



2008 Annual Report

Mission:

The mission of the Del Mar Foundation is to promote civic pride and cohesiveness, acquire and preserve open space, improve beaches and parklands, raise and grant funds, and sponsor diverse cultural programs and community events in Del Mar.

Brief History

The Del Mar Foundation was founded in 1982 as an outgrowth of the “Del Mar Days” community celebration. As the oldest 501(c)(3) non-profit organization in Del Mar, the Foundation has been responsible for incubating many of the present day non-profits which so greatly enrich our community. In 2009, the Del Mar Foundation is spearheading the 50th Anniversary Celebration of Del Mar’s incorporation in 1959, bringing together all the people and organizations who have so greatly contributed to its rich past.

Programs:

The Foundation is probably best known for its Summer Twilight Concert series in Powerhouse Park which is now in its 26th year. Since the first Twilight Concert was held in Seagrove Park in the summer of 1983, the summer concerts have been a great Del Mar tradition, providing an opportunity for families and visitors to socialize, picnic, and enjoy music together as the sun sets over the ocean. Because these are free to the public, we rely on grants from the County, our corporate sponsors and contributions from individuals to make them happen.

Desiring this same experience of sharing music together throughout the year, a group of Board members came together in 1999 and formed the Cultural Arts Committee. With the newly refurbished Del Mar Powerhouse, “First Thursdays” was born. On the first Thursday of each month from September through June, subscribers can enjoy a variety of musical groups and lectures with a glass of wine beforehand. In addition, the Committee has sponsored many additional activities such as bluegrass concerts, theatrical productions in the Del Mar Plaza, and outings to the San Diego Symphony Summer Pops. In 2003 the Committee decided to branch out and produce the “Payasada Horses on Parade.” These artist-inspired and created, life-size fiberglass horses were auctioned off as part of the Del Mar Thoroughbred Club’s annual auction of real horses with the proceeds going to support activities of the Del Mar Foundation. It is all art whether music or sculpture and it truly brings our community together!

2008 saw a flurry of fun family activities organized and staffed by volunteers on the Del Mar Foundation Children’s Committee. Local residents came together to enjoy the group’s “Craft and Concert” series with crafts sponsored by the Del Mar Library, Easter egg hunt, July 4th parade and “Back-to-School Bingo Night”. The year’s events culminated in December with a joyous holiday party that featured the marionette puppet show, “ ‘Twas the Night Bear-fore Christmas”. Hundreds of children and families dressed in their holiday best came to enjoy the show, as well as the refreshments, music, and complimentary photos donated by area organizations.

The Children’s Committee welcomes volunteers who are looking to give back to the community and provide families with exciting, culturally diverse opportunities to come together with friends new and old. The group meets the last Wednesday of each month during the school year at the Del Mar Library.

Grants

In keeping with our mission, the Del Mar Foundation makes financial grants to organizations within our community. Either in the form of challenge grants or outright sums, these grants have contributed to the betterment of the Del Mar community.

In 2008 grants were made to support:

- the construction of the new Beach Safety Center (\$35,000)
- the acquisition of the Del Mar Shores property (\$35,000)
- the Del Mar Junior Lifeguard scholarship program to enable the participation of children, no matter what their income level
- two local public elementary schools to provide special projects for the students
- the Del Mar TV Foundation to continue producing two locally-produced programs, “Teen Justice” and “Del Mar Journal”
- The Playwrights Project, to present a new work, “The Big Mistake”, at the Powerhouse Community Center.

Endowment

In 2007, in celebration of 25 years of service to the Del Mar community, the Foundation committed to establish and build an endowment to provide long-term funding stability for community needs. As its principal grows, the endowment will enable the Foundation to use a portion of the earnings generated to expand our grants to the community and continue funding our programs. The Board of Directors is fully committed to the endowment and kicked off the program with 100% personal financial participation and a contribution of \$200,000 in Foundation reserve funds to the endowment. With these key funding pledges in hand, the Foundation invited the community to become Founding Endowment donors. Over 60 families responded with pledges to contribute more than \$680,000 to the Community Endowment and to fund the start-up expenses. This endowment campaign was completed in 2008. These donors, each of whom pledged \$10,000 or more, are our “Founding Endowment Circle” and will be recognized in perpetuity for their contribution.

Initial work on Planned Giving Program being introduced in 2009

In 2009, the Del Mar Foundation launched a Planned Giving Campaign (The Legacy Society) to provide various ways for individuals and families to include the Del Mar Foundation in their estate plans. This program is an important way for people to leave an enduring legacy that benefits our community and ensures that the work of the Foundation can continue for generations to come.

A wide range of planned giving options is available, including bequests, retirement plan assets, life insurance, life tenancy and income-producing gifts. Information regarding The Legacy Society can be found on our website and will also appear in our newsletter and other communications.

Board of Directors

The Foundation is governed by a 15-member volunteer Board of Directors. We are an active hands-on organization, relying on volunteers and donations from throughout the community. Members of the Board may serve two 3-year terms before rotating off. Many members stay involved as active participants on one of our many committees.

Members during 2008 included:

Joel Holliday, President, Sam Borgese, Vice-President, Kathy Finnell, Secretary, Carolyn Kling, Treasurer, Joe Bruderer-Schwab, Lars Fahlberg, Kim Filanc, Lynn Gaylord, Cory Grant, Lisa Lutz, Jill Weitzen MacDonald, Claire McGreal, Nancy Stoke, Betty Wheeler, Richard Earnest, City Council Liaison. In 2009, Robin Crabtree, Tim Haviland and Harold Feder joined the Board.

Meetings are held in the City Hall Annex at 8:30 AM on the third Thursday of the month and are open to the public.

Committees

Committee volunteers are essential to the workings of the Del Mar Foundation. Everyone in the community is welcome to participate. Log onto www.delmarfoundation.org for more information regarding meeting times and places. The current committees and members are:

Children's Committee: Lisa Lutz, Chair; Maile D'Arcy, Kim Filanc, Amy Hellencamp, Kelley Huggett, Jodi Kennedy, Stephanie Lane, Jennifer McDowell, Gretchen Schmidt, Susanah Stern, Aleida Wahn, Kristen Ward

Cultural Arts Committee: Betty Wheeler, Chair; Gale Bakker, Martha Brooks, Janice Byrne, Priscilla Fawcett, Chuck Freebern, Lynn Gaylord, Mai-Lon Gittelsohn, Helen Glaser, Pat JaCoby, Virginia Lawrence, Claire McGreal, Bill Michalsky, Dick Raack, Margi Sargis, Merna Sturgis, Don Terwilliger, Donna West, Zelda Waxenberg

Communications Committee: Jill MacDonald, Chair; Lynn Gaylord, Stephanie Lane, Virginia Lawrence, Nancy Stoke, Betty Wheeler

Development Committee: Joe Bruderer-Schwab, Chair; Sam Borgese, Richard Earnest, Lynn Gaylord, Kim Filanc, Cory Grant, Tim Haviland, Joel Holliday, Carolyn Kling, Betty Wheeler

Grants Committee: Nancy Stoke, Chair; Robin Crabtree, Harold Feder, Kim Filanc, Cory Grant

Hospitality/Newcomers Committee: Claire McGreal, Chair; Martha Brooks, Kathy Finnell, Lynn Gaylord, Kelley Huggett, Carol Kerridge, Lisa Lutz, Jill MacDonald, Julie Maxey, Alice McNally, Sally Middleton

Investment Advisory Committee: Loretta Morris, Chair; Richard Earnest, Charlie Gaylord, Dick Hertzberg, Joel Holliday, Carolyn Kling

Nominating Committee: Lynn Gaylord, Chair; Joe Bruderer-Schwab, Joel Holliday, Betty Wheeler,

Twilight Concert Committee: Lars Fahlberg, Chair; Mark Fangue, Kim Filanc, Kim Fishman, Bill Michalsky, Sandi Weaver

DMF 2008 Annual Report-Financial Statement Comments

The following financial statements are excerpts from the 2008 Financial Statements that were compiled by the certified public accounting firm of Jenkins, Bowler & Perkins LLP. A complete copy of this compiled report is available upon request from the Del Mar Foundation office.

Statement of Activities

In 2008 the Foundation raised \$502,850 in donations, including new cash contributions and pledges. Of this amount, \$307,035 was donated to the Community Endowment, the principal of which is Permanently Restricted and unavailable for distribution. An additional \$129,843 was comprised of outstanding pledges to the operating funds and, because they have not yet been paid, are categorized as Temporarily Restricted. As these pledges are collected, they will be released to the operating funds. The remaining \$65,972 in donations was directly to support the Foundation's operations, from which grants and expenses are paid.

The Foundation received \$65,132 in program income, which includes ticket sales, grants and sponsorships for the various community programs it produced. These programs include the Twilight Concerts, the Cultural Arts events and the Children's programs. Expenses of \$41,932 were incurred in producing these programs, resulting in a surplus of approximately \$23,000 from these activities.

Grants made by the Foundation in support of community activities and projects amounted to \$80,070 in 2008, with major grants given to the Del Mar Shores property acquisition campaign (\$35,000) and the Beach Safety Center (\$35,000). Other grants were given to support the Del Mar Junior Lifeguard program, the Del Mar TV Foundation, two local elementary schools and a playwrights project.

Management and General Expenses totaled \$95,825, of which approximately \$44,000 was associated with fundraising, with the balance associated with the general operation and management of the Foundation. These expenses were incurred to establish the Community Endowment, to support the tracking and follow up of our expanding donor base, as well as general administrative expenses.

From operational activities (before consideration of net investment losses), the Foundation increased its net assets by approximately \$350,000 during 2008. This was due principally to the pledges received from the Founding Endowment Campaign, which began in 2007 and was completed in 2008. Most of the pledges were commitments made during 2007 and 2008 to be paid over a period of four years, from 2007 through 2011. The appropriate accounting convention is to treat pledges as a donation made in the year in which the pledge is received. Subsequent payments of the pledges will not be treated as donation income. Since the Founding Endowment Campaign was a special two year campaign, the donations recorded in those two years are substantially higher than the donations received in years prior to 2007, and will be substantially higher than donations recorded in 2009 and subsequent years. The Founding Endowment Campaign was designed to provide the seed money to start an endowment for the Foundation. Even though no additional donations will be recorded from this campaign, the cash payments to fulfill the pledges will continue to benefit the Foundation.

In 2008 the Foundation incurred approximately \$362,000 of losses in its investment portfolio, which occurred as a result of the broad and steep decline in the financial markets during 2008. These investment losses more than offset the increase in net assets from operations, and resulted in a decrease in net assets of \$11,936 during 2008.

Statement of Financial Position (Balance Sheet)

The net assets of the Foundation as of 12/31/08 amounted to \$1,231,579, of which \$319,014 were in Operating Funds, all of which can ultimately be used for the payment of operating expenses or grants. This operating fund net asset balance includes \$170,459 in pledges receivable, meaning that the funds

have been pledged, but the pledge payment has not yet been received. As these pledges are paid, these funds will become unrestricted.

The Community Endowment, which is the endowment to be used for the support of the Foundation's expenses and grants, had net assets as of 12/31/08 of \$505,436. Unrestricted net assets in this endowment fund amounted to \$93,686, and Permanently Restricted net assets totaled \$411,750, of which \$198,675 was from cash that has been received, and \$213,075 was from pledges receivable.

The Lagoon Endowment had a balance of net assets of \$407,129, all of which is Temporarily Restricted. This is a fund that is overseen by the Foundation for the future benefit of the San Dieguito Lagoon maintenance. These funds were provided to the Foundation by the San Dieguito River Park Joint Powers Authority.

The table below shows the elements of the net assets.

	Operating Funds	Community Endowment	Lagoon Endowment	Total
Net Assets				
Unrestricted	\$ 148,555	\$ 93,686		\$ 242,241
Temporarily Restricted				
Received			\$ 407,129	\$ 407,129
Pledges Receivable	\$ 170,459			\$ 170,459
Subtotal Temp. Restr.	\$ 170,459	\$ -	\$ 407,129	\$ 577,588
Permanently Restricted				\$ -
Received		\$ 198,675		\$ 198,675
Pledges Receivable		\$ 213,075		\$ 213,075
Subtotal Perm. Restr.	\$ -	\$ 411,750	\$ -	\$ 411,750
Total Net Assets	\$ 319,014	\$ 505,436	\$ 407,129	\$1,231,579

Statement of Cash Flows

During 2008 the Foundation had a positive cash flow from operations of \$166,410, however after investment activities, the net increase in cash for the year was \$20,132.

Explanatory Notes to the Financial Statements

1) Significant Accounting Policies

(a) Method of Accounting

The financial statements have been prepared on the accrual basis of accounting.

(b) Basis of Presentation

The Foundation follows the provision of Statement of Financial Accounting Standards (“SFAS”) No. 117, *Financial Statements of Not-for-Profit Organizations*. SFAS No. 117 requires that net assets, revenue, gains, expenses, and losses be classified as unrestricted, temporarily restricted, and permanently restricted.

A summary of the net asset categories included in the accompanying financial statements is as follows:

Unrestricted – Unrestricted net assets included amounts that are available for support of the Foundation’s operational and administrative functions and amounts that are available to support community activities and charitable endeavors at the discretion of the Foundation’s Board of Directors.

Temporarily Restricted – Temporarily restricted amounts represent funds, the principal of which may be expended in the future for a specific purpose (e.g. the Lagoon Endowment Fund) and contributions receivable that upon receipt will be transferred to unrestricted funds.

Permanently Restricted – Permanently restricted net assets represent those assets contributed to the foundation where the original dollar value is to remain in perpetuity as a permanent endowment of the Foundation.

(c) Investments

Investments consist of marketable securities. Marketable securities consist of U.S. government securities and debt and equity securities. Equity securities with readily determinable values and all debt securities are carried at fair value. Fair value is determined by quoted market prices on the last business day of the year.

Investments acquired by gift are recorded at their fair market value at the date of the gift. The Foundation’s policy is to liquidate all gifts of investments immediately upon receipt.

(d) Pledges Receivable

Pledges receivable reflect the present value of the future receipt, discounted at a rate of 5% per annum as of December 31, 2008.

Del Mar Foundation
Statement of Activities
For the Year Ended December 31, 2008

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues, gains, and other support				
Donations	\$ 65,972	\$ 129,843	\$ 307,035	\$ 502,850
Program income	65,132	-	-	65,132
Interest and dividend income	14,169	25,363	-	39,532
Net realized and unrealized gains/(losses)	(111,013)	(290,610)	-	(401,623)
	<u>34,260</u>	<u>(135,404)</u>	<u>307,035</u>	<u>205,891</u>
Net assets released from restrictions	<u>66,503</u>	<u>(66,503)</u>	<u>-</u>	<u>-</u>
Total revenue, gains and other support	<u>100,763</u>	<u>(201,907)</u>	<u>307,035</u>	<u>205,891</u>
Expense				
Program grants	80,070	-	-	80,070
Other program expenses	41,932	-	-	41,932
Management and general expenses	95,825	-	-	95,825
Total expenses	<u>217,827</u>	<u>-</u>	<u>-</u>	<u>217,827</u>
Increase/(decrease) in net assets	(117,064)	(201,907)	307,035	(11,936)
Net assets, beginning of year	<u>359,304</u>	<u>779,496</u>	<u>104,715</u>	<u>1,243,515</u>
Net assets, end of year	<u>\$ 242,240</u>	<u>\$ 577,589</u>	<u>\$ 411,750</u>	<u>\$ 1,231,579</u>

Del Mar Foundation
Statement of Financial Position
As of December 31, 2008

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
ASSETS				
Cash and cash equivalents	\$ 213,035	\$ 275	\$ -	\$ 213,310
Pledges receivable, net	-	170,184	213,075	383,259
Other current assets	(14,050)	(1,040)	18,238	3,148
Investments, at fair value				
Lagoon Fund	-	810,079	-	810,079
Community Endowment Fund	93,685	-	451,368	545,053
Other assets	2,420	-	-	2,420
	<u>2,420</u>	<u>-</u>	<u>-</u>	<u>2,420</u>
TOTAL ASSETS	<u>\$ 295,090</u>	<u>\$ 979,498</u>	<u>\$ 682,681</u>	<u>\$ 1,957,269</u>
 LIABILITIES & NET ASSETS				
Liabilities				
Securities purchased payable	\$ -	\$ 401,909	\$ 270,931	\$ 672,840
Pledges payable	35,000	-	-	35,000
Income received in advance	17,850	-	-	17,850
	<u>17,850</u>	<u>-</u>	<u>-</u>	<u>17,850</u>
Total liabilities	52,850	401,909	270,931	725,690
Net Assets	<u>242,240</u>	<u>577,589</u>	<u>411,750</u>	<u>1,231,579</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$ 295,090</u>	<u>\$ 979,498</u>	<u>\$ 682,681</u>	<u>\$ 1,957,269</u>

Del Mar Foundation
Statement of Cash Flows
For the year ended December 31, 2008

Cash flows from operating activities:

Decrease in net assets	\$ (11,936)
Adjustments to reconcile decrease in net assets to net cash provided by operating activities	
Net realized losses	328,608
Net unrealized gains	73,015
Interest and dividends from investments	(35,957)
In-kind contributions	(4,200)
(Increase)/decrease in:	
Prepaid expense	1,483
Pledges receivable, net	(216,451)
Increase/(decrease) in:	
Accounts payable	(462)
Income received in advance	(2,690)
Pledges payable	35,000
Net cash provided by operating activities	<u>166,410</u>
Cash flows from investing activities	
Sales of investments to cover investment management fees	7,177
Purchases of investments	(159,886)
Sales of investments for Lagoon IAC fees	<u>6,431</u>
Net cash used in investing activities	<u>(146,278)</u>
Net increase in cash	20,132
Cash, beginning of year	<u>193,178</u>
Cash, end of year	<u><u>\$ 213,310</u></u>

DONORS

We thank the donors of the Del Mar Foundation without whose generous support we would not be able to provide the scope of grants and programs we do.

FOUNDING ENDOWMENT CIRCLE

In 2007 and 2008, this visionary group of philanthropists pledged to fund an initial endowment and its start-up costs, with payments to be made within four years.

Champions (\$50,000)

Lynn & Charlie Gaylord
Rosanne & Joel Holliday
Gay & Albert Hugo-Martinez

Leaders (\$25,000)

Darrese & Sam Borgese
Brooks & Marlou Crabtree Charitable Remainder Trust
Daniel & Robin Crabtree
Jacquelyn & Richard Earnest

Benefactors (\$10,000)

Anklesaria Family Foundation
Carolyn & Jack Batzler
Molly & David Begent
Martha & Larry Brooks
Alice Brown
Cornelia & Joe Bruderer-Schwab
Susan & Tony Childs
Maile & Brett D'Arcy
Becky & Walter Dembitsky
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Kim & Mark Filanc
Kathy & Jerry Finnell
Barbara Freeman Fund at
The San Diego Foundation
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Emily & Cory Grant
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Jo & Howard Weiner
Betty Wheeler & Dwight Worden
Burnet Wohlford
Dana Wohlford & Phil Kidd

2008 DONORS TO THE GENERAL OPERATIONS AND ENDOWMENT OF THE FOUNDATION (in addition to the Founding Endowment Circle)

Benefactors (\$2,500 - \$5,000)

Ann & Doug Allred
Bokal & Sneed Architects
Darrese & Sam Borgese
Joanne Chory & Stephen Worland
Lynn & Charlie Gaylord
Rosanne & Joel Holliday
Rose-Ann & Ira Sharp

Patrons (\$1,000 - \$2,500)

The Ben and Pauline Adler Foundation
Crystal Crawford
Leslie & Judy Crouch
Harold Feder & Gloria Sandvik
Susan & Tom Harrington
Jane & Roger Isaacson
Carolyn & Tom Kling
William & Kathryn Scripps Foundation

Associate Patrons (\$500 - \$999)

Terrie Boley
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Patricia & Fred Duckett
Ginger Kanto

Sponsors (\$250 - \$499)

Candace Kohl
Tom & Claire McGreal
Thomas Murch
Peter Murphy, Jr.
James Nystrom
Warren & Megan Spieker

The Karl Kirchgessner Foundation
Nancy & John Wear
Valerie & Martin Webster
Judd Westover & Jill Ellis

We have tried to list all donors completely and accurately, but if corrections should be made for the future, please let us know.

Friends (\$100 - \$249)

Chiquita Abbott & Steve Farrell
J.M. and Peggy M. Anderson
Greg Beckham
Mara & Duane Bickett
Forrest W. Brehm
Carlo Cappo
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Linda & Brett Castile
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Robert & Margaret Schneider
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Glenn & Inamaria Sherman
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Lance & Lynne Small
Richard & Barbara Stephens
Alice & Joe Sullivan
Carole & Jerry Turk
Sandra & Alain Virnot
Will & Barbara Walshe
Chuck & Tara Wegner
Pat Welsh

Other Supporters (up to \$100)

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Jay & Terri Thomas
Bruce & Florence Warnock
Diana Wheatcraft
Siok Chin & Yin-Vui Yong

TWILIGHT CONCERTS UNDERWRITERS

Community Builder (\$10,000)

The San Diego County Board of Supervisors
and Pam Slater-Price

Leader (\$5,000)

The Del Mar Thoroughbred Club

Benefactors (\$2,500)

El Pollo Loco
Epazote's

GIFTS IN MEMORIAM

In memory of Brooks & Marlou Crabtree

Marijeanne Crabtree	Helene Kruger
Robin & Dan Crabtree	Jonathan & Robin Layton
Curtis & Camille Dose	Jane M. Prario
Kimberly E. Edwards	Connie Templeton
David & Marcia Gill	