. Get 7 testimonial videos from foundation board members (50% participation) by May 1, 2025.

You can help our spring appeal!



GOAL #7
LAPSED DONOR OUTREACH



GOAL #8
TESTIMONIAL VIDEO

- ▶ Foundation staff have identified 143 lapsed donors.
 1. They've made 2 or more gifts to the foundation.
 2. They've given since Jan. 1, 2020.
 3. But they haven't given in a year or more.

- ▶ We need your help *narrowing down* the list for outreach.

Lapsed Donor Outreach

Primary First Name	First name of the primary individual in the household
Primary Last Name	Last name of the primary individual in the household
Last Gift Date	When did the foundation last get a donation from the household
Lifetime Gift Count	How many donations the household has given ever
Tags	What's the foundation's connection with the individual

How to Read the List

- ▶ Circle the names of the people you know.
- ▶ Then, put a number next to them to indicate that you're comfortable...
 1. Reaching out to them personally (phone, email, text).
 2. Sending them a foundation-branded card, written by you.
 3. Introducing them to Lupe.
 4. Inviting them to the annual celebration on June 5.

You can help!

- ▶ This is optional!
- ▶ Emily will take board members one-by-one to record a video testimonial.
- ▶ Board members should speak for no more than 2 minutes.
- ▶ Goal: Tell *your* why.

Video Testimonial

- ▶ Why does the foundation support basic needs (e.g. food, housing)?
- ▶ What makes you excited about the foundation's mission?
 - ▶ Our mission is to provide equitable access to education and invest in student success through philanthropy.

Be prepared to answer these questions.

Appendix

Date	Type	Key Topic
March 17, 2025	Full Board	Development Activity
April 2, 2025	Donor Relations	Spring Appeal Activities Planning for 2025-26
April 16, 2025	Volunteer Engagement	Spring Activities
April 14, 2025	Executive	
April 21, 2025	Full Board	Business / Governance
May 5, 2025	Budget & Finance	FY25-26 Operating Budget

Upcoming Meetings

Upcoming Events

Name	Date	Time	Location	Purpose	Audience
Piatigorsky Foundation Concert	April 8	5:30 pm	WVC MAC	Stewardship	WVC donors & general community
Headshot Day Wenatchee	April 10	1-3 pm	WVC Wenatchee	Cultivation	WVC students & employees
Headshot Day Omak	April 15	TBD	WVC Omak	Cultivation	WVC students & employees
WVC Alumni Week	May 14-17	Various	Wenatchee Valley College	Cultivation & engagement	WVC Alumni
Foundation Annual Celebration	June 5	5:30 - 7:00 pm	WVC Wenatchee	Stewardship	Donors, volunteers, students

Finance Dashboard

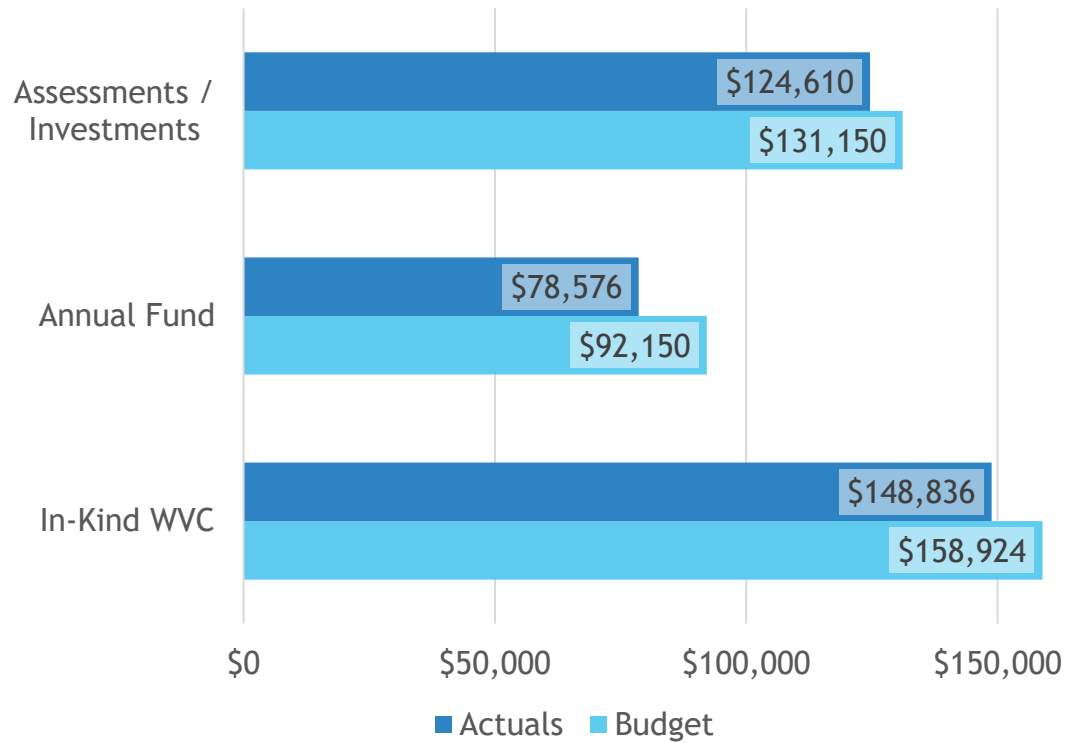
As of 1/31/2025

[Full financial statements online here.](#)

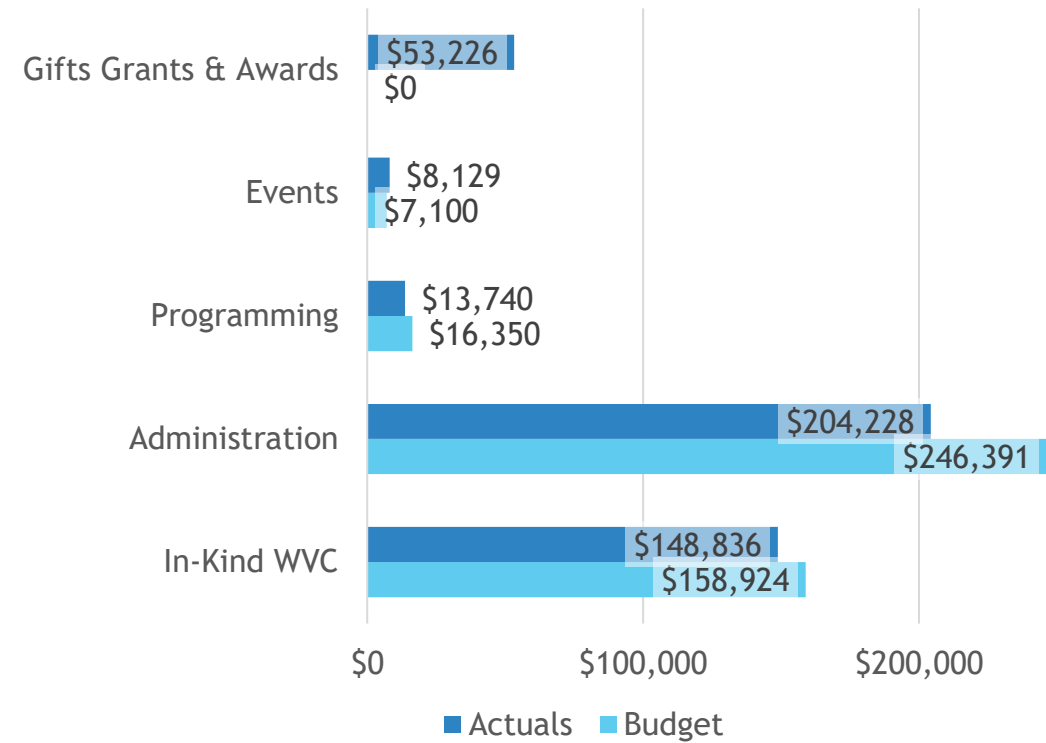
Highlights

- ▶ Budget & Finance Committee approved a spending rate of 5% for the 2025-26 endowment allocation.
- ▶ Operating at a net deficit of \$76,138.47, which is \$29,597.42 than what was budgeted for the time period. Budget variance due to expenses related to Gifts Grants and Awards.
- ▶ Total assets at \$17,457,665.30.
 - ▶ Without Donor Restrictions (Unrestricted): \$1,630,865.35
 - ▶ With Donor Restrictions
 - ▶ Temporarily Restricted: \$1,153,255.26
 - ▶ Permanently Restricted: \$14,673,544.69

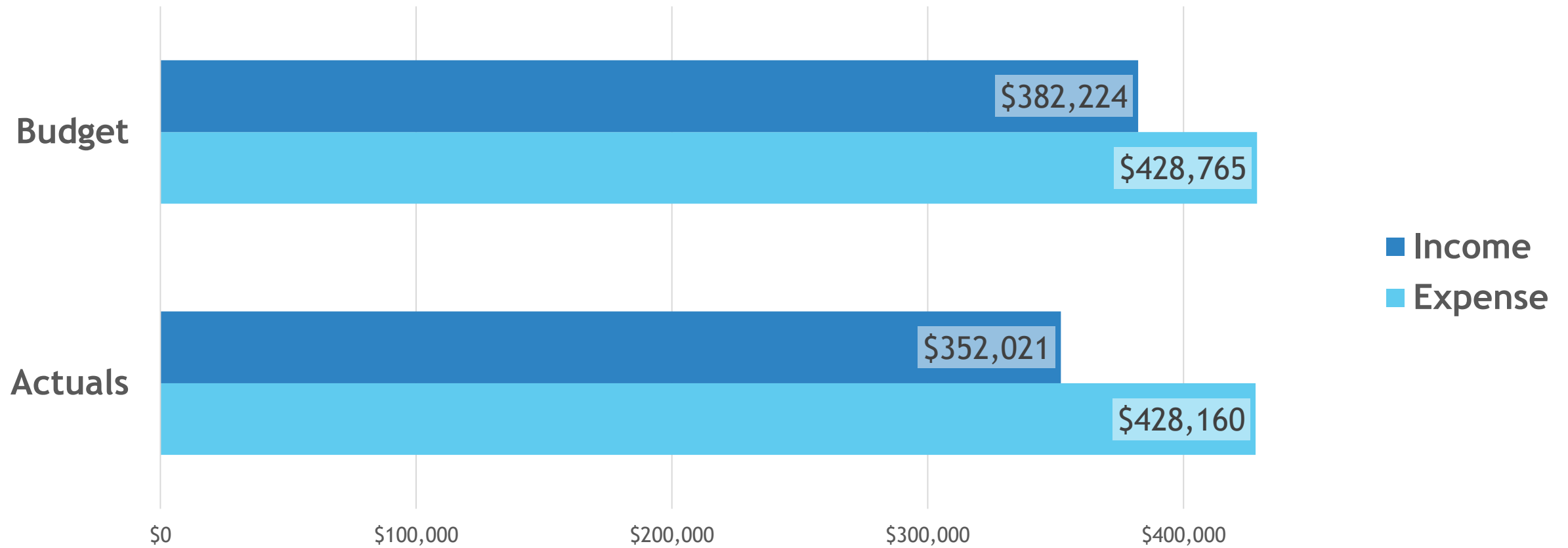
Income



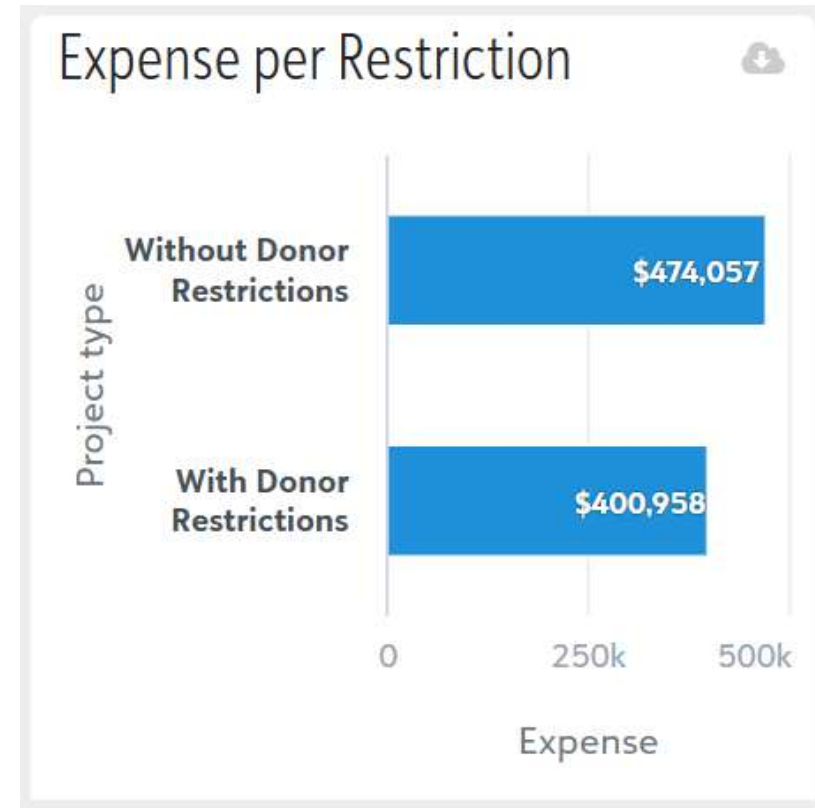
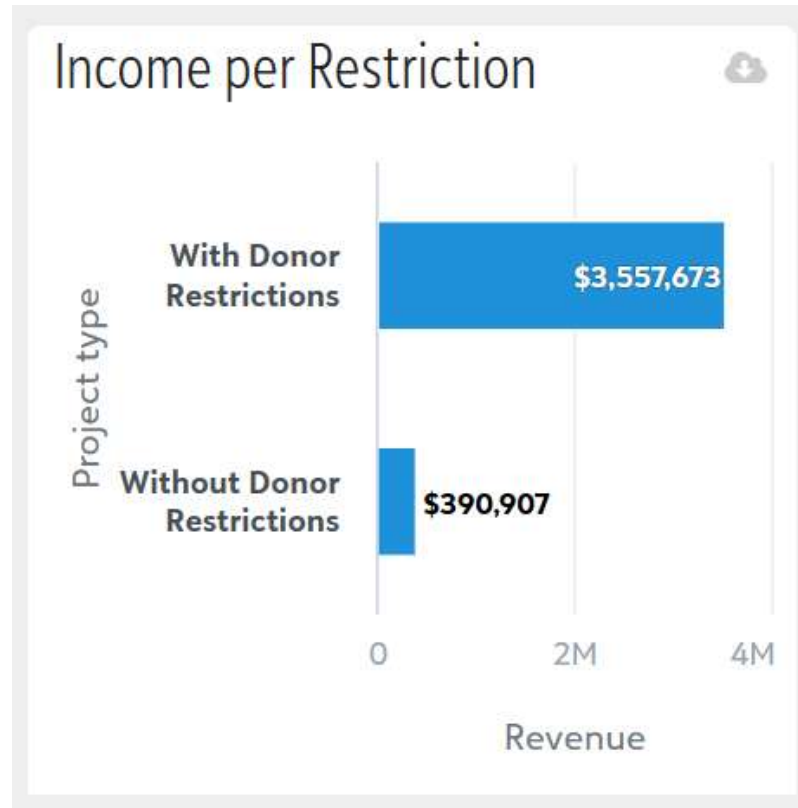
Expense



Operating Income Statement

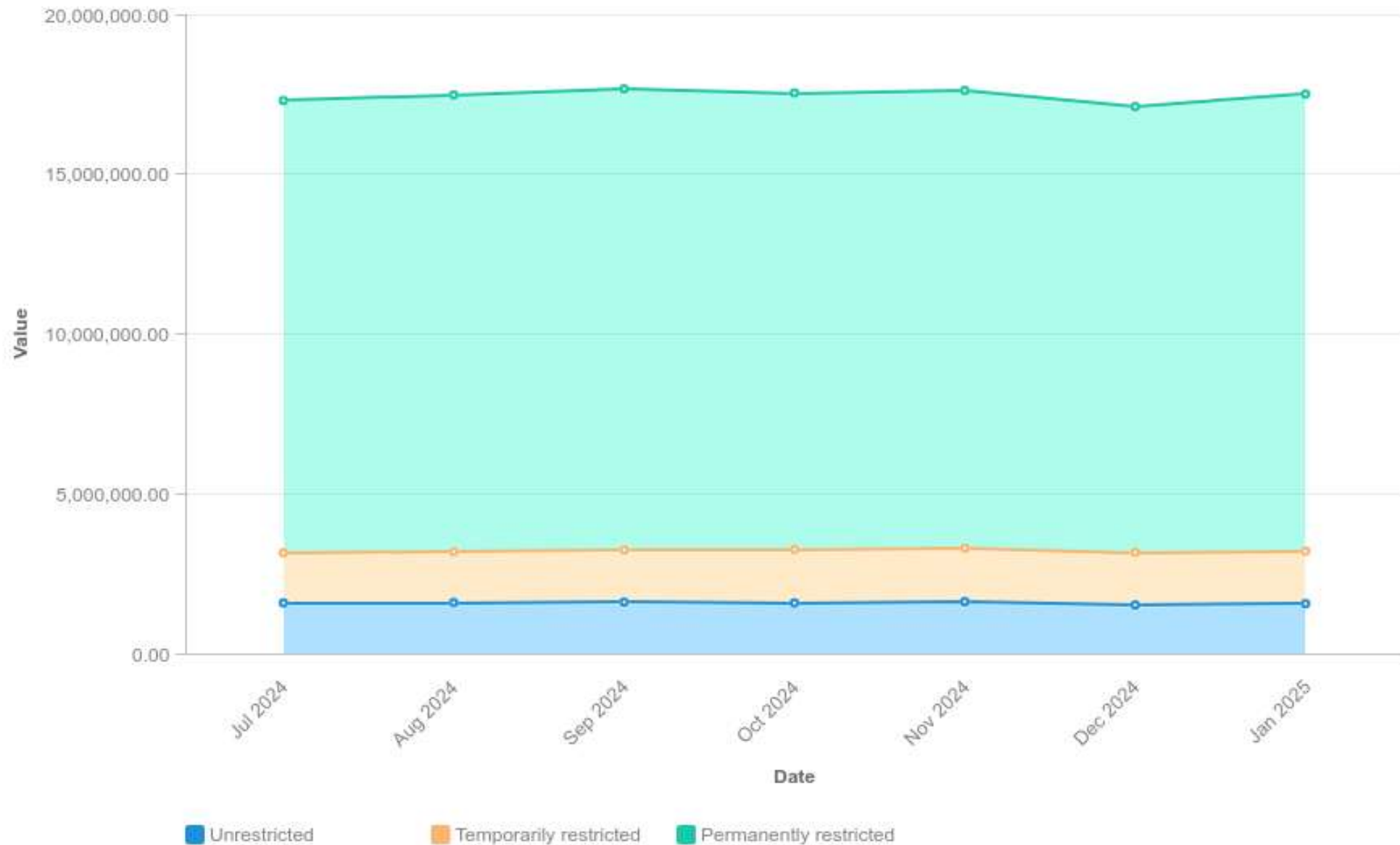


Operating Income Statement

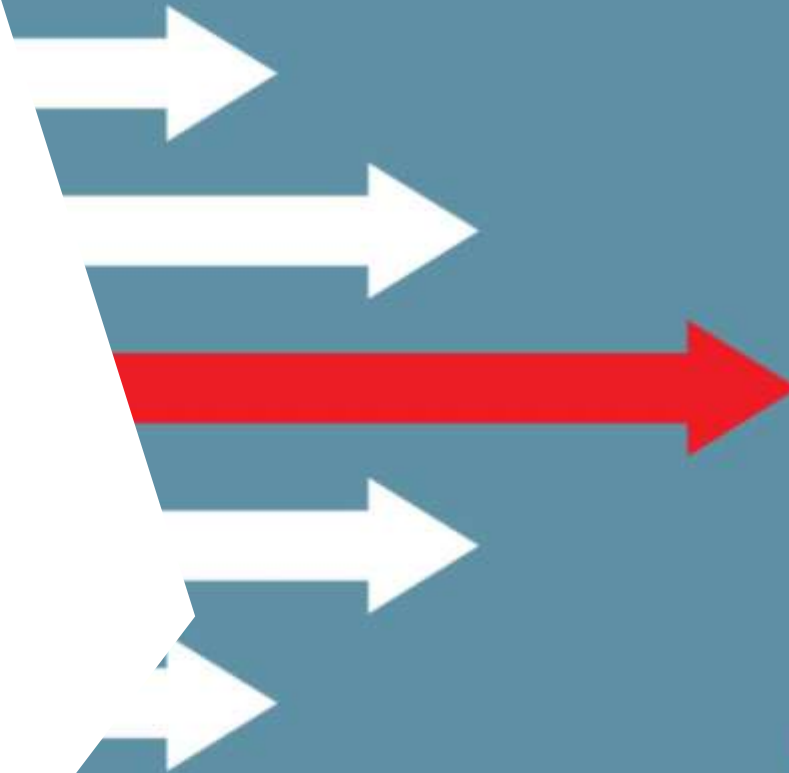


Per Restriction

Balance Sheet



Active Goals



Business Sponsorship Goals

1. \$35,000 secured in business sponsorships
 - ▶ \$25,000 for Food Truck Knight
 - ▶ \$5,000 secured by board members
 - ▶ \$15,000 for WVC Alumni Week
 - ▶ \$2,500 secured by board members

Spring Appeal Goals

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