



VIRTUAL BOARD MEETING
Greater LA Education Foundation
Thursday, October 21, 2020 at 1:00 p.m.

**BOARD OF
DIRECTORS**

Debra Duardo,
M.S.W., Ed.D.
Chair

Patricia Smith
Treasurer

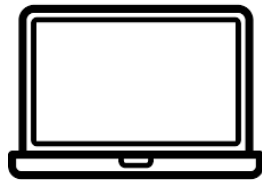
Gloria Rogers
Secretary

Monte Perez, Ph.D.

Candace Bond
McKeever

Capri Maddox, Esq.

Chris Steinhauser



To join online:

<https://us02web.zoom.us/j/88128826028>

Meeting ID: 881 2882 6028



To listen by telephone:

1-669-900-6833

Meeting ID: 881 2882 6028

To provide public comment:

You may submit written public comments or documentation by e-mail to:
kromero@greaterlaedfund.org.

Any [public comment](#) or documentation must be submitted no later than 5:00 p.m. the day before the scheduled Board meeting.

Correspondence received shall become part of the official record.



MEETING OF THE BOARD OF DIRECTORS

Greater LA Education Foundation

Wednesday, October 21, 2020 at 1:00 PM – 2:30 PM

Remote Participation – [Video Conference Call](#)

1-669-900-6833; Meeting ID: 881 2882 6028

AGENDA

1. Call to Order *Dr. Debra Duardo*
2. Public Comments *Dr. Debra Duardo*
3. Review and Approval of Minutes from 8/6/2020 Board of Directors Meeting (Attachment A) *Dr. Debra Duardo*
4. Board Member Resignation and Nominations *Dr. Debra Duardo*
 - a. Member Resignation
 - b. Treasurer Nomination
5. President's Report *Dr. John Garcia*
 - a. COVID-19 Response Efforts (Attachment B)
 - b. Quarterly Update
 - c. Fiscal Sponsorship/Tax Status Designation Discussion (Attachment C)
6. Finance *Dr. John Garcia*
Dr. Steve Purcell
 - a. Acceptance of Funds Q1 2020-21 (Attachment D)
 - b. Budget vs. Actuals (Attachment E)
 - c. Statement of Activity (Attachment F)
 - d. Projected Cash Flow (Attachment G)
 - e. FY 21 Projections (Attachment H)
7. Committee Update *Dr. Debra Duardo*
Dr. John Garcia
 - a. Executive Committee
 - b. Board Development Committee
8. Other Business *Dr. Debra Duardo*
Mr. Sam Gelinas
Dr. Steve Purcell
 - a. LACOE Update
 - b. Development Update and Discussion (Attachment I)
 - c. Conflict of Interest Forms (Attachment J)



9. Board Meeting Calendar (Attachment K)

Dr. Debra Duardo

10. Adjournment

Dr. Debra Duardo

The full agenda is accessible through the receptionist at the north east entrance of the above address. Enclosures to the agenda are available for review in the Greater LA Education Foundation office during business hours 8:30 a.m. – 5:00 p.m. Any material related to an item on this Board Agenda distributed to the Greater LA Education Foundation Board of Directors is available for public inspection at Greater LA Education Foundation’s office at 9300 Imperial Highway, EC 106, Downey. Procedures for addressing the Board are available in the Board meeting room and posted on the Greater LA website. To request a disability-related accommodation under the ADA, please contact Kristina Romero at kromero@greaterlaedfund.org least 24 hours in advance.



**UNAPPROVED MINUTES
MEETING OF THE BOARD OF DIRECTORS
Greater LA Education Foundation**

Thursday, August 6, 2020

A meeting of the Board of Directors of the Greater Los Angeles Education Foundation was held on Thursday, August 6, 2020 via Zoom video conference.

Present: Debra Duardo, Monte Perez, Gloria Rogers and Patricia Smith, Candace Bond McKeever, Capri Maddox

Others Present: John Garcia, Daisy Esqueda, Matthew Jaffke, Steve Purcell, Kristina Romero, Sam Gelinas

CALL TO ORDER

Dr. Duardo called the meeting to order at 10:31 a.m. She acknowledged that the August meeting was the final meeting of the 2019-20 fiscal year and that it had been one full year since Dr. Garcia stepped into the role of President of the Greater LA Education Foundation.

COMMUNICATIONS (PUBLIC COMMENTS)

NONE

APPROVAL OF MINUTES

The Board reviewed the meeting minutes for the meeting of May 14, 2020.

It was MOVED to approve the meeting minutes by Ms. Rogers; SECONDED by Dr. Perez. All approved; none opposed.

BOARD NOMINATIONS AND ELECTIONS

Dr. Duardo shared that the Board Development Committee has been meeting to identify the skills and experience the Greater LA Board needs, as well as to identify and recruit new board members. After a gap analysis of the board, the Committee identified a need for a representative that could be the voice and give the perspective of a school district superintendent.

Given his extensive experience and the length of time he's served as the Superintendent of LA County's second largest school district; it was agreed that Superintendent Chris Steinhauser would be an incredible asset that would provide valuable perspective to the Greater LA Board of Directors.

Dr. Duardo opened the floor for a nomination for Director of Greater LA. Dr. Perez NOMINATED Supt. Steinhauser to be elected to the Board. Ms. Rogers SECONDED.



Dr. Duardo brought the nomination to a vote. All in favor; none opposed.

Dr. Duardo welcomed Supt. Steinhauser as a Director of Greater LA for a three-year term, 2020-2023.

PRESIDENT'S REPORT

COVID-19 RESPONSE EFFORTS

Dr. Garcia provided an update on Greater LA's COVID response efforts. Dr. Garcia shared that, to date, with help from foundations, corporations and individual donors, Greater LA has invested over \$4 million dollars to meet the most urgent needs of LA County schools and communities. We have focused our philanthropic efforts on closing the digital divide, capacity building for districts and LACOE, and community partnerships.

CCF FISCAL SPONSORSHIP FUND STATEMENT

Dr. Garcia followed with an update on the organization's fiscal sponsorship for quarter 4, April 1 – June 30. Funds were raised through the fiscal sponsorship for COVID response efforts as well as traditional programs. Dr. Garcia shared that Greater LA will be meeting with the California Community Foundation to discuss the fiscal sponsorship and what it would take to slowly transition away by the end of the year. Now that Greater LA has more capacity to manage the some of the financial pieces that CCF was doing, the organization can cut down on fees and accounting complications.

STAFFING UPDATE

Dr. Garcia introduced Sam Gelinas the new Director of Development and External Engagement. Previously, Sam was the Senior Vice President of Strategy and Partnerships at Educational Facilities Group. Prior to that Sam was the Chief Program Officer at the LA Promise Fund, where he oversaw a diverse portfolio of work that addressed issue areas including arts education, girls' empowerment, career readiness, college access and success and family engagement. Sam started his career as a Special Education teacher in the Washington, D.C. His portfolio of work will include development strategy, donor/partnership cultivation, donor/partnership management, internal collaboration.

PROGRAM UPDATE

Dr. Garcia and team followed with a program update presentation that highlighted the foundation's current, adjacent, and potential projects, which include Community Schools, educators of color, an equity whitepaper series, and strategic communications.

Dr. Duardo shared that LACOE is currently collecting information to determine how many families have been served through Community Schools.

FINANCE



ACCEPTANCE OF FUNDS

Dr. Duardo invited Ms. Smith to review the Acceptance of Funds for the period of April 1 through June 30, 2020. For the fourth quarter of 2019-2020, the Acceptance of Funds includes funds donated to the Foundation and managed outside the CCF fiscal sponsorship.

It was MOVED to approve the Acceptance of Funds by Ms. Maddox; SECONDED by Ms. McKeever. All in favor; none opposed.

STATEMENT OF ACTIVITIES AND STATEMENT OF FINANCIAL POSITION

Ms. Smith went on to present the Statement of Activities and Statement of Financial Position. The Statement of Financial Position includes transactions reported and recorded through June 30. Grant funds that have been spent directly from the Fiscal Sponsorship fund do not appear in the Foundation's QuickBooks system.

Ms. Smith shared that the Traynor Group is working with Greater LA to determine the proper way to consolidate financial reports that represent two sets of books (QuickBooks and CCF Fiscal Sponsorship Fund).

It was MOVED to approve the Fourth Quarter Statement of Activities and Financial Position by Ms. McKeever; SECONDED by Ms. Rogers. All in favor; none opposed.

BUDGET VS. ACTUALS

Ms. Smith went on to review the Budget versus Actual report which reflects transactions recorded at end of the Fourth Quarter. Ms. Smith shared that the budget will be revised and presented at a future meeting.

COMMITTEE UPDATES

EXECUTIVE COMMITTEE

Dr. Duardo shared that the Executive Committee had convened twice since it was established at the May Board meeting. At the first meeting, the committee agreed to meet quarterly and prior to each Board meeting to help shape the Board agenda. Other topics the Executive Committee discussed were its role, governance of the Board, the fiscal sponsorship, the organization status of Greater LA, and developing the Board. Additionally, the Executive Committee approved the decision to apply for the PPP loan before it was brought to the full board for a vote.

As the Executive Committee continues to meet regularly, it will provide input on the strategic direction of the organization and its leadership. The Committee exists to make timely recommendations and decisions in the best interest of the foundation and will report back to the full Board at each Board meeting.

BOARD DEVELOPMENT COMMITTEE



Ms. Rogers shared that the Board Development Committee has met to discuss the board member profile, board recommendations, and strategy for recruiting new board members. The Committee identified a need for a representative that could give the perspective of a school district superintendent and a representative from the financial sector.

Over the next few weeks, Dr. Garcia will be speaking with potential board candidates to discuss the board opportunity. The Committee will continue to meet to revisit the recruitment strategy and potential candidates.

OTHER BUSINESS

LACOE IN-KIND SUPPORT TO GREATER LA FOR 2020-21

Dr. Duardo shared that, currently, LACOE provides the following in-kind support to the Foundation:

- Rent
- Telephone
- Office Supplies
- Equipment Rental

LACOE is in the process of determining its in-kind contribution to Greater LA for 2020-21.

DISCUSSION ON DISPARITIES AMONG LATINO AND BLACK STUDENTS IN ONLINE LEARNING

Dr. Garcia shared that a recent LA Times article came out highlighting the disparities among Latino and Black students in online learning and led a discussion on how Greater LA might continue to respond to ameliorating the effects the pandemic has had on our most vulnerable students including Latino and Black students, in terms of teaching and learning.

LEGACY ITEMS – TEACHERS OF THE YEAR

Dr. Garcia shared that, for the first time, LACOE has partnered with the Greater LA Education Foundation to develop new programming to elevate, celebrate, and invest in teachers. In the fall of 2020, Greater LA and LACOE will launch a series of innovative programs to build on the Teachers of the Year legacy, expand its reach, and scale the strategies that deliver results for the students of LA County.

Key elements include:

- Annual Teacher of the Year Celebration: On Oct. 1, LACOE and Greater LA will host the ceremony for TOY 2020. This year 10 teacher leaders will be honored for their contributions to their schools and communities.
- TOY Teacher Innovation Grants: Greater LA will award at least 25 grants of \$1,000 to \$5,000 to public school educators across LA County. 2020 grants will focus on digital learning strategies.



- TOY Teaching and Learning Hub: Greater LA will develop a permanent hub to feature the stories, advice, and content from TOY honorees and innovation grant recipients – highlighting what works in LA County schools.
- TOY Learning Network: Greater LA will host a series of conversations with TOY honorees to share insights into their approach, success and how to replicate their practice.

BOARD MEETING CALENDAR

Dr. Duardo updated the Board regarding the revised meeting calendar. She shared that the next scheduled meeting is Wednesday, October 21st at 1:00 p.m. The location of the meeting will be determined as the date approaches and in accordance with LA County's COVID-19 regulations, but will most likely be remote.

ADJOURNMENT

It was MOVED to adjourn at 12:00 p.m. by Supt. Steinhauser; SECONDED by Ms. McKeever. All in favor; none opposed.



COVID-19 RESPONSE



To date, with help from foundations, corporations and individual donors, the Greater LA Education Foundation has invested over **\$4 million dollars** to meet the most urgent needs of LA County schools and communities during the COVID-19 pandemic.



Bridging the Digital Divide

Distributed 5,000 devices (WiFi hotspots, Amazon Fire tablets, noise cancelling headphones) to students in need



Capacity building for districts & LACOE

Trained individuals across 20 districts to be online learning trainers, piloted a technical assistance line for teachers with support from Best Buy Foundation



Community partnerships

Partnered with the California Community Foundation and LACOE to fund \$1,384,176 in grants as part of the Summer Learning Initiative



Supported a partnership with LA County Department of Public Health, LACOE, and LA Mayors Fund to provide **\$50k for emergency kits**



Provided **2,500 books** to our early childhood education partners and **STEAM kits** to middle school girls



Facilitated **3 webinar panels** on educational equity, the high school student pandemic experience, and how philanthropy can support innovation and equity



THE GREATER LA
EDUCATION FOUNDATION

Pros & Cons of Non-profit tax status designations

10/21/2020

[Back to Agenda](#)



FISCAL SPONSORSHIP

Fiscal sponsorship, at its core, is when a nonprofit organization extends its tax-exempt status to select groups engaged in activities related to the organization's mission. Fiscal sponsors often offer additional services and supports to their sponsored projects; the range of services provided varies by sponsor and can be subjected to administration fees.

PROS AND CONS

Pros

- Affiliation with FS reputation
- Grants Management Support
- Contracting Support
- Legal Support
- Accounting/Reporting
- Financial Management

Cons

- Supporting Organization
- Limits Ability to Fundraise
- Complexity of Bookkeeping
- Fees
- Duplication of Services
- Turnaround Timing
- Grants Visibility

TAX STATUS DESIGNATIONS

501(c)(3) organizations fall into one of three primary categories: public charities, private foundations, and private operating foundations. Currently, GLA is a designated Public Charity - Type 1 supporting organization.

Private Foundation	Private foundations are usually thought of as nonprofits which support the work of public charities through grants, though that is not always the case. Donations to private foundations can be tax deductible to the individual donor up to 30% of the donor's income. Governance of a private foundation can be much more closely held than in a public charity. A family foundation is an example of a private foundation.
Supporting Organization	A 509(a)(3) supporting organization is a unique entity in the nonprofit space. It is a sub-category of 501(c)(3) , and it is considered a public charity in-and-of itself. What is substantially different about a supporting organization, however, is the fact that it cannot exist on its own. Rather, it is subordinate to another 501(c)(3) public charity. As the name suggests, its only purpose is to <i>support</i> the parent organization.
Public Charity	<p>Usually receive a substantial portion of its revenue from the general public or from government. In order to remain a public charity (and not a private foundation), a 501(c)(3) must obtain at least 1/3 of its donated revenue from a fairly broad base of public support. Public support can be from individuals, companies and/or other public charities.</p> <p>Donations to public charities can be tax deductible to the individual donor up to 60% of the donor's income. In addition, public charities must maintain a governing body that is mostly made up of independent, unrelated individuals</p>

PROS

Private Foundation

More control of governance structure (e.g. board members)

Tax savings for foundation owner/creator

Supporting Non-Profit

Supporting organization is considered a public charity

Board members at the supporting organization can raise funds in a manner that may not be allowed for board members at the “parent organization”

Less regulated than a Private Foundation

Public Charity

More beneficial deductible standards for donors

the ability to attract support from other public charities, as well as private foundations

Less stringent/regulated than Private Foundations)

CONS

Private Foundation

Less beneficial deductibility limits to donors than public charities

Mandatory Form 990-PF filings (more regulated)

Minimum annual asset distributions (5% each year)

Supporting Non-Profit

The supporting organization must have overlap/duplicates of board members who are board members with the “parent organization”

Supporting organization is, by default, considered subordinate to and controlled by the charity it supports

Misalignment between supporting organization and “parent organization” in terms goals/focus

Public Charity

Must meet a specific test to maintain the public charity status otherwise status will be lost (assessment every five years)

Greater LA Education Foundation
Acceptance of Funds

[Back to Agenda](#)

Acceptance of Funds: July 1, 2020 through September 30, 2020		
Project	Funder	Amount
Migrant Education Scholarships	Cash - Donation delivered by Gregoria Gonzalez	\$ 430.00
COVID-19 Support	Wells Fargo Foundation	\$ 25,000.00
COVID-19 Support	Best Buy Foundation	\$ 25,000.00
Migrant Education Scholarships	Cash - Donation delivered by Gregoria Gonzalez	\$ 753.00
SBA Administration	PPP Loan	\$ 63,000.00
General Support	Amazon Smile	\$ 5.13
General Support	XYZ Foundation	\$ 1,000.00
In-Kind Services	LACOE	\$ 82,099.91
001 Unrestricted	LACOE Payroll Deductions	\$ 45.00
History Day	LACOE Payroll Deductions	\$ 10.00
109 Spelling Bee	LACOE Payroll Deductions	\$ 20.00
201 Migrant Ed Scholarships	LACOE Payroll Deductions	\$ 45.00
202 AcaDeca Scholar/Recognition	LACOE Payroll Deductions	\$ 10.00
203 African American Scholar.	LACOE Payroll Deductions	\$ 50.00
206 SARB/S Abrams Scholarship	LACOE Payroll Deductions	\$ 30.00
208 Hispanic Heritage Scholarship	LACOE Payroll Deductions	\$ 20.00
210 iPoly Student Scholarships	LACOE Payroll Deductions	\$ 20.00
506 GAIN/Particip Support Serv.	LACOE Payroll Deductions	\$ 95.00
509 Special Ed Student Needs	LACOE Payroll Deductions	\$ 25.00
513 RTSA - General Fund	LACOE Payroll Deductions	\$ 10.00
515 Ed Programs General Fund	LACOE Payroll Deductions	\$ 50.00
517 Outdoor/Marine Science	LACOE Payroll Deductions	\$ 10.00
COVID-19 Support	The Eli and Edythe Broad Foundation	\$ 500,000.00
COVID-19 Support	Ali Adab	\$ 560.00
COVID-19 Support	Anonymous	\$ 50.00
COVID-19 Support	Anonymous	\$ 100.00
COVID-19 Support	Hector Baldonado	\$ 1,120.00
COVID-19 Support	Satinder Bisla	\$ 560.00
COVID-19 Support	Evan Bogart	\$ 560.00
COVID-19 Support	Jared Cotter	\$ 560.00
COVID-19 Support	Alex Flores	\$ 560.00
COVID-19 Support	Sam Gelinas	\$ 10.00
COVID-19 Support	Charles Greenberg	\$ 560.00
COVID-19 Support	Justin Lehman	\$ 560.00
COVID-19 Support	Julian Petty	\$ 5,000.00
COVID-19 Support	Drew Stein	\$ 560.00
COVID-19 Support	Courtney Stewart	\$ 560.00
COVID-19 Support	Jonathan Tanners	\$ 560.00
COVID-19 Support	Albert Aizman	\$ 560.00
COVID-19 Support	Anonymous	\$ 100.00
COVID-19 Support	Anonymous	\$ 560.00
COVID-19 Support	Peter Bartle	\$ 100.00
COVID-19 Support	Pamela J Bergman	\$ 250.00
COVID-19 Support	Faith Evans	\$ 200.00
COVID-19 Support	Alex Foxman	\$ 560.00
COVID-19 Support	Arthur Glosman	\$ 560.00
COVID-19 Support	Garret Lungin	\$ 560.00

**Greater LA Education Foundation
Acceptance of Funds**

[Back to Agenda](#)

Acceptance of Funds: July 1, 2020 through September 30, 2020		
Project	Funder	Amount
COVID-19 Support	Dmitri Salin	\$ 560.00
COVID-19 Support	Dmitri Sokol	\$ 560.00
COVID-19 Support	Jeff Altrock	\$ 560.00
COVID-19 Support	Christopher Anokute	\$ 600.00
COVID-19 Support	Anonymous	\$ 1,000.00
COVID-19 Support	Anonymous	\$ 75.00
COVID-19 Support	Wilson L. Lea	\$ 150.00
COVID-19 Support	Manny Marroquin	\$ 560.00
COVID-19 Support	Alec Penix	\$ 100.00
COVID-19 Support	Amanda Peralta	\$ 20.00
COVID-19 Support	Vincent Phillips	\$ 500.00
COVID-19 Support	Maxim Karlik	\$ 200.00
COVID-19 Support	Anonymous	\$ 11,200.00
COVID-19 Support	Philip Lawrence	\$ 5,000.00
COVID-19 Support	Wassim Slaiby	\$ 1,120.00
COVID-19 Support	Aleah Whaley	\$ 2,000.00
COVID-19 Support	Jamila Farwell	\$ 500.00
COVID-19 Support	Nicole Stjean	\$ 300.00
COVID-19 Support	Catharina Symeonidis	\$ 5,000.00
COVID-19 Support	Anonymous	\$ 560.00
COVID-19 Support	Tyler Harry	\$ 560.00
COVID-19 Support	Zach Katz	\$ 2,800.00
COVID-19 Support	Anonymous	\$ 50.00
COVID-19 Support	Brian Bater	\$ 560.00
COVID-19 Support	Barry Daffurn	\$ 5,000.00
COVID-19 Support	Greg Patterson	\$ 560.00
COVID-19 Support	William Smith	\$ 1,120.00
COVID-19 Support	Thomas St. John	\$ 5,000.00
COVID-19 Support	Fidelity Charitable Gift Fund	\$ 1,000.00
COVID-19 Support	Nicole Macias	\$ 25.00
COVID-19 Support	Tyrome Baisden	\$ 2,500.00
COVID-19 Support	Patricia and Rolf Sartorius	\$ 5,000.00
COVID-19 Support	Vincent Staples	\$ 5,000.00
COVID-19 Support	Jessica Rivera	\$ 560.00
COVID-19 Support	Pulse Music Group	\$ 10,000.00
COVID-19 Support	Mark Goffman	\$ 100.00
COVID-19 Support	Julia Michels	\$ 560.00
COVID-19 Support	Jordan Thomas	\$ 560.00
COVID-19 Support	Stuart Foundation	\$ 30,000.00
COVID-19 Support	Anonymous	\$ 200.00
	Total	\$ 814,778.04

The Greater LA Education Foundation

Budget vs. Actuals

July - September, 2020

	YTD Actual	YTD Budget	Variance	% of Budget
Revenue				
Revenue released from time restriction	1,475,000	1,035,000	440,000	142.51%
4100 Restricted Contributions	667,875	0	667,875	
4200 Unrestricted Contributions	1,050	1,365	-315	76.94%
4900 Inkind Contributions	0	17,875	-17,875	0.00%
Total Revenue	2,143,925	1,054,240	1,089,685	203.36%
Expenditures				
5000 Salaries and Related Expenses	172,069	161,867	10,202	106.30%
5200 Inkind Expenses	0	17,875	-17,875	0.00%
6100 Grant Disbursements	0	0	0	100.00%
6280 Foundation Events	0	6,250	-6,250	0.00%
6430 Office Supplies	0	250	-250	0.00%
6550 Computers/Software	798,426	0	798,426	
6570 Equipment	0	500	-500	0.00%
7000 Contracted Services	24,960	0	24,960	
7110 Printing and Copying	0	250	-250	0.00%
7120 Dues/Memberships/Subscriptions	64	200	-136	32.00%
7130 Postage/Delivery	0	175	-175	0.00%
7140 Telephone	312	1,800	-1,488	17.31%
Total 7200 Professional Services	133,687	46,591	87,096	286.94%
7250 Marketing & Communication	15,000	6,250	8,750	240.00%
Total 7300 Conference/ Meetings	80	250	-170	32.00%
7400 Travel	0	1,500	-1,500	0.00%
7600 Insurance	0	625	-625	0.00%
7710 Registration, License & Permits	1,596	0	1,596	
7760 Bank Fees	113	0	113	
8000 Co-Investment Projects	0	12,500	-12,500	0.00%
Total Expenditures	1,146,306	255,958	890,348	447.85%
Net Operating Revenue	997,619	797,357	200,262	125.12%
Other Revenue				
4998 Dividends				
4999 Interest	795	0	795	
Total Other Revenue	795	0	795	\$ 0.00
Net Revenue	998,414	797,357	201,057	125.22%

The Greater LA Education Foundation
Combined Statement of Activity
 July - September, 2020

	LACOE	GLA	Total QBO Activity	GLA CCF Activity	Combined activity	Adjustments	Total
Revenue							
Revenue released from time restriction						1,475,000	1,475,000
4100 Restricted Contributions							
4110 Individual	753	825	1,578	87,050	88,628	(753)	87,875
Fiscal sponsor grants		1,554,664	1,554,664		1,554,664	(1,554,664)	-
4130 Foundation		25,000	25,000	530,000	555,000		555,000
4140 Corporate Foundation		25,000	25,000		25,000		25,000
Total 4100 Restricted Contributions	753	1,605,489	1,606,242	617,050	2,223,292	(1,555,417)	667,875
4200 Unrestricted Contributions							
4210 Individual		50	50		50		50
4230 Foundation		1,000	1,000		1,000		1,000
4270 Assoc./Non-Profits/Cmmty Groups		0	0		0		0
Total 4200 Unrestricted Contributions	-	1,050	1,050	-	1,050	-	1,050
Total Revenue	753	1,606,539	1,607,292	617,050	2,224,342	(80,417)	2,143,925
Cost of Goods Sold							
Cost of Goods Sold					-		-
Total Cost of Goods Sold	-	-	-	-	-	-	-
Gross Profit	753	1,606,539	1,607,292	617,050	2,224,342	(80,417)	2,143,925
Expenditures							
5000 Salaries and Related Expenses							
5010 FOL Salaries and Wages		133,262	133,262		133,262		133,262
5020 LACOE		15,833	15,833		15,833		15,833
5030 Payroll Taxes and Benefits		19,234	19,234		19,234		19,234
5040 401K		-	-		-		-
5050 Payroll Vacation		-	-		-		-
5060 In Kind LACOE		-	-		-		-
5070 Worker's Compensation		1,340	1,340		1,340		1,340
5090 Payroll Processing Fees		2,400	2,400		2,400		2,400
Total 5000 Salaries and Related Expenses	-	172,069	172,069	-	172,069	-	172,069
6010 Books & Publications		-	-		-		-
6020 Instructional Materials		-	-		-		-
6100 Grant Disbursements		-	-		-		-
6110 LACOE		-	-		-		-
Total 6100 Grant Disbursements	-	-	-	-	-	-	-
62150 Outside Contract Services (deleted)		-	-		-		-
6310 Scholarships	7,000	-	7,000		7,000	(7,000)	-
6320 Student Awards/Recognition		-	-		-		-
Total 6300 Participant Incentives	7,000	-	7,000	-	7,000	(7,000)	-
6400 Facilities		-	-		-		-
6550 Computers/Software		798,426	798,426		798,426		798,426
7000 Contracted Services		24,960	24,960		24,960		24,960
7110 Printing and Copying		-	-		-		-
7120 Dues/Memberships/Subscriptions		64	64		64		64
7130 Postage/Delivery		-	-		-		-
7140 Telephone		312	312		312		312
7150 Website		-	-		-		-
7200 Professional Services		-	-		-		-
7205 Personnel - LACOE		152	152		152		152
7210 Consultant		50,000	50,000	77,535	127,535		127,535
7211 Accounting		6,000	6,000		6,000		6,000
Total 7200 Professional Services	-	56,152	56,152	77,535	133,687	-	133,687
7250 Marketing & Communication		15,000	15,000		15,000		15,000
7275 Promotional Supplies		-	-		-		-
7300 Conference/ Meetings		-	-		-		-
7320 Meals and Food		80	80		80		80
Total 7300 Conference/ Meetings	-	80	80	-	80	-	80
7600 Insurance		-	-		-		-
7710 Registration, License & Permits		1,596	1,596		1,596		1,596
7750 Miscellaneous Expenses		-	-		-		-
7760 Bank Fees		113	113		113		113
8000 Co-Investment Projects		-	-		-		-
Total Expenditures	7,000	1,068,771	1,075,771	77,535	1,153,306	(7,000)	1,146,306
Net Operating Revenue	(6,247)	537,768	531,521	539,515	1,071,036	(73,417)	997,619
Other Revenue							
4998 Dividends		-	-		-		-
4999 Interest		-	-	795	795		795
Total Other Revenue	-	-	-	795	795	-	795
Net Other Revenue	-	-	-	795	795	-	795
Net Revenue	(6,247)	537,768	531,521	540,310	1,071,831	(73,417)	998,414

The Greater LA Education Foundation Projected Cash Flow

	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021
Beginning Cash Balance	3,845,321	3,266,106	3,069,842	2,990,628	2,911,413	2,832,199	2,852,985	2,773,771	2,694,556
Revenue									
4100 Restricted Contributions									
4200 Unrestricted Contributions	455	455	455	455	455	100,455	455	455	455
4900 Inkind Contributions	5,958	5,958	5,958	5,958	5,958	5,958	5,958	5,958	5,958
Total Revenue	6,413	6,413	6,413	6,413	6,413	106,413	6,413	6,413	6,413
Expenditures									
5000 Salaries and Related Expenses	53,956	53,956	53,956	53,956	53,956	53,956	53,956	53,956	53,956
5200 Inkind Expenses	5,958	5,958	5,958	5,958	5,958	5,958	5,958	5,958	5,958
6100 Grant Disbursements		87,050							
6280 Foundation Events	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083
6430 Office Supplies	83	83	83	83	83	83	83	83	83
6550 Computers/Software	500,000								
6570 Equipment	167	167	167	167	167	167	167	167	167
7000 Contracted Services									
7110 Printing and Copying	83	83	83	83	83	83	83	83	83
7120 Dues/Memberships/Subscriptions	67	67	67	67	67	67	67	67	67
7130 Postage/Delivery	58	58	58	58	58	58	58	58	58
7140 Telephone	600	600	600	600	600	600	600	600	600
7200 Professional Services	15,530	15,530	15,530	15,530	15,530	15,530	15,530	15,530	15,530
7250 Marketing & Communication	2,083	32,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083
7300 Conference/ Meetings	83	83	83	83	83	83	83	83	83
7400 Travel	500	500	500	500	500	500	500	500	500
7600 Insurance	208	208	208	208	208	208	208	208	208
7760 Bank Fees									
8000 Co-Investment Projects	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167
Total Expenditures	585,628	202,678	85,628	85,628	85,628	85,628	85,628	85,628	85,628
Ending Cash Balance	3,266,106	3,069,842	2,990,628	2,911,413	2,832,199	2,852,985	2,773,771	2,694,556	2,615,342
Proposed operating reserve of four months	255,347	255,348	255,349	255,350	255,351	255,352	255,353	255,354	255,355
Ending cash balance less operating reserve	3,010,759	2,814,494	2,735,279	2,656,063	2,576,848	2,597,633	2,518,418	2,439,202	2,359,987

The Greater LA Education Foundation Projected FY21

	<u>Total</u>
Revenue	
4200 Unrestricted Contributions	\$ 105,145
4210 Restricted Contributions	2,151,039
4900 Inkind Contributions	71,500
Total Revenue	<u>3,802,684</u>
Expenditures	
5000 Salaries and Related Expenses	\$ 647,469
5200 Inkind Expenses	71,500
6100 Grant Disbursements	87,050
6280 Foundation Events	25,000
6430 Office Supplies	1,000
6550 Computers/Software	1,298,000
6570 Equipment	2,000
7110 Printing and Copying	1,000
7120 Dues/Memberships/Subscriptions	800
7130 Postage/Delivery	700
7140 Telephone	7,200
7200 Professional Services	186,363
7250 Marketing & Communication	55,000
7300 Conference/ Meetings	1,000
7400 Travel	6,000
7600 Insurance	2,500
8000 Co-Investment Projects	50,000
Total Expenditures	<u>2,442,582</u>
Net Operating Revenue	<u>1,360,102</u>
Net Revenue	\$ 1,360,102



THE GREATER LA
EDUCATION FOUNDATION

Development Overview: Greater LA Board of Directors Meeting

October 15, 2020



State of Development

Fundraising to Date

- GLA has received foundational support from key regional philanthropic partners, developed new programs with prospective sponsors, and launched our first external campaign.

Our Needs

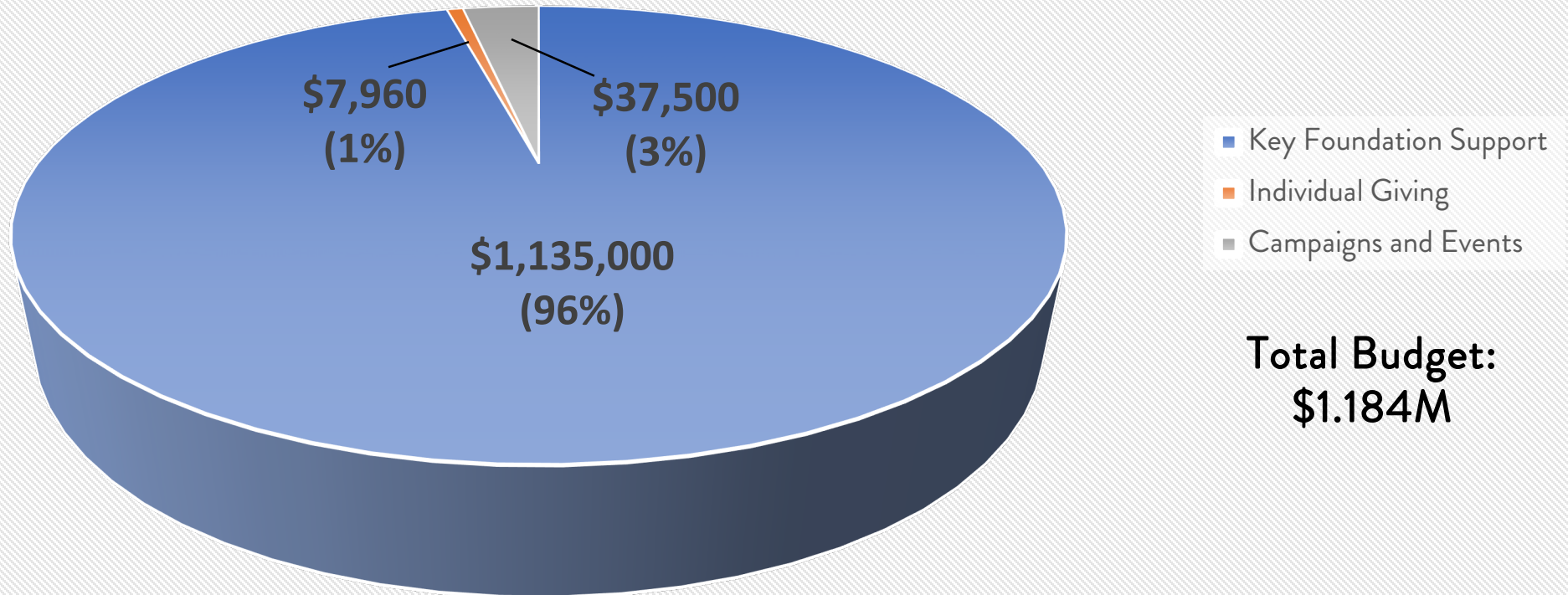
- As GLA grows we need to develop long-term, diversified strategies for operational expenses as well as program specific costs.

Primary Funders FY 21

- Mountain Philanthropies, Ballmer Group, Weingart Foundation

Development Overview – FY 21

GLA Operational Revenue FY 2021



Development Strategies

Greater LA is prioritizing four key development strategies to ensure the sustainability and impact of the organization.

Key Foundation
Support

New Campaigns and
External Engagement

Individual Giving

Programmatic
Fundraising



Revenue will support GLA and LACOE across three key areas

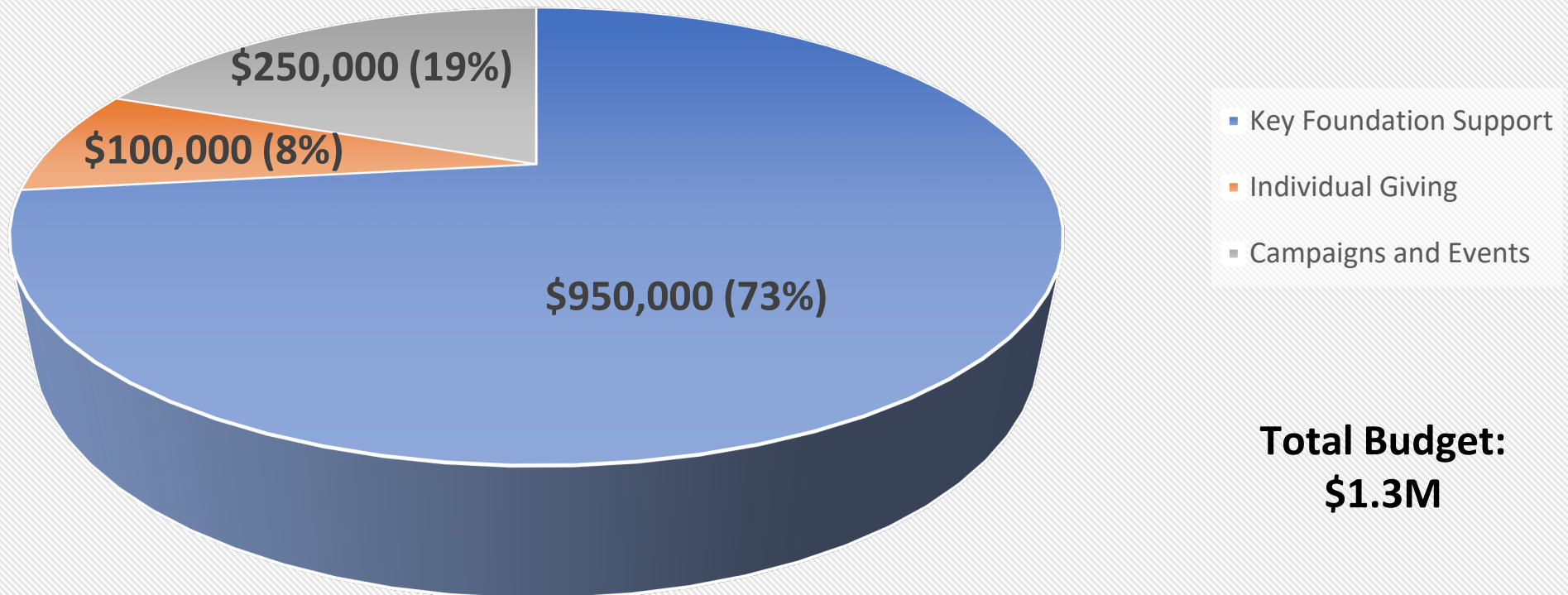
Operational Support for GLA

Supplemental Support for GLA
and LACOE Initiatives

Ad Hoc Needs and
Opportunities

Operational Budget Target – FY 22

Operational Revenue Targets By Category



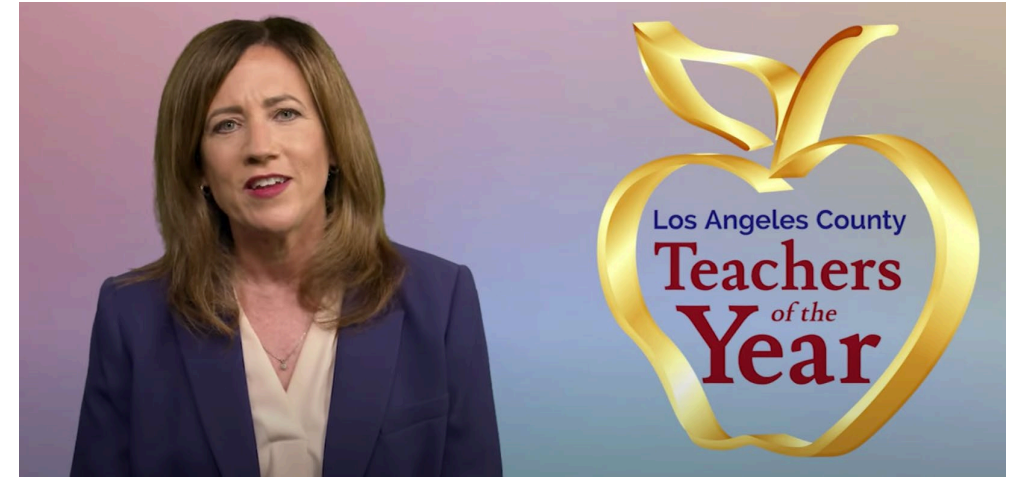
Key Foundation Prospects

- Sobrato Family Foundation
 - Applied for \$300K over two years to launch GLA Education Research and Opportunity Hub – focus on English Learners
- Ralph M. Parsons Foundation
 - Interested in operational support for 2021
- Ballmer Group
 - Funded Community Schools initiative
 - Involved in Educators of Color: Advancing a Diverse Future
- Stuart Foundation
 - Sponsored foundational strategy plan and communications support for Superintendent Duardo
- California Community Foundation
- W.M. Keck Foundation
 - Interested in sponsoring county research (pending organizational status)

External Campaigns and Sponsorship



- Teachers of the Year 2020
 - Digital ceremony held on October 1st
 - New Sponsors
 - Engagement with multiple elected officials
 - Ongoing communication campaign
- Additional Public Engagement
 - White Paper Release
 - “No Going Back” dialogue
 - Teachers of the Year grantmaking
 - Launch Event



Individual Giving

- Identifying and Engaging High Net Worth Individuals
 - Major Gifts
 - Programmatic Support
 - Board Cultivation
- Employee Giving
 - LACOE Staff Priorities
 - Engagement or Volunteer Opportunities



Programmatic Fundraising

Community Schools

- Microgrants for COVID basic needs relief
- K-12 pathway partnership development
- Trainings and programs (trauma-informed practices, college/career, etc.)

Advancing a Diverse Future

- Community engagement
- Strategy development
- Targeted white papers and policy analysis

Teachers of the Year

- Annual Teacher of the Year Celebration
- Teacher Innovation Grants
- Teaching and Learning Hub
- Learning Network

Learning and Opportunity Hub

- Targeted white papers and policy analysis
- Promotional events and public engagement
- Strategic communications

COVID-19 Response

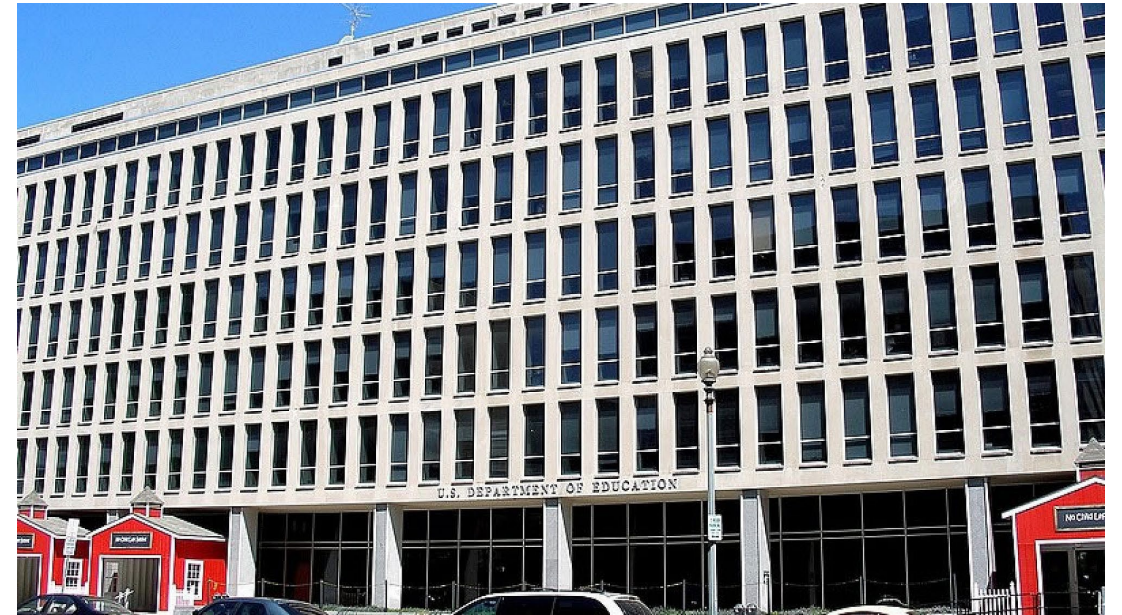
- Devices for Long Beach High Schools
- Capacity building for LACOE and school districts
- Community partnerships – Summer Learning Initiative

Adjacent Projects

- Communications strategy for Supt. Duardo
- NoVo Foundation SEL grant
- Social Justice & Equity Taskforce

Future Opportunities

- Public grants
 - Federal
 - State
 - County partnerships
- Earned income
 - Developing and providing technical assistance with LACOE staff
 - Admin and grants management for LACOE led initiatives



Q & A

Questions about targets, outreach or how to support development efforts.





October 19, 2020

TO: Members of the Board of Directors

RE: Conflict of Interest Declaration for FY 2020-21

The California Corporations Code addresses potential conflicts of interest between the Foundation and its Directors. (The law uses the term “self-dealing transactions,” which is in all ways equivalent to the term “conflict of interest.”) The Foundation has adopted the practice of having Directors review and respond as needed to the pertinent section of the Code and updating its files with this information at each annual meeting.

A copy of the Greater Los Angeles Education Foundation’s Bylaws is also attached. Article XIV specifically addresses Conflicts of Interest.

Please review the attached excerpt and eSign the acknowledgement. In addition, to comply with IRS regulations, please complete and sign the supplemental form regarding affiliations.

I have read Section 5233 of the California Corporations Code and attest, by my signature, that I do not now have a material financial interest in any transaction to which the Greater Los Angeles Education Foundation is a party.

Signature _____ Date _____

**CORPORATIONS CODE - CORP****PART 2. NONPROFIT PUBLIC BENEFIT CORPORATIONS [5110 - 6910]** (*Part 2 added by Stats. 1978, Ch. 567.)***CHAPTER 2. Directors and Management [5210 - 5260]** (*Chapter 2 added by Stats. 1978, Ch. 567.)***ART ICLE 3. Standards of Conduct [5230 - 5239]** (*Article 3 added by Stats. 1978, Ch. 567.)*

5233. (a) Except as provided in subdivision (b), for the purpose of this section, a self-dealing transaction means a transaction to which the corporation is a party and in which one or more of its directors has a material financial interest and which does not meet the requirements of paragraph (1), (2), or (3) of subdivision (d). Such a director is an “interested director” for the purpose of this section.

(b) The provisions of this section do not apply to any of the following:

(1) An action of the board fixing the compensation of a director as a director or officer of the corporation.

(2) A transaction which is part of a public or charitable program of the corporation if it: (i) is approved or authorized by the corporation in good faith and without unjustified favoritism; and (ii) results in a benefit to one or more directors or their families because they are in the class of persons intended to be benefited by the public or charitable program.

(3) A transaction, of which the interested director or directors have no actual knowledge, and which does not exceed the lesser of 1 percent of the gross receipts of the corporation for the preceding fiscal year or one hundred thousand dollars (\$100,000).

(c) The Attorney General or, if the Attorney General is joined as an indispensable party, any of the following may bring an action in the superior court of the proper county for the remedies specified in subdivision (h):

(1) The corporation, or a member asserting the right in the name of the corporation pursuant to Section 5710.

(2) A director of the corporation.

(3) An officer of the corporation.

(4) Any person granted relator status by the Attorney General.

(d) In any action brought under subdivision (c) the remedies specified in subdivision (h) shall not be granted if:

(1) The Attorney General, or the court in an action in which the Attorney General is an indispensable party, has approved the transaction before or after it was consummated; or

(2) The following facts are established:

(A) The corporation entered into the transaction for its own benefit;

(B) The transaction was fair and reasonable as to the corporation at the time the corporation entered into the transaction;

(C) Prior to consummating the transaction or any part thereof the board authorized or approved the transaction in good faith by a vote of a majority of the directors then in office without counting the vote of the interested director or directors, and with knowledge of the material facts concerning the transaction and the director’s interest in the transaction. Except as provided in paragraph (3) of this subdivision, action by a committee of the board shall not satisfy this paragraph; and

(D) (i) Prior to authorizing or approving the transaction the board considered and in good faith determined after reasonable investigation under the circumstances that the corporation could not have obtained a more advantageous arrangement with reasonable effort under the circumstances or (ii) the corporation in fact could not have obtained a more advantageous arrangement with reasonable effort under the circumstances; or

(3) The following facts are established:

(A) A committee or person authorized by the board approved the transaction in a manner consistent with the standards set forth in paragraph (2) of this subdivision;

(B) It was not reasonably practicable to obtain approval of the board prior to entering into the transaction; and

(C) The board, after determining in good faith that the conditions of subparagraphs (A) and (B) of this paragraph were satisfied, ratified the transaction at its next meeting by a vote of the majority of the directors then in office without counting the vote of the interested director or directors.

(e) Except as provided in subdivision (f), an action under subdivision (c) must be filed within two years after written notice setting forth the material facts of the transaction and the director's interest in the transaction is filed with the Attorney General in accordance with such regulations, if any, as the Attorney General may adopt or, if no such notice is filed, within three years after the transaction occurred, except for the Attorney General, who shall have 10 years after the transaction occurred within which to file an action.

(f) In any action for breach of an obligation of the corporation owed to an interested director, where the obligation arises from a self-dealing transaction which has not been approved as provided in subdivision (d), the court may, by way of offset only, make any order authorized by subdivision (h), notwithstanding the expiration of the applicable period specified in subdivision (e).

(g) Interested directors may be counted in determining the presence of a quorum at a meeting of the board which authorizes, approves or ratifies a contract or transaction.

(h) If a self-dealing transaction has taken place, the interested director or directors shall do such things and pay such damages as in the discretion of the court will provide an equitable and fair remedy to the corporation, taking into account any benefit received by the corporation and whether the interested director or directors acted in good faith and with intent to further the best interest of the corporation. Without limiting the generality of the foregoing, the court may order the director to do any or all of the following:

(1) Account for any profits made from such transaction, and pay them to the corporation;

(2) Pay the corporation the value of the use of any of its property used in such transaction; and

(3) Return or replace any property lost to the corporation as a result of such transaction, together with any income or appreciation lost to the corporation by reason of such transaction, or account for any proceeds of sale of such property, and pay the proceeds to the corporation together with interest at the legal rate. The court may award prejudgment interest to the extent allowed in Section 3287 or 3288 of the Civil Code. In addition, the court may, in its discretion, grant exemplary damages for a fraudulent or malicious violation of this section.

(Amended by Stats. 1981, Ch. 587, Sec. 7.)



Greater Los Angeles Education Foundation Conflict of Interest Supplement: Annual Disclosure of Affiliations

The Internal Revenue Service (IRS) Form 990 (annual tax return for nonprofit organizations) asks the following question: “Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?” (Each officer, director, trustee, or key employee is considered an “interested person”.)

As a director or key employee of Greater Los Angeles Education Foundation please indicate, to the best of your knowledge, whether you have a family or business relationship with any other director or key employee. No additional detail on the chart below is necessary.

“Family relationship” includes spouse, ancestors, siblings (whole or half brothers/sisters), children (natural or adopted), grandchildren, and spouses of brothers, sisters, children and grandchildren.

“Business relationship” includes the following:

- You are employed by an interested person in a sole proprietorship or by an organization with which the interested person is associated as a trustee, director, officer, key employee, or greater-than-35% owner.
- You are transacting business with an interested person, directly or indirectly, in one or more contracts of sale, lease, license, loan, performance of services, or other transaction involving transfers of cash or property valued in excess of \$10,000 in the aggregate during the tax year. Indirect transactions are transactions with an organization with which the interested person is associated as a trustee, director, officer, key employee, or greater-than-35% owner. Please note the following exceptions:
 - Transactions that occurred in the ordinary course of business at fair market value rates do not count for this analysis. (Of concern are only those transactions in which one interested person provided goods, services, etc, to another interested person at a rate below fair market value.)
 - “Privileged relationships” should not be reported, such as attorney-client, medical professional-patient, clergy-church member.
- You and an interested person are each a director, trustee, officer, or greater-than-10% owner in the same business or investment entity.

NAME OF DIRECTOR OR KEY EMPLOYEE: _____



(continued)

Interested Person	Check if family relationship	Check if business relationship

Additional Questions/Detail:

Are you or an immediate family member an officer, director, employee, partner or controlling stockholder of any organization, partnership, company or corporation with which GLA has business dealings?

Yes _____ No _____

If “Yes”, please list the entity and describe the nature of the relationship.

Do you or an immediate family member have a financial interest in, or receive any material benefit from, any organization, partnership, company or corporation with which GLA has business dealings?

Yes _____ No _____

If “Yes”, please list the entity, describe the nature and approximate value of the financial interest or benefit, and also indicate whether you (or a family member) own or control a 10% or greater interest in the organization?

In the last calendar year, have you or an immediate family member received any gift or loan valued in excess of \$250 from a person or organization with which GLA has significant business dealings?

Yes _____ No _____

If “Yes”, please list the person(s) or entity(ies) from whom/which the gift or loan was received, and the nature and approximate value of the gift or loan.

Signature _____ Date _____



Greater Los Angeles Education Foundation Non-Discrimination Policy

Greater Los Angeles Education Foundation (“GLA”) purpose is to further the educational purposes of the Los Angeles County Office of Education (“LACOE”). GLA is committed to equal opportunity for all individuals in education. GLA does and shall not discriminate on the basis of race, color, ancestry, national origin, ethnic group identification, citizenship and immigration status (except where required by law), age, religion, marital or parental status, physical or mental disability, sex, sexual orientation, gender, gender identity or expression, or genetic information; the perception of one or more of such characteristics; or association with a person or group with one or more of these actual or perceived characteristics. These terms are defined by state or federal statute. Accordingly, GLA will only participate in programs, activities, and practices that are free from discrimination based on these protected characteristics.

Annually, GLA shall review its programs and activities to ensure the removal of any barrier that may unlawfully prevent an individual or group in any of the protected categories stated above from accessing programs and activities, including the use of facilities. GLA shall take prompt, reasonable actions to remove any identified barrier.

APPROVED: August 24, 2015



Board of Directors Meeting Calendar 2020-21

MEETING	DAY	DATE	TIME	LOCATION
BOARD OF DIRECTORS MEETING	Thursday	August 6	10 a.m. - 11:30 a.m.	Virtual
EXECUTIVE COMMITTEE MEETING	Tuesday	October 6	1 p.m. - 2 p.m.	Virtual
BOARD OF DIRECTORS MEETING	Wednesday	October 21	1 p.m. - 2:30 p.m.	Virtual
EXECUTIVE COMMITTEE MEETING	Thursday	January 14	1 p.m. - 2 p.m.	TBD
BOARD OF DIRECTORS MEETING	Thursday	January 28	1 p.m. - 2:30 p.m.	TBD
EXECUTIVE COMMITTEE MEETING	Thursday	April 8	1 p.m. - 2 p.m.	TBD
BOARD OF DIRECTORS MEETING	Wednesday	April 28	1 p.m. - 2:30 p.m.	TBD