Since 2010, the Bill Howe Volunteer Team has been donating their time each month by volunteering at the San Diego Food Bank Distribution Center. Employees, their friends, and families enjoy spending quality time together doing good for our local community.

The Bill Howe Family of Companies has been involved with the American Heart Association in many forms. One of our favorite events involves getting our employees, their families, and their furry friends out to the AHA Heart Walk supporting healthy hearts, because “healthy hearts and healthy pipes, makes happy homes!”

Bill & Tina Howe are animal lovers. With a small farm in Poway, they care deeply for the cause of the San Diego Humane Society adoption process. In 2018, Bill Howe Family of Companies sponsored the annual Clear the Shelters helping local animals find their forever home.

As a Boys & Girls Clubs of Greater San Diego Corporate Partner, the Bill Howe Family of Companies gets involved in many events including the Back 2 School Supply Drive each year. In 2018, the company helped the BGCGS exceed their goals of receiving over 1000 backpacks for community students.

Bill & Tina Howe are animal lovers. With a small farm in Poway, they care deeply for the cause of the San Diego Humane Society adoption process. In 2018, Bill Howe Family of Companies sponsored the annual Clear the Shelters helping local animals find their forever home.

The Bill Howe Family of Companies has been involved with the American Heart Association in many forms. One of our favorite events involves getting our employees, their families, and their furry friends out to the AHA Heart Walk supporting healthy hearts, because “healthy hearts and healthy pipes, makes happy homes!”

Bill Howe Family of Companies
Proudly Supports:
18 YEARS.
29 GATES SCHOLARS.
125 COLLEGES.
2,000 STUDENTS.
MILLIONS IN SCHOLARSHIPS.
AND WE ARE JUST GETTING STARTED.

WE NEED YOUR SUPPORT.
This holiday season, give the gift of Opportunity:
www.RealityChangers.org/Opportunity
Welcome to the 2018 Giving Guide

Dear Readers,
We all know and appreciate that San Diego is a great place to live and work. It’s also a very generous area too. According to USD, half of households made monetary donations to local nonprofits and 37% volunteered with local nonprofits and those numbers are on the rise. They say that San Diegans express an 86% confidence level the nonprofit sector compared to 69% in for profits or just 53% in government. It’s no wonder that the important work done in this sector is so widely supported.

The San Diego Business Journal knows how important the corporate community is to our nonprofit community and we continue to cover both. This year’s Giving Guide will help you and your team review some incredible nonprofits making a big difference here, all while serving more in an environment of unclear tax reform that may impact charitable giving. Now, more than ever your help is needed to help them fulfill their missions to serve our neighbors. They need you and are looking for you. These nonprofits are led and staffed by incredible people making a difference. They know how to leverage your donations to have the biggest impact too. Most are also looking for expertise like yours to serve as board members as well as volunteers to help them carry out their missions which affords companies a great opportunity to give back to the community and serve as a team-building exercise in the process. When your company and your team get involved it not only makes San Diego stronger, it makes your company stronger too.

I’m very proud to be part of such a generous and giving corporate community making it a better place for everyone. I’d like to thank our amazing and talented team for making the Giving Guide possible: Gina Bertuzzi is responsible for compiling the Lists in this issue; Sandra Povers, Angela Castillo and Marisa Tomic handled graphic design, cover design and layout of the Giving Guide. We’re also grateful to other contributors for their support: They include Emily Young and Laura Dietrich at USD’s Nonprofit Institute, Cindi Phallen at Create Possibility and a very special thank you to the advertisers in the Giving Guide.

Most importantly, thank you to the generous business community in the San Diego area, everyone who connects with and supports with the great nonprofits and their important missions. Your thoughtful outreach will surely make a difference and I’m certain you’ll be inspired by the many stories told within the profiles in this issue.

Dale Ganzow
Philanthropy Publications Director

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LEADING WITH COMPASSION AND COURAGE
IN DIVIDED TIMES

The 2018 State of Nonprofits and Philanthropy Report highlights the pivotal role nonprofits play in protecting and enhancing the well-being and prosperity of our region. This report presents findings from a variety of sources including our State of Nonprofits Quarterly Index and annual Nonprofit Leaders Survey, along with employment and financial trends data.

Our findings indicate that the sector continues to grow in number of organizations, size of the workforce, and total revenues and assets. Despite continued growth, demand for nonprofit services continues to outpace the sector’s ability to meet growing needs.

Additionally, the full impact of federal tax reform on charitable giving remains unclear while nonprofit leaders are navigating an ambiguous policy environment. These challenges are happening at a time when the public is increasingly anxious about the future and divided about how to help the constituents they serve to build a more courageous and compassionate society.

With this in mind, there is heightened interest regarding where or to whom to turn for leadership that bridges difference and builds common ground towards solutions. In this year’s survey, nonprofit leaders gave local representatives from a variety of institutions and organizations a failing grade in their ability to enact solutions to critical challenges in our region. This raises the question, how do we engage and develop a more diverse array of leaders to create a better future for our region?
AS NONPROFITS AIM TO SERVE MORE, TAX REFORM MAY THREATEN NECESSARY RESOURCES

As the federal policy environment shifts, nonprofits are monitoring implications for how they fulfill their missions within the communities they serve.

While it remains to be seen how many households will itemize their charitable deductions with the doubling of the standard deduction, those households that become non-itemizers will see their after-tax cost of donating increase. If expert estimates prove to be true, San Diego nonprofits stand to lose small to mid-size donations from millions of households. This is concerning given that nearly a quarter (27%) of nonprofit leaders reported not meeting fundraising goals last year and less than half (47%) reported being on track for meeting fundraising goals this year.
Academy of Our Lady of Peace

Information
Academy of Our Lady of Peace
4860 Oregon Street
San Diego, CA 92116
Phone: 619-297-2266
Fax: 619-297-2473
www.aolp.org
info@aolp.org
www.facebook.com/AcademyOfOurLadyofPeace
twitter.com/OLPnews
Dr. Lauren Lek
Head of School
Founded: 1882

Mission Statement
Founded and rooted in the Gospel values of the Catholic Church and the charism of the Sisters of St. Joseph of Carondelet, the Academy of Our Lady of Peace (OLP) empowers young women in an innovative learning environment that honors the individual while fostering community, and develops faith-filled leaders dedicated to the “love of God and the dear neighbor without distinction.”

Goals for 2018-19
As San Diego’s oldest, and only all girls’ school, we are honored to serve as the epicenter for women’s education in San Diego and commit to nurturing and educating confident girls, innovative leaders, and dedicated community advocates.

Service Area
San Diego Mega-region (students come from over 79 different zip codes)

Fundraising Events (or Areas of Funding)
Boundless: The Campaign for OLP
This campaign will help us realize our Strategic Plan and Master Site Plan to create a campus for the next generation of OLP students while actively preserving our historical architecture. As we embark on the most ambitious fundraising effort in our school’s history and a true transformation of our campus, we move forward with purpose and a steadfast commitment to providing the best possible educational facilities to facilitate learning for our students.

OLP Gala and Auction, Le Cirque, February 9, 2019
Celebrating 136 years of educating young women in San Diego, OLP’s annual Gala will feature a spectacular auction, live entertainment, and dinner provided by The French Gourmet.

Volunteer Opportunities
If you share our passion for educating, empowering and inspiring girls in San Diego to be “all of which woman is capable,” we hope you will get involved with OLP by attending an event, joining a committee or sharing your ideas for partnership!

Women’s Symposium
OLP’s fifth annual Women’s Symposium will be held on March 15, 2019. This unique speaker series brings together dynamic, successful women in San Diego and beyond to inspire OLP students to fearlessly pursue their dreams. We are seeking sponsors and panelists from all industries. The event is open to the community, along with current high school and collegiate students.

Enrichment Programs and Internships
OLP students are regularly seeking enrichment programs and internships, particularly in the areas of science, technology, engineering and the arts. Please contact us if your company is interested in a bright, ambitious and innovative student leader to participate in your program.

Giving Opportunities
As an independent Catholic school, OLP does not receive federal, state or diocesan funding. The school relies on community support to enhance its academic, athletic and co-curricular programs, preserve its historic campus and fund student scholarships.

Ways to donate:
• Make a donation at aolp.org/givenow
• Become a sponsor or purchase tickets to the Gala and Auction, or the Women’s Symposium
• Learn more about partnership opportunities with Boundless: The Campaign for OLP

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Owner and Publisher
Giving Back Magazine
A Pet’s Life Magazine

Women’s Symposium
Academy of Our Lady of Peace
GIVING GUIDE 2018
OCTOBER 29, 2018
Invest in Her Future

As the oldest high school in San Diego, the Academy of Our Lady of Peace has been educating young women for 136 years.

Invest in the next generation of women leaders and innovators.

Give today at aolp.org/GiveNow
American Heart Association

Information
American Heart Association
9404 Genesee Avenue
La Jolla, CA 92037
Phone: 858.410.3850
www.Heart.org/SanDiego
www.facebook.com/AHAinSanDiego
www.twitter.com/SanDiegoHeart
Jennifer Sobotka
San Diego Division Executive Director
Established: 1924 / 1950 in San Diego County

Mission Statement
To be a relentless force for a world of longer, healthier lives.

Goals for 2018-19
To help create a San Diego where healthy choices are equitable and accessible - where your freeway exit does not determine your health. We are fighting heart diseases and stroke, the No. 1 and No. 5 killers of all Americans, by making the places we live, learn, work, play, pray and heal healthier. In 2017, the American Heart Association funded $12 million in research locally right here in the San Diego region.

Service Area
The Greater San Diego region, including the 3.3 million people of San Diego County and 180,000 people of Imperial County.

Fundraising Events (or Areas of Funding)
The American Heart Association funds more cardiovascular research than any U.S. organization aside from the government, including $12 million locally in San Diego last year. We have funded 13 Nobel Prize winners and numerous scientific breakthroughs. That commitment has brought results. The many AHA-funded discoveries include the first implantable pacemakers, the first artificial heart valve, CPR techniques and cholesterol-lowering medications. Learn more at Heart.Org.

Go Red For Women – SDgoredlunchon.heart.org
Go Red For Women advocates for more research and swifter action for women’s heart health. We encourage women and their families to take action and live a healthier life. Let’s unite. Together we are making a difference. Join us at this year’s Go Red For Women luncheon.

A Night at the Derby - sandiegoheartball.heart.org
The American Heart Association’s “A Night at the Derby” celebrates our work and our mission, our donors and volunteers, and most importantly—the lives that have been saved and improved because of everyone’s efforts.

San Diego Heart Walk – SDHeartWalk.org
The Heart Walk is the American Heart Association’s premiere event to combat the country’s #1 and #5 killers. The initiative is designed to meet people where they are – at work – to talk about heart health and living Healthy For Good. Through sponsorships and individual fundraising, participants enable our organization to make an impact on the communities where they live, work, and play.

Kids Heart Challenge - heart.org/kidsshc
Our school programs support physical & emotional health! Kids are getting active, having fun and raising money to fight heart disease. Sign your school up for free via the website.

Volunteer Opportunities
The American Heart Association depends on the time and talent of volunteers to help us create a healthier world, free of heart disease and stroke. Whatever your capabilities, interests or schedule may be, we can find a volunteer opportunity that’s right for you.

Board of Directors and their Company/Affiliation

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Company/Affiliation</th>
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<tbody>
<tr>
<td>Dan Torpey</td>
<td>Chair, Global Real Estate &amp; Facilities, Qualcomm Incorporated</td>
</tr>
<tr>
<td>Lee Rice, DO</td>
<td>Immediate Past Chair, CEO/Medical Director, Lifewellness Institute</td>
</tr>
<tr>
<td>Thomas Hemmen, MD, PhD</td>
<td>President, UCSD Stroke Center</td>
</tr>
<tr>
<td>Brad Schwartz, MD</td>
<td>Immediate Past President, Medical Director, American Medical Response</td>
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Dennis Dalangin
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Kaiser Permanente
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Retired Vice President & Chief Audit Executive, Qualcomm
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Associate Director – Center for Community Health, UC San Diego
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Ernesto Villanueva
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Ethel Weekly-Avant, RN
President, San Diego Black Nurses Association
Matthew Zubiller
Sr. VP of Corporate Strategy, AMN Healthcare
David Zumaya
Founder, My San Diego
Suan Mahler
Retired Principal, Chula Vista Elementary School District
Cardiovascular disease is the No. 1 killer of women, causing 1 in 3 deaths each year.
That’s approximately one woman every minute! Imagine being one of these women and having an out of hospital cardiac arrest.

**Did you know that men are more likely to receive bystander CPR compared to women?**

And they are also more likely to survive the event!

About 350,000 Americans suffer out of hospital cardiac arrests annually, and in San Diego the survival rate is only about 5-10%. The average EMS response time is more than 8 minutes! And with every minute that goes by where the body doesn’t have any oxygen the chances of survival goes down by 10%. Because of this, we know that the most critical link to survival is CPR.

**When someone receives CPR quickly it can double or triple chances of survival,** yet only about 46% of victims of who suffer out of hospital cardiac arrests receive bystander CPR.

For this reason the American Heart Association’s Go Red for Women campaign is committed to train San Diego students, both male and female, in the life saving skill of Hands Only CPR. We know that by empowering children in our community to learn how to respond in these emergencies, we can improve the survival statistics in our community.

We know it works! Because we have two lives saved to prove it!

**Real Life CPR Save Stories**

**3rd grade student from Green Elementary**
A San Diego third grader is now his mom’s hero! Because of his quick thinking and CPR training this 3rd grader was able to save his mother’s life after she collapsed and stopped breathing on the floor of their home. In September 2016, the American Heart Association launched a CPR in schools training program with San Diego Unified School District. The program was designed to train all 5th, 7th and 9th graders in the District, but the boy’s teacher decided to take it upon herself to train her third-grade class. And it’s a good thing she did. When his mom collapsed, he immediately told his dad “I got this,” pushed him out of the way and performed CPR for 10 minutes until the paramedics arrived. He said afterwards that his thought was “I just gotta do CPR. I mean, I learned it.”

Heart disease and stroke are scary and they do not affect all women alike. Whether we are empowering our youth to learn hands only CPR to potentially save the life of a loved one or encouraging women to take charge of their own health, Go Red For Women harnesses the energy, passion and power women have to band together and collectively wipe out heart disease. It challenges them to know their risk for heart disease and take action to reduce their risk. It also gives them the tools they need to lead a heart healthy life.

**8th grade student from Golden Hill K-8**
During the 2018 Summer Break, Coach Robin Carby of Golden Hill K-8 received a message from one of her 8th grade students that she will never forget! The message stated that she had saved her baby cousin after he was found unconscious during a family gathering. The student was able to perform hands only CPR to the child until help arrived. She thanked her coach for teaching her hands only CPR because if she hadn’t learned the lifesaving skill her cousin may not have survived.

**Thank you to our Executive Leadership Team**

<table>
<thead>
<tr>
<th>Cindy Marden</th>
<th>Deborah Schwert</th>
<th>Linda Step</th>
<th>Jil Moom</th>
<th>Diane Wallace</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chair, Superintendent, San Diego Unified</td>
<td>Vice Chair, CEO, Mission Federal Credit Union</td>
<td>Circle of Red Chair, Retired Fashion Executive</td>
<td>Immediate Past Chair, Managing Director, Deloitte</td>
<td>Immediate Past Chair, Managing Partner, Deloitte</td>
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For table reservations please visit sdgoredluncheon.heart.org

or contact Chelsy Clark at 858-410-3830 or Chelsy.clark@heart.org
American Lung Association

Mission Statement
Our Mission: To save lives by improving lung health and preventing lung disease.
Our Vision: A world free of lung disease.

Goals for 2018-19
Our Strategic Imperatives:
• Defeat lung cancer
• Improve the air we breathe so it will not cause or worsen lung disease
• Reduce the burden of lung disease on individuals and their families
• Eliminate tobacco use and tobacco-related diseases
• Accelerate fundraising and enhance organizational effectiveness to support the urgency of our mission

Fundraising Events (or Areas of Funding)
LUNG FORCE Walk – Presented by SDG&E
Sunday, January 27, 2019, NTC Park at Liberty Station
7:30am – Registration | 9:00 am – Walk Start
Register today at LUNGFORCE.org/SanDiego

LUNG FORCE Expo
Friday, April 12, 2019, SDG&E Energy Innovation Center

Asthma Education Institute
June 2019, Rady Children’s Hospital

Outstanding Mother Awards
Spring 2019

Clean Air Invitational
A golf tournament to benefit the American Lung Association, September 2019

American Lung Association Gala – Presented by SDG&E
Saturday, November 2, 2019

Volunteer Opportunities
Companies, College & High School Students, Service Organizations and Individuals looking for volunteer opportunities, please contact Adrianna O’Donnell at AdriannaODonnell@Lung.org for more information.

Giving Opportunities
With more than 33 million people affected by lung disease, every dollar raised to support research, education and advocacy efforts is needed.

• Lung cancer is the #1 cancer killer of both women and men in the United States.
• Every five minutes, a woman in the U.S. is told she has lung cancer.
• San Diego was rated as having the 6th most polluted air in the country.

E-cigarettes have become a gateway to regular cigarettes, especially in light of the aggressive industry marketing tactics targeted at youth—including the use of candy flavors and the glamorization of e-cigarette use.

Partner with the American Lung Association today and help San Diegans breathe easier. Become a sponsor and enjoy benefits at all of our events. For more information contact Adrianna O’Donnell at AdriannaODonnell@Lung.org.

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Chief Information & Digital Officer
SDG&E/SoCalGas

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Principal, Capgemini

Laurie Edwards-Tate
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Terry’s Voice Annual Golf Tournament

The American Lung Association in California is a 501(c)(3) organization, federal tax ID 94-2553539.
JOIN THE FIGHT
FOR HEALTHY LUNGS
AND CLEAN AIR
IN SAN DIEGO!

TOGETHER, WE ARE A FORCE TO BE RECKONED WITH.

Text LUNG5, LUNG10, LUNG25 to 20222 to make a donation today! Reply "YES" to the confirmation message you receive after. (A $5, $10 or $25 charge will appear on your next phone bill)

*Data messaging rates may apply. Donors must be age 18+ and all donations must be authorized by the account holder. Unsubscribe anytime by texting STOP to 20222; text HELP to 20222 anytime for more information.

LUNGFORCE.org/WALK
Sunday, January 27, 2019
NTC Park at Liberty Station
American Red Cross of San Diego/Imperial Counties

Mission Statement
The American Red Cross prevents and alleviates human suffering in the face of emergencies by mobilizing the power of volunteers and the generosity of donors.

Goals for 2018-19
The local Red Cross aims to be the most trusted community service organization in education, preparation and response to natural disasters and human emergencies. Join us in preparing yourself, your community and your business through the regional resiliency initiative Prepare San Diego.

For more information about Prepare San Diego, visit PrepareSanDiego.org. For more information on the Business Leadership Council, contact Wendy McKinney at 858-309-1217 or wendy.mckinney@redcross.org.

Service Area
We serve more than 3.3 million people in San Diego County, 180,000 people in Imperial County and 56,000 people in American Samoa.

Funding Events (or Areas of Funding)
Disaster Preparedness Academy
Did you know?
• Up to 40% of businesses never reopen following a major disaster
• 74% of small businesses don’t have a disaster recovery plan
• Nearly 60% of Americans are unprepared for a disaster of any kind

This March, join Red Cross and other community experts, instructors, and speakers to gain valuable skills and insights necessary to protect your business, employees, family and community from the potential impacts of disasters or emergencies.

Presented by the Red Cross and the San Diego Regional Chamber of Commerce. Call (858) 309-1276 or visit redcross.org/sandiego for more details.

Shelter of Hope
In May, join the American Red Cross of San Diego/Imperial Counties for the annual Shelter of Hope campaign. A simulated disaster shelter travels throughout the county to raise awareness – and funds – for the vital services provided by the Red Cross. Last year’s Shelter of Hope raised over $560,000 and all proceeds benefit local disaster relief. To learn more, please visit redcross.org/shelterofhope or call (858) 309-1267.

Real Heroes Breakfast
Every fall, the American Red Cross of San Diego/Imperial Counties hosts the Real Heroes Breakfast, a community celebration honoring local individuals and organizations who’ve made a commitment to creating safer, stronger and more resilient communities. Nominations and sponsorships are accepted year-round for the annual event. To learn more about the Real Heroes Breakfast, please visit redcross.org/sandiego/realheroes or call (858) 309-1278.

Volunteer Opportunities
The Red Cross helps people in emergencies every day and our vital work is made possible by our volunteers. The Red Cross is always looking for people with various backgrounds, talents and skills. Join the 2,000+ local volunteers at redcross.org/volunteer.

Giving Opportunities
Donations enable the Red Cross to prepare for, respond to and help people recover from disasters. A hot meal delivered to disaster victims, shelter when there is nowhere else to turn, an emergency message delivered to a member of the Armed Forces – these are just a few ways that your gift may be put to work at the Red Cross.

We also are fundraising for replacement and additional vehicles in our fleet. Without vehicles, Red Cross volunteers couldn’t reach families whose homes have burned, lifesaving blood would never make it to hospitals and shelters wouldn’t be stocked for those who’ve lost everything after a major disaster.

Make a difference by donating at redcross.org/donate, calling the local Red Cross office at (858) 309-1278 or text REDCROSS to 90999 to make a $10 donation.

Board of Directors and their Company/Affiliation

<table>
<thead>
<tr>
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<th>Title</th>
</tr>
</thead>
<tbody>
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<td>Chair, Area President, Mutual of Omaha Bank</td>
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<tr>
<td>Charlene Zettel</td>
<td>Vice Chair, University of California</td>
</tr>
<tr>
<td>Andy Fichttorn</td>
<td>Secretary (Retired), Sea World San Diego</td>
</tr>
<tr>
<td>Dave Geier</td>
<td>Past Chair, San Diego Gas &amp; Electric</td>
</tr>
<tr>
<td>Bobby Brock</td>
<td>President &amp; CEO, Imperial Valley Foundation</td>
</tr>
<tr>
<td>Don Butz</td>
<td>Fire Chief, Lakeside Fire Protection District</td>
</tr>
<tr>
<td>Mary Ruth Carleton</td>
<td>Vice President, University Relations and Development (CEO), San Diego State University (The Campanile Foundation)</td>
</tr>
<tr>
<td>Joe Craver</td>
<td>CEO (Retired), American Red Cross</td>
</tr>
<tr>
<td>Rodger Dougherty</td>
<td>Senior Director, Public Affairs &amp; Brand Communications, Kaiser Permanente</td>
</tr>
<tr>
<td>Denice Garcia*</td>
<td>Director of International Affairs</td>
</tr>
<tr>
<td>Nancy Lindsey*</td>
<td>Rear Admiral</td>
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<tr>
<td>Admiral Rear</td>
<td>Commander, Navy Region Southwest Represented by Keith Gosby, Fleet &amp; Family Support Programs, Work &amp; Family</td>
</tr>
<tr>
<td>Frank Hartman Jr.</td>
<td>1st Vice President, Alliant Insurance Services Inc.</td>
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<tr>
<td>Dan Hom</td>
<td>CEO and President, Focuscom, Inc.</td>
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<tr>
<td>Erica Opstad</td>
<td>Brigadier General</td>
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<tr>
<td>Keith Goosby, Fleet &amp;</td>
<td>Family Support Programs, Work &amp; Family</td>
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<tr>
<td>Rear Admiral</td>
<td>Commanding General, Marine Corps Recruit</td>
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<tr>
<td>Ping Li</td>
<td>Col. Rick Huenefeld, USMC (Retired)</td>
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<tr>
<td>Rosemary Johnston*</td>
<td>Community Liaison Officer</td>
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<tr>
<td>Pat Lloyd</td>
<td>Retired, GKN Aerospace</td>
</tr>
<tr>
<td>Anurag Malik</td>
<td>Chief Information Officer, Bridgepoint</td>
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<tr>
<td>Joseph P. Martinez</td>
<td>Shareholder, Seltzer</td>
</tr>
<tr>
<td>Brian C. Lee</td>
<td>President, San Diego Region, Wells Fargo Bank</td>
</tr>
</tbody>
</table>

*Ex-Officio Members
How We Help

The American Red Cross exists to provide compassionate care to those in need. Our network of generous donors, volunteers and employees share a mission of preventing and relieving suffering, here at home and around the world, through five key service areas including disaster relief, supporting military families, supplying blood, health and safety instruction, and international humanitarian work.

Volunteer—Make a Difference In Your Community

Nearly 95% of Red Cross disaster relief workers are volunteers, who respond to displaced families in San Diego and Imperial Counties almost every day. The vast majority of those families are displaced by home fires. Join us by volunteering to help deliver this critical service.

Prevent Home Fires

The Red Cross responds to nearly 64,000 disasters every year—the vast majority of which are home fires. That’s why the Red Cross launched our nationwide Home Fire Campaign in 2014 and rallied an army of volunteers, donors and partners to canvass high-risk neighborhoods, install free smoke alarms, replace batteries in existing alarms and help families create escape plans through local Home Fire Campaign and signature Sound the Alarm events.

Impact Lives—Donate Money or Blood

The Red Cross is not a government agency, and depends on the generosity of the communities we serve. You can ensure that help is available when needed by donating at redcross.org/sandiego. An average of 91 cents of every dollar the American Red Cross spends is invested in humanitarian services and programs.
Association of Fundraising Professionals, San Diego Chapter

Giving Guide 2018

Mission Statement
The local Association of Fundraising Professionals (AFP) San Diego Chapter, an association of professionals throughout the world, advances philanthropy by empowering people and organizations to practice effective and ethical fundraising on behalf of the community.

Goals for 2018-19
To engage new members, and support and sustain current members, in elevating the discourse and practice of effective and ethical fundraising. These goals encompass education of members through training, mentorship, resources, credentialing and partnerships; networking opportunities; recognizing excellence in philanthropy and volunteerism through National Philanthropy Day and our monthly education programs; and advocacy for legislation that favorably supports philanthropy.

Service Area
Professional Association

Fundraising Events (or Areas of Funding)
AFP San Diego hosts the annual National Philanthropy Day® celebration honoring the work of people dedicated to making a difference in our region through philanthropy and volunteering. The event honors those within our community who are celebrating the gifts of time, talent and treasure through the power of philanthropy and volunteerism. Funds raised from National Philanthropy Day® expand our ability to provide continued education and training to our members.

Volunteer Opportunities
AFP San Diego has a number of committees dedicated to advancing philanthropy through effective and efficient fundraising. Volunteer opportunities exist for individuals with developed skills and those who wish to learn new ones.

Our volunteer committees include:
- Communications and Public Relations Committee
- Education Committee
- Diversity Committee
- Government Relations Committee
- Membership Committee
- Mentorship Committee
- National Philanthropy Day Planning Committee
- Resource Development Committee
- Scholarship Committee
- SNAPI Committee
- Young Professionals Committee

Giving Opportunities

Chapter Support Campaign
Funds raised through the campaign are invested in our chapter for the growth and support of our member benefits and services. These include education opportunities, scholarships, and continued professional development.

National Philanthropy Day
The annual celebration and luncheon provides members and non-members the opportunity to sponsor the event, and purchase tickets in support of our ongoing chapter goals.

Board of Directors and their Company/Affiliation

OFFICERS
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Netzel Grigsby
Mark Lagace
President-Elect
Home Start Inc.
Andrea Muir, CFRE
Past President
Episcopal Community Services
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VP, Inclusion
UC San Diego

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San Diego Zoo Global
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VP, Community Relations
Girl Scouts San Diego
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VP, Resource Development
The Welty Group
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Secretary
St. Paul’s Senior Services Foundation

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Father Joe’s Villages
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National Philanthropy Day Chair
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The Marketing Zen Group
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UC San Diego

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WIK Health Centre Foundation
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UC San Diego

Carlos Medina
Mentorship Chair
Father Joe’s Villages
Christy Wilson
National Philanthropy Day Chair
Rancho Santa Fe Foundation
Francisco Martinez
PR/Communication Chair
The Marketing Zen Group
Carlos Medina
President
UC San Diego
Building Bridges to a Better World

A celebration to recognize the vital role philanthropy plays in our community and to honor those who do it best!

Monday, November 5, 2018 | 11a.m. – 1:30pm.
TOWN & COUNTRY HOTEL

Keynote Speaker
Chancellor Pradeep K. Khosla
University of California San Diego

Tickets available at NPD2018.ORG

NATIONAL PHILANTHROPY DAY 2018 HONOREES
Outstanding Philanthropist
Outstanding Development Professional
Outstanding Philanthropic Corporation
Outstanding Grantmaking Organization
Outstanding Organizational Volunteer
Outstanding Fundraising Volunteer
Outstanding Youth/Student Volunteer

Presenting Sponsor
UC San Diego

COMMUNITY CHAMPION
COMMUNITY LEADERS
COMMUNITY PARTNERS
COMMUNITY SUPPORTERS

EMAIL GEORGIA.RINGLER@AFPSD.ORG CALL 858.212.1706 VISIT WWW.NPD2018.ORG
Barrio Logan College Institute

Information
Barrio Logan College Institute
1625 Newton Ave. Suite 200
San Diego, CA 92113
Phone: 619-232-4686
Phone: 619-232-4689
www.blci.org
info@blci.org
www.facebook.com/BarrioLoganCollegeInstitute
www.twitter.com/blci
Jose A. Cruz
Chief Executive Officer
Established: 1996

Mission Statement
Our mission is to break the cycle of poverty by preparing underserved students to be the first in their families to go to college through after school programs that begin in third grade.

Goals for 2018-19
Prepare underserved students for higher education through college readiness enrichment activities.

Service Area
Education

Fundraising Events (or Areas of Funding)
BLCI’s areas of funding include individuals, corporations, foundations, and government funds. Our fundraising events are the Year End campaign that begins in November and our annual Opportunity for Impact fundraiser in May.

Volunteer Opportunities
Our tutors, mentors, and speakers work hand-in-hand with students, families, and staff. Together, we are helping to create a legacy of hope, passion, and opportunity for the future generations of the Barrio Logan community.

Giving Opportunities
Donate On-Line
Donate By Mail
Set Up Monthly Debit
Donate via The San Diego Foundation at 619-402-1827, for the following:
• Endowments
• Stock Gifts
• Planned Giving Options
• Charitable Gift Annuities (Stock or Cash)
• Charitable Trusts

Board of Directors and their Company/Affiliation
Keith Behner
Board Chair
Philanthropist and Retired City Planner
Susy Villegas
Vice Chair
President
SVPR Communications

Keegan McNamara
Treasurer
Principal
McNamara Real Estate Ventures

Alicia Quinn
Secretary
Vice-President of Programs
Natural High

Adelita Jasso
Licensed Vocational Nurse
Andrew Motiwalla
Founder and Chairman
Terra Education, Inc.
Jolyn Parker
VP External Relations
San Diego OASIS

Joyce Ross
Ross Partners
Volunteer and Retired Organization Consultant
Victor Vilaplana
Vice President, Finance
Renovate America

Board of Directors
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Victor Vilaplana
Vice President, Finance
Renovate America

Tara Agen
HP, Vice President and General Manager
Personal Systems Displays and Accessories

Jesus Cisneros
Regional Director
Inspire U.S.

Susy Villegas
Vice Chair
President
SVPR Communications

Jose A. Cruz
Chief Executive Officer
Established: 1996

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• Stock Gifts
• Planned Giving Options
• Charitable Gift Annuities (Stock or Cash)
• Charitable Trusts
THANK YOU
SAN DIEGO
FOR
HELPING US SEND
100%
OF OUR STUDENTS TO COLLEGE!

Since 1996, Barrio Logan College Institute (BLCI) breaks the cycle of poverty by preparing underserved students to be the first in their families to go to college through after school programs that begin in third grade. 100% of BLCI high school graduates enroll in colleges and universities nationwide.

For more information on how to change our student’s lives visit www.blc.org
Boys & Girls Clubs of Greater San Diego

Information
Boys & Girls Clubs of Greater San Diego
PO Box 178569
San Diego, CA 92177
Phone: 858-866-0591
Phone: 858-866-0595
www.SDYouth.org
info@SDYouth.org
www.facebook.com/BoysGirlsClubsGreaterSanDiego/
twitter.com/bgcofgreatersd
Danny Sherlock, President & Michelle Malin, Vice President
Established: 1941

Mission Statement
To inspire and enable youth to achieve academic success, build good character and responsible citizenship and make healthy lifestyle choices.

Goals for 2018-19
Secure funding to upgrade/expand our bus fleet. Curb summer learning loss of members through new, hands-on summer learning program.

Service Area
We serve 19 locations, which covers 2,000 square miles, in San Diego, Escondido, 4S Ranch, Poway, National City, Ramona, Valley Center & Borrego Springs.

Fundraising Events (or Areas of Funding)
Our signature event is held each fall and is called “An Evening of Changing Lives.” The event hosts over 800 guests and features a silent and live auction, three-course dinner and live entertainment. In addition, we host golf tournaments to support our sites in Borrego Springs and National City.

Volunteer Opportunities
A variety of individual and group volunteer opportunities are available. Volunteers are needed in programs, to support fundraisers, and for one-time projects. Please note that opportunities are limited to weekdays until 6pm. Background checks are required.

Giving Opportunities
While membership costs are low for our families to attend our Clubs, it costs our organization much more to put one youth through our programs. In 2017, we awarded scholarships valued at over $776,163 while 83% of donations went to program services. We offer several ways to support us through donations, matching gifts, giving societies, in-kind services and planned giving.

Board of Directors and their Company/Affiliation

Mike Peters
Chair
Rich Aeling
Ian Anderson
Mark Baker
Jeanelle Brecht
Trudy Bonner
Chris Burt
James Chang
Tony Cincotta
Howard Collins
Calvin Coseo
Curtis Cotton
Lionel Deschamps
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Tom Tullie
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Ed Walton
Dan Weber
Stephen Wittman
Jonathan Woldemariam
Paula Zamudio
CHANGING LIVES
SDYouth.org

Each day, thousands of young people walk through the doors of our Clubs and have their lives transformed. Through our academic success, character development and healthy lifestyles programs, we proved them with the stepping stones and a strong foundation to have a GREAT FUTURE!

CELEBRATING 76 YEARS OF SERVICE

“The best thing about the Club is playing with my friends and meeting new kids everyday!”
– Carly

“I’m really happy here. I don’t know why but it feels good to be here. I think it’s the people.”
– James

“We have playtime, homework time and lots of snacks. I can stay here all day!”
– Sergio

Thank You to our Major Partners!

Thank You to our Major Partners!

30,734 Youth Served!
ON DEC. 31, 2018 WE WILL HAVE DONE WHAT NO PUBLIC UNIVERSITY OUR AGE HAS DONE BEFORE
BE PART OF MOVING THE REGION FORWARD

With your support of our $50M campaign, TOGETHER we will

- Create clear pathways to college for 200,000 K-12 students
- Educate more veterans, former foster youth, and first-generation college students than any other university in the region
- Grow new programs in music, engineering, craft brewing and cybersecurity

- Compete at the top of our game in NCAA Division II with expanded athletic scholarships and a new sports arena
- Lead the transformation of palliative care

YOUR GIFT PREPARES TOMORROW’S LEADERS, BUILDS GREAT COMMUNITIES, AND SOLVES CRITICAL ISSUES.

GIVE TODAY CSUSM.EDU/GIVING
Volunteer Opportunities
Volunteers are critical to our efforts to prevent and end homelessness. In fact, nearly 10,000 volunteers give more than 140,000 hours of support annually. Opportunities are available for individuals or groups. We can help you plan a corporate volunteer event. Volunteers prepare and serve meals, mentor children, help with special events, and more. Visit www.neighbor.org/volunteer to get started.

Giving Opportunities
Your support will change lives. Become a monthly donor to increase the impact of your support or give a one-time gift of money, stocks, vehicles, or household goods. You can also shop at our Furniture Store and retail stores.

Planned Giving
Planned Giving is an excellent way to increase your tax benefits while also nurturing your community. We’ll work with you and your financial advisers to prepare a planned giving program that honors you and maximizes your assets while turning them into a legacy of service to others. Contact Dennis Morgan at 619-446-2163.

Corporate Partners
We value our corporate partners and business leaders. Contact Noah Jackson at 619-446-2116 or events@neighbor.org for information on becoming a corporate partner.

Board of Directors
and their Company/Affiliation

Information
Father Joe’s Villages
3350 E Street
San Diego, CA 92102-3332
Phone: 1-800-HOMELESS; 619-446-2100
Fax: 619-446-2129
www.neighbor.org
info@neighbor.org
www.facebook.com/FatherJoesVillages
www.twitter.com/fatherjoes
Deacon Jim F. Vargas, OFS
President/CEO
Established: 1950

Mission Statement
Our mission is to prevent and end homelessness, one life at a time.

Goals for 2018-19
Our homeless neighbors are often isolated and afraid, so we provide compassionate, dignified and empowering programs that restore dignity, renew hope and change lives.

We house nearly 2,000 people each night in emergency and permanent housing and provide healthcare, vocational training, addiction treatment and more, all focused on ending homelessness in San Diego. In 2019, we will break ground on a 407-unit affordable housing development.

Service Area
San Diego

Fundraising Events (or Areas of Funding)
17th Annual Thanksgiving Day 5K – November 22, 2018
Celebrate the bounty of Thanksgiving at San Diego’s best Thanksgiving Day 5K in beautiful Balboa Park. Post race festival with fun for the whole family. Dogs welcome! Register at ThanksgivingRun.org.

Taste of the Village – Thursday, March 14, 2019
You are invited into the heart of our Village to learn about our programs and success stories. Enjoy behind the scenes tours, wine and cuisine prepared by our very own Culinary Arts Program.

Children’s Charity Gala – Saturday, May 4, 2019
Did you know that children who are homeless are four times as likely to have delays and twice as likely to repeat a grade in school? That’s why our Gala is dedicated to lifting children experiencing homelessness up and into a future of success.

A Short Walk Home – August 3, 2019
San Diego’s first and only walk to end homelessness. Walk 2 miles to raise funds for programs moving neighbors in need off the street and into permanent homes of their own.
Father Joe’s Villages

The unwavering compassion and innovative solutions they offer—paired with their outstanding fiscal responsibility—are worth recognizing and celebrating.

Steve Espino, Senior V.P.
Banner Bank

Thank you to our 2018 Corporate Partners!
Want to join our Corporate Partners Club? Visit neighbor.org/cp today.

I can’t express how happy I am with my place. Hopelessness is no longer in my vocabulary. I have a place I call home. I feel like a new person. Thanks again!

Anonymous
Program Graduate

There isn’t a better organization than Father Joe’s that provides end-to-end solutions to get those down on their luck housing, meals and healthcare...

Bob Leone
President, MRC
Feeding San Diego

Information
Feeding San Diego
9455 Waples St, Ste 135
San Diego CA 92121
Phone: 858-452-3663
Fax: 858-768-7438
www.feedingsandiego.org
info@feedingsandiego.org
www.facebook.com/feedingsandiego
www.twitter.com/feedingsandiego
www.youtube.com/feedingsd
www.instagram.com/feedingsandiego
Vince Hall
Chief Executive Officer
Established: 2007

Mission Statement
We are committed to a culture of responsibility and dignity and to leading our local community in the fight against hunger by efficiently providing access to food and nutritious meals. Feeding San Diego builds local and national partnerships with purpose.

Goals for 2018-19
Feeding San Diego is the leading hunger relief organization in San Diego County, distributing 26 million meals last year to the 1 in 8 San Diegans who face hunger. We capture good food before it goes to waste and distribute it to people facing hunger. We rescue food at more than 400 locations and distribute it through 260+ neighborhood partners. Feeding San Diego is the only Feeding America affiliate in the region, which allows us access to large quantities of donated food from national retailers and manufacturers.

Service Area
San Diego and Imperial Counties

Fundraising Events (or Areas of Funding)
Month of a Million Meals: December 2018
Join our annual holiday campaign, in partnership with ABC10, to raise at least one million meals for children, families, and seniors in need throughout San Diego.

Pairings with a Purpose—Brunch by the Beach: April 13, 2019
One of San Diego’s premier culinary events of the year, featuring local chefs, breweries, wineries, and distilleries who come together to raise awareness and help end hunger. Eat, drink, and cast your votes at a culinary competition at Bobby Riggs in beautiful Encinitas. This fourth annual event supports hunger relief programs through Feeding San Diego.

School’s Out Hunger’s Not: May – August 2019
In San Diego, 1 out of 6 kids faces hunger. Many of them lose access to vital school meals over the summer months when school is out. We fill the gap by offering free summer meals and snacks to children ages 1-18 at libraries, community organizations and centers. In Summer 2018, we raised more than 1.3 million meals

Volunteer Opportunities
With the support of 14,000 volunteers, Feeding San Diego was able to serve more than 63,000 people each week last year. From individuals to large corporate groups, volunteers help sort, clean, bag and box food before it is distributed throughout the community. A Service Enterprise certified organization, FSD also offers opportunities for regular volunteers to lead shifts, provide administrative support and work with specific departments on specialized projects.

Giving Opportunities
Feeding San Diego relies on support from individuals, corporations and the community to fund critical programs for the 1 in 8 people in San Diego who experience hunger. With a high level of operational efficiency and fiscal responsibility, FSD maximizes the return on every donor’s contributions. For every dollar donated, FSD is able to provide four meals to those in need.

Support Feeding San Diego by sponsoring an upcoming event, underwriting a community food distribution, or donating funds online at feedingsandiego.org/donate.

Board of Directors and their Company/Affiliation
Gwendolyn Sontheim
Chair
Aqualia International Foundation LTD
Sandy McDonough
Vice Chair
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Rochelle Bioteau
Squires, Sherman & Bioteau LLP
Jon Buneta
Target Corporation
Luis Estrada
KPBS
Kevin Limbach
TaylorMade Golf Company
Thomas Taylor
Treasurer
Thomas J. Taylor Construction Inc.
Eugene Chen
Secretary
Medenovo LLC & CWC
Healthtech Advisors
Mark Loretta
San Diego Padres
Jodi Smith
Ernst & Young LLP
Shelby Speas
Alliance for Good Works
MAKE A DIFFERENCE FOR THE 1 IN 8 SAN DIEGANS WHO FACE HUNGER

Nearly 500,000 San Diegans, including 1 in 6 children, face hunger. These families rely on Feeding San Diego and support from the community to make ends meet. Join us this season to make sure every family has the nutrition they need to thrive.

❤ VOLUNTEER   ⚡ DONATE   🗣 ADVOCATE

Visit feedingsandiego.org to learn how you can get involved.
Fleet Science Center

Information
Fleet Science Center
1875 El Prado
Balboa Park
San Diego, CA 92101
Phone: 619-238-1233
Fax: 619-685-5771
www.fleetscience.org
www.facebook.com/FleetScienceCenter
www.twitter.com/fleetscience

Steve Snyder, PhD
CEO
ssnyder@rhfleet.org

The Fleet Science Center opened in 1973.

Mission Statement
The Fleet Science Center’s mission is to realize a San Diego where everyone is connected to the power of science.

Goals for 2018-19
- Provide educational STEM programming to 475,000+ San Diegans and visitors at the Science Center, at schools and in the community.
- Increase the Fleet’s reach from serving 83% of ZIP codes in San Diego County to serving 100% of ZIP codes through programs such as Access Science.
- Host four large-scale events dedicated to inspiring learners of all ages (High Tech Fair, Impossible Science Festival, Maker Faire and DNA Day).
- Coordinate with 50+ partner organizations to provide free STEM programming in Clarendon through our 52 Weeks of Science program, and explore expanding to a third neighborhood.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
The Magic of Wine on Saturday, May 11, 2019
Join us for an exquisite wine-paired dinner designed by chef Andrew Spurgin. The Fleet’s third annual event will be co-chaired by Gary Parker, Loreen Collins and Howard Appel and will include a silent auction of impeccable wines and a live auction. For details, email Alessandra Monzon at amonzon@rhfleet.org.

Volunteer Opportunities
Encourage teamwork by volunteering together at the Fleet! The Fleet offers volunteer opportunities in a creative, fun environment. Learn more by emailing volunteerservices@rhfleet.org.

Giving Opportunities
The Fleet brings inquiry-based science education to classrooms and communities throughout San Diego. As a nonprofit organization, we rely on generous contributions from individuals, corporations, foundations and public agencies. Make a donation online at www.fleetscience.org.

Help us make science accessible to kids!
An anonymous donor family has generously pledged to contribute $50,000 to provide unprecedented access to the Fleet and Fleet education programs for thousands of San Diego students if we can match their support with an additional $50,000.

With your support, thousands of kids will be able to access science learning through:
- The Fleet’s Access Science Program, which provides free or reduced-cost field trips to students from Title I schools;
- Fleet Science Clubs, which introduce kids in grades Pre-K-8 to science learning through hands-on activities; and
- Engaging programs like SciTech and 52 Weeks of Science, which take place in schools, libraries and other community locations to connect students to the power of science.

Demand for these programs has been growing faster than the funding to make them available, so please consider donating to the challenge today at www.fleetscience.org or by calling (619) 238-1233 x756.

Become a Corporate Partner
The Fleet’s Corporate Partners Program helps companies reach new audiences, improve brand recognition, engage clients and reward employees while supporting science in San Diego. For more information, contact Julie Schardin at jschardin@rhfleet.org.

Join the Luminary Society
The Luminary Society is the Fleet Science Center’s premier membership program for those with a passion for the possibilities and power of science. Luminary Society members have access to exclusive events and special activities. For more information, contact Michelle Powers at mpowers@rhfleet.org.

Board of Directors and their Company/Affiliation

<table>
<thead>
<tr>
<th>Charles Bergan, Chairman</th>
<th>John Driver</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vice President, Engineering, Qualcomm</td>
<td>Chairman and CEO, Lynx Technology</td>
</tr>
<tr>
<td>Peter Preuss, Jr., Vice Chair</td>
<td>John Elliott</td>
</tr>
<tr>
<td>Director of Business Development, Tecate Group</td>
<td>Global Managing Director – Digital Platforms, Accenture</td>
</tr>
<tr>
<td>Thomas Briggs, Secretary</td>
<td>Pam Fair, Past Board Chair Retired, Former VP at San Diego Gas &amp; Electric</td>
</tr>
<tr>
<td>Partner, Jones Day</td>
<td>Matt Grob</td>
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<tr>
<td>Diana Day, Treasurer</td>
<td>CTO, XCOM</td>
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<tr>
<td>Vice President, Enterprise Risk Management &amp; Compliance, San Diego Gas &amp; Electric</td>
<td>Peter Heavy</td>
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<td>Steph Barry, President, Aqua Business Consulting</td>
<td>Chief Compliance Officer &amp; Vice President, Solar Turbines</td>
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<td>Erik Caldwell, Director of Economic Development, City of San Diego</td>
<td>Cindy Hesse</td>
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<tr>
<td>William Carley, Partner, MindPiece Consulting</td>
<td>Technology Consultant, Independent</td>
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<td>Han S. Chiu, Founder and Managing Partner, Vavci Ventures</td>
<td>Jeannie Hilger</td>
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<td>Loreen Collins, Retired, Real Estate and Corporate Attorney</td>
<td>Vice President, Communication Business Unit, Northrop Grumman Corporation</td>
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<td>Kristi Jaska</td>
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<td>Vice President of Engineering, ViaSat</td>
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<td>Michael Kalichman</td>
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<td>Director, San Diego Research Ethics Consortium</td>
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<td>Kimberly Manhard</td>
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<td>Executive Vice President, Heron Therapeutics</td>
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<td>Gita Murthy</td>
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<td>CEO, RORE, Inc.</td>
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<td>Dipak Panigrahi</td>
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<td>President and CEO, Netra Therapeutics Inc.</td>
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<td>Gary Phillips</td>
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<td>Investment Manager, Conlegium Veteran Investment Partnership</td>
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<td>Albert Pisano</td>
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<td>Dean and Professor, Jacobs School of Engineering</td>
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<td>Nancy Robertson</td>
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<td>Software Engineer, Technology Unlimited Group</td>
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<td>Irvin Rodrigues</td>
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<td>Chief Product Officer, Oriloi</td>
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<td></td>
<td>David Sarkaria</td>
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<td></td>
<td>Senior Director of Compensation &amp; Benefits, Sempra Energy</td>
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</tbody>
</table>

From individuals, corporations, foundations and public agencies. Make a donation online at www.fleetscience.org.
The Fleet Science Center, featuring interactive science exhibits and the world’s first IMAX® Dome Theater, is the most visited museum in Balboa Park. We host schools through field trips and workshops at the science center, and we also provide educational programs for students at schools throughout San Diego County.

We bring science to you! Programs like 52 Weeks of Science offer free science events in your neighborhood every week, and our Two Scientists Walk Into a Bar event brings 50 scientists on one night to 25 bars all over San Diego.

Science is everywhere … and so is the Fleet.

FUTURE SCIENTISTS ARE MADE HERE.

Save the Date for
THE MAGIC OF WINE
Saturday, May 11, 2019

The Fleet Science Center’s Annual Wine-Paired Dinner and Auction

For information, please contact Alessandra Monzon at amonzon@rhfleet.org.

RAISE A GLASS TO SUPPORT SCIENCE!
Girl Scouts San Diego

Information
Girl Scouts San Diego
1231 Upas Street
San Diego CA 92103
Phone: 619-298-8391
Fax: 619-298-2031
www.sdgirlscouts.org
info@sdgirlscouts.org
www.facebook.com/sdgirlscouts
twitter @sdgirlscouts
Carol M. Dedrich, MBA, CFRE
CEO
Established: 1917

Mission Statement
Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

Goals for 2018-19
As the world's best leadership organization for girls, Girl Scouts will focus on increasing the number of girl members and adult volunteers so that even more G.I.R.L.s (Go-getters, Innovators, Risk-takers, and Leaders) can develop valuable life skills and explore the outdoors, STEM, and entrepreneurship.

Service Area
San Diego County and Imperial County

Fundraising Events (or Areas of Funding)
Closing the STEM Gender Gap
Igniting girls’ interest in science, technology, engineering, and math through hands-on activities, mentorship, and career exploration.

Girl Scout Cookie Program
Helping girls develop confidence; gain skills in goal setting, decision making, money management, and business ethics; and raise funds for troop and council activities. (Jan. 27-March 10, 2019)

Cool Women of 2019
Honoring women who are exemplary role models for girls and recognizing Emerging Leader Girl Scouts for their achievements. (March 22, 2019)

Girl Scout Outreach Program
Bringing the Girl Scout Leadership Experience to girls living in underserved areas of our community.

Camperships for Outdoor Adventures
Providing scholarships for girls to practice leadership, seek challenges, and make lifelong memories at summer camp.

Urban Campout
San Diego's 22nd annual "fun fundraiser for grown-ups" features gourmet dining, dancing, games, and s'mores under the stars. (Sept. 13, 2019; Girl Scouts' Balboa Campus in Balboa Park)

Volunteer Opportunities
Girls need you! Whether you’re a woman or man, a parent or not, you’ll find volunteering for Girl Scouts rewarding. Invest an hour, a day, or more to help girls develop values and leadership skills.
Consider these flexible opportunities:
• Share your skills with girls in our outreach program
• Lead or co-lead a troop
• Volunteer at an event
• Serve on a committee
• Assist at a day camp
• Invite a troop to tour your workplace

Giving Opportunities
• Donate funds, products or services
• Sponsor an event or program
• Make a planned or matching gift

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Cathy Young
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G.I.R.L.
gl-getter / innovator / risk-taker / leader
THERE IS POWER IN EVERY G.I.R.L.

Unleash it at Girl Scouts.

SELF-STARTER GO-GETTER ACHIEVER DILIGENT DOER ENTHUSIAST MOTIVATER BALL OF FIRE ENERGETIC PERSISTENT DETERMINED TO SUCCEED INNOVATOR CHALLENGES ASSUMPTIONS TINKERER DREAMER INVENTOR BRAINSTORMER CURIOUS VISIONARY EXPERIMENTER THINKS OUTSIDE THE BOX RISK-TAKER OPEN-MINDED ENTREPRENEUR PIONEER BRAVE CURIOUS STRONG COURAGEOUS EXPLORER TRAVELER MOVER AND SHAKER ADVENTURER PASSIONATE CONFIDENT RESPONSIBLE MENTOR ADVOCATE LEADER SUPPORTIVE CHANGE MAKER KIND APPRECIATIVE CHAMPION GROUNDBREAKER OPTIMIST ACTIVIST

www.sdgirlscouts.org • 619-298-8391

#sdgirlscouts #girlscoutnetwork
Giving is winning in Funner, CA.

As the best resort in Funner, CA, Harrah’s Resort SoCal is as much about good times as it is about giving back. From 5ks to food drives to keeping beaches clean, our teammates get out and lend a hand…or a smile. It’s our commitment to helping communities win big.

HarrahsSoCal.com
As the best resort in Funner, CA, Harrah’s Resort SoCal is as much about good times as it is about giving back. From 5ks to food drives to keeping beaches clean, our teammates get out and lend a hand...or a smile. It’s our commitment to helping communities win big.

HarrahsSoCal.com
Reach out and make our home even better
For almost two decades, SDG&E® and I Love A Clean San Diego have been partners in Coastal Cleanup Day to care for and beautify San Diego. That means cleaner beaches, parks, and canyons for everyone to enjoy.

One person can make a difference. Be the change for a cleaner San Diego.
Interfaith Community Services

Information
Interfaith Community Services
550 W. Washington Avenue
Escondido, CA 92025
Phone: 760-489-6380
Fax: 760-740-0837
www.interfaithservices.org
contactus@interfaithservices.org
www.facebook.com/interfaithservices
www.twitter.com/interfaithservices
Greg Anglea
Chief Executive Officer
Established: 1979

Mission Statement
Mission Statement: Interfaith Community Services empowers people in need to stabilize and improve their lives through comprehensive programs, in partnership with diverse faith communities and people of compassion.

Goals for 2018-19
• Fulfill Basic Needs for All People
• Create and Sustain Value-Based Partnerships
• Strengthen Service-Enriched Housing for Persons in Crisis
• Promote Self-Sufficiency and Empowered Living
• Expand Addiction and Recovery Services

Service Area
• Housing
• Employment and Economic Development
• Recovery and Wellness
• Self-Sufficiency and Supportive Services
• Behavioral Health and Recovery

Fundraising Events (or Areas of Funding)
Last year, Interfaith pledged to house 1,000 men, women and children. We are proud to announce that we did it! In just twelve months, Interfaith moved 1,198 individuals, including 167 veterans off the streets, into their own homes- ending their homelessness. In the coming year, we aim to make this a reality for even more people experiencing homelessness or at risk of losing their home. Join us in our pledge to house 2,019 men, women and children, including 250 veterans by December 31, 2019. In order to meet this ambitious goal, we need YOUR help.

Volunteer Opportunities
Interfaith has a variety of individual and group volunteer opportunities that can either be one-time, or a recurring position. Opportunities for interested volunteers of all ages range from making sack lunches, to case management, to legal aid assistance, and more. All opportunities are listed at www.interfaithservices.org/volunteer.

Giving Opportunities
Help us house 2,019 men, women and children by the end of 2019!
1. Contribute by visiting www.interfaithservices.org, click the YELLOW DONATE BUTTON and select “Housing 2019” from the pull-down menu.
2. Contribute by sending a check to Interfaith Community Services, 550 W. Washington Ave, Escondido, CA 92025- please note “Housing 2019” in the memo section.
3. Donate new or lightly used furniture appropriate for small apartments such as small sofas, bedroom dressers, chairs, tables, nightstands and lamps. Also donate new household items such as dishes, silverware, cleaning supplies, bedding and towels. Contact Robert Adams, Chief Development Officer at 760-489-6380 ext. 206.

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With your support, the Cruwell Family is smiling in their new home.
With your support, last year Interfaith housed 1,198 men, women, and children, including 167 veterans!

Because of YOU, and others like you, Winona and her daughter have a safe place to call home.

Housing2019

This year, Interfaith pledges to end and prevent homelessness for 2,019 individuals.

www.interfaithservices.org

Interfaith earns Charity Navigator’s highest ranking as a Four Star Charity, and is a BBB Accredited Charity, meeting all Standards for Charity Accountability.
Jacobs & Cushman San Diego Food Bank

Mission Statement

The Jacobs & Cushman San Diego Food Bank and our North County Food Bank chapter provide nutritious food to people in need, advocate for the hungry, and educate the public about hunger-related issues.

Goals for 2018-19

The Food Bank feeds, on average, 370,000 people every month in communities throughout San Diego County. Last year, the Food Bank distributed 28 million pounds of food. Of that number, nearly 10 million pounds was fresh produce. The Food Bank’s goals for 2018-2019 include:

• Expanding the Food Bank’s feeding programs for individuals and families in need in communities throughout San Diego County.
• Continuing to innovate the Food Bank’s operations and programs so that the organization is streamlined, efficient, and can quickly pivot to meet unmet need in the community.
• Increasing support to colleges and universities on our College Hunger-relief Program to provide food assistance to students from working-poor families who struggle with food insecurity.
• Grow the Food Bank’s Diaper Bank Program to remove barriers to employment for low-income parents with infants and toddlers.
• Expanding hunger-relief services in North County through our North County Food Bank chapter and our North County Hunger Initiative.
• Reducing nutrition-related disease among our client population by further increasing the nutritional value of the food we distribute.
• Reducing the waiting list for elementary school children living in poverty to join the Food 4 Kids Backpack Program.

Service Area

San Diego County

Fundraising Events (or Areas of Funding)

Annual Gala, Chefs, Cork & Craft, Saturday, April 27, 2019

The Food Bank’s annual gala will take place in our 90,000-square-foot warehouse in Miramar. The event will feature delicious cuisine prepared by more than 30 celebrated local chefs with live entertainment in support of the San Diego Food Bank’s vital hunger-relief programs.

Annual AimLoan.com San Diego Blues Festival, Saturday, September 7, 2019

Set on the downtown waterfront, our annual Blues Festival fundraiser is a family-friendly event that attracts top-name blues acts. With thousands of attendees every year, the Food Bank’s Blues Festival has become a nationally recognized event.

Volunteer Opportunities

Volunteers are the backbone of our organization. We rely on volunteers to sort, pack, and distribute food to our clients every month. This year, we had 26,107 volunteer visits at our warehouse, and our volunteers donated a total of 58,939 hours. For more information about our volunteer opportunities, please visit SanDiegoFoodBank.org/Volunteer.

Giving Opportunities

Families & Youth Initiative

The Food Bank provides food assistance to low-income families, families living in poverty, and chronically hungry elementary school children who face the threat of hunger every day.

Senior Initiative

The Food Bank provides critical food assistance to tens of thousands of seniors living at or near the poverty level. The seniors we serve have little money left over for food after paying rent and medical bills.

Military Initiative

The Food Bank feeds 39,000 low-income veterans and low-income active-duty military personnel and their dependents every month.

Nutrition Initiative

The Food Bank is committed to providing healthy, nutritious food to the individuals and families we serve. We provide nutrition education, help our clients sign up for CalFresh benefits, and we distribute millions of pounds of fresh produce annually to help fight nutrition-related disease, especially among the children we serve.

Emergency Assistance & Disaster Relief Initiative

In addition to providing emergency food assistance to San Diegans facing economic hardship, the Food Bank is an emergency responder in the event of a major disaster such as an earthquake or wildfire. The Food Bank will mobilize emergency food, water and supplies to San Diegans affected by a major disaster.

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Bank of America

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Director of Intercollegiate Athletics
San Diego State University
3 Easy Ways Your Company Can Help the Jacobs & Cushman San Diego Food Bank and our North County Food Bank chapter

1) **Volunteer**
   Need a great company team building opportunity?
   Volunteer at the Food Bank’s 90,000-square-foot warehouse in Miramar.
   » We offer 2- or 3-hour volunteer shifts Monday through Saturday.
   » We can accommodate groups up to 100 people.
   » We can often provide space for your group to hold a meeting before or after your shift. And we can offer a space for your company to provide your volunteers with an outside catered meal before or after their shift. For more information, visit: [SanDiegoFoodBank.org/Volunteer](http://SanDiegoFoodBank.org/Volunteer)

2) **Donate Through Payroll Giving**
   Donate monthly through your company’s payroll giving program. Your donation could be doubled with a matching gift from your employer. To see if your employer participates, visit: [SanDiegoFoodBank.org/Payroll](http://SanDiegoFoodBank.org/Payroll)

3) **Host a Virtual Food Drive**
   Host a company-wide Virtual Food Drive this holiday season!
   » You can donate food easily online via the Food Bank’s website.
   » Using your logo, we can customize a Virtual Food Drive for your business!
   » Set up a competition between departments to see who can raise the most food. For more information, visit: [SanDiegoFoodBank.org/Virtual](http://SanDiegoFoodBank.org/Virtual)
Jewish Family Service of San Diego

Information
Jewish Family Service of San Diego
JOAN & IRWIN JACOBS CAMPUS
Turk Family Center
8804 Balboa Avenue
San Diego, CA 92123
Phone: 858-637-3000
Fax: 858-637-3001
www.jfssd.org
www.facebook.com/jewishfamilyservicesd
www.twitter.com/JFSSD
Michael Hopkins, MSW
Chief Executive Officer
Established: 1918

Our Purpose
Jewish Family Service is a client-centered, impact-driven organization working to build a stronger, healthier, more resilient San Diego.

Goals for 2018-19
Throughout our history, Jewish Family Service has been a trusted community resource for people in search of a better life. With an approach rooted in supportive personal relationships and strong community partnerships, we deliver vital services that foster the health, skills, confidence, and resilience of every person we serve. Through our work, we help San Diegans of all ages, faiths, and backgrounds build a foundation of economic stability, personal wellbeing, and community connection that empowers them to thrive. By lifting up individuals and families, we strengthen our entire community. This year, we celebrate our Centennial – and launch our next century of Moving Forward Together.

Service Area
Greater San Diego and parts of Riverside County

Fundraising Events (or Areas of Funding)
Heart & Soul Gala: Captivating Stories. Magical Moments - April 6, 2019
Chairs Jamie Carr, Erin Combs Pearl, and Scott Schindler invite you to join them at the Hyatt Regency La Jolla for a magical evening. One of San Diego's premiere charitable galas, this fun and moving evening will raise vital resources that offer help and hope to more than 20,000 people annually.

Behavioral Health Luncheon - May 30, 2019
Join JFS for this beautiful and inspiring annual luncheon and auction at the Hyatt Regency La Jolla. Designed to raise awareness and reduce the stigma associated with mental illness, this longstanding event has featured captivating speakers including Suzy Favor Hamilton and Margaret Trudeau.

Join us as a Signature Underwriter!
Become a Signature Underwriter to ensure that 2019 is JFS's most impactful year yet! Leverage your philanthropic investment in JFS by securing VIP benefits for our most popular events throughout the year. Your underwriting gift ensures JFS can continue providing help and hope to the children, families and older adults who turn to us in their time of need.

Register to attend one of our signature events or learn more about underwriting and sponsorship opportunities by calling Dana Levin at 858-637-3013 or visit www.jfssd.org.

Volunteer Opportunities
Come Change Lives With Us. Volunteers are people with passion – for serving others and strengthening our community. From delivering meals to mentoring youth, there are more than 30 different ways to bring your passion to life in meaningful ways. Find the opportunity that speaks to you at www.jfssd.org/volunteer.

Giving Opportunities
Together, we can build a San Diego community of stronger families, greater opportunity and healthier lives at every age.
• Become a corporate partner or event sponsor and join us in making an impact in our community
• Become a Friend of the Family by joining our annual campaign. Our Friends are invited to attend a series of special events throughout the year
• Donate your vehicle
• Donate food or hold a food drive to benefit the Hand Up Food Pantry
Make a difference today by visiting www.jfssd.org or contact Shana Hazan, Chief Philanthropy Officer, at 858-637-3281.

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Kimberly Greenleaf

Giving Guide 2018 LATEST.indd   40
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100 Years of Changing Lives

With a century of experience behind us, we’re committed to meeting people where they are and delivering the compassionate services that have helped generations of San Diegans transform their lives.

Join Us...

Our Next Century Starts Now

www.jfssd.org | (858) 637-3000

JOAN & IRWIN JACOBS CAMPUS, Turk Family Center, 8804 Balboa Avenue, San Diego, California 92123
CELEBRATING 30 YEARS
of working toward life without disease.

La Jolla Institute for Immunology

Since its inception in 1988, La Jolla Institute for Immunology has solely dedicated itself to understanding the far-reaching power of the immune system because we believe that no other biomedical discipline has greater implications for human health than immunology.

At La Jolla Institute for Immunology, we know that the immune system holds the key to a healthy future for everyone. We want to get there sooner rather than later - because patients and the people who love them shouldn’t have to wait.

Your support is a rare opportunity to help bring about advances that will change everything. Please visit us at lji.org to learn more or to make a contribution in support of our groundbreaking work.

Help us transform someday into today.

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By the Numbers

<table>
<thead>
<tr>
<th>#5</th>
<th>Worldwide rank based on scientific impact in the field of immunology</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;2,400</td>
<td>Scientific publications</td>
</tr>
<tr>
<td>1</td>
<td>National Academy of Science member</td>
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<tr>
<td>85+</td>
<td>Licensing agreements</td>
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<tr>
<td>5</td>
<td>Clinical trials</td>
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<tr>
<td>$1,89 million</td>
<td>Federal grant funding per faculty, almost triple the national average</td>
</tr>
<tr>
<td>438</td>
<td>Total headcount</td>
</tr>
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<td>23</td>
<td>Principal investigators</td>
</tr>
<tr>
<td>176</td>
<td>Postdoctoral fellows and other trainees</td>
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<tr>
<td>&gt;95</td>
<td>Patents</td>
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<tr>
<td>28</td>
<td>Drugs in ongoing preclinical trials</td>
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<tr>
<td>30+</td>
<td>Years with Kyowa Kirin, the longest industry: academia partnership</td>
</tr>
</tbody>
</table>

2018 BUDGET* (in millions)

| 13% ADMINISTRATION |
| 87% RESEARCH-RELATED EXPENSES |
| 43.48 FEDERAL GRANTS & CONTRACTS |
| 2.61 PHILANTHROPY |
| 2.42 NON-FEDERAL GRANTS & CONTRACTS |
| 1.45 OTHER |
| 1.24 TECHNOLOGY (LICENSED & CIRA) |

*Cash Basis

Affiliations
UC San Diego Health System
Sanford Consortium for Regenerative Medicine
IMAGINE
life without disease.
National Multiple Sclerosis Society

Information

National Multiple Sclerosis Society
10089 Willow Creek Road, Suite 250
San Diego, CA 92131
Phone: 800-344-4867
Fax: 760-804-9266
www.MSpacific.org
MSinfo@MSpacific.org
www.facebook.com/MSpacific

Richard V. Israel
Chapter President
Established: 1946

Mission Statement

People affected by MS can live their best lives as we stop MS in its tracks, restore what has been lost and end MS forever.
• Life-changing breakthroughs ensure people have what they need to navigate the challenges of MS
• Research breakthroughs continue to fuel the treatments and solutions that will stop the disease in its tracks, restore what has been lost, and end MS forever.
• Everyone who wants to do something about MS can fuel progress.

Service Area

San Diego, Orange and Imperial County and the Hawaiian Islands

Fundraising Events (or Areas of Funding)

• Bike MS presented locally by Monster Energy
• Bubbles & Brunch to End MS
• Challenge Walk MS
• Do It Yourself Fundraising
• Finish MS
• MS Dinner Auction
• MS Golf Invitational
• San Diego County Credit Union Walk MS

Volunteer Opportunities

The Society offers a variety of volunteer opportunities that match your time and talents to our organization.

Giving Opportunities

Whether you want to support an event participant, give in honor or memory of someone, participate in a matching gift program, donate stocks or securities, or make an outright donation, we’ll honor your giving preference.

Board of Directors and their Company/Affiliation

Phil Brennick
Morgan Stanley

Jody Corey-Bloom, MD, PhD
University of California, San Diego

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Monster Energy Company

Paul Frohna, MD, PhD
Bioniz Therapeutics, Inc.

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Community Leader

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City of Orange

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Consultant

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Community Leader

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San Pasqual Band of Mission Indians

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Madiba, Inc.

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San Diego County Credit Union

San Diego Business Journal

SANDAG

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Viasat

UT San Diego
The National MS Society has embarked on a $1 BILLION DOLLAR FUNDRAISING CAMPAIGN to fuel breakthroughs that will change the world for people with MS.

People affected by MS are relying on us to do whatever it takes to accelerate breakthroughs — life-changing breakthroughs that enable people to live their best lives today and research breakthroughs that will end MS forever.

Every breakthrough matters. Every dollar counts. Give your best gift today.

TOGETHER WE WILL BREAKTHROUGH MS.

Learn more and watch the video at BREAKTHROUGHMS.ORG

nationalMSsociety.org/BreakthroughMS
Together We Are Stronger.
North County Health Services (NCHS)

Information
North County Health Services (NCHS)
150 Valpreda Road
San Marcos 92069
Phone: 760-736-8669
Fax: 760-736-8633
www.nchs-health.org
lynn.hunter@nchs-health.org
www.facebook.com/NCHSHealth
www.twitter.com/NCHS_Health
Barbara Kennedy, MHA, FACHE
President & CEO
Established: 1971

Mission Statement
North County Health Services seeks to improve the health status of its diverse communities by providing quality healthcare that is comprehensive, affordable, and culturally sensitive.

Goals for 2018-19
NCHS is a non-profit 501c(3) offering adult medicine, pediatrics, behavioral health, dental, and more. We recognize the growing need for quality healthcare in our community and are committed to expanding access to the medically underserved.

Service Area
As a premiere healthcare provider, NCHS delivers services to the communities of North San Diego County and the Inland Empire, characterized by an exceptional patient experience, integrated services, and innovative approaches to clinical care, patient service and business operations. Services include adult and pediatric care, obstetrics, behavioral health, dental, chiropractic, health and nutrition education, immunizations, pharmacy, and transportation.

Fundraising Events (or Areas of Funding)
- The 15th Annual Fore for Kids Golf Classic is a fun-filled day which includes an 18-hole golf scramble, cocktails, dinner, raffle and auction.
- The NCHS 2019 Gala will be an evening to remember on Saturday, April 6th at the Westin Carlsbad Resort & Spa.

For ticket and/or sponsorship information for these events, please contact Lynn Hunter at (760)736-8669 or lynn.hunter@nchs-health.org

Volunteer Opportunities
NCHS is looking for motivated individuals who want to make a difference by helping people in our community live better. For more information, please contact our Volunteer Coordinator at volunteer@nchs-health.org or 760-736-8746.

Giving Opportunities
The NCHS President’s Circle was created to provide a source of unrestricted support to aid our President/CEO as she addresses the organization’s most pressing needs. Membership allows you to support our healthcare providers, enhance the success of programs and services while ensuring a healthier standard of living for our 65,000+ patients and the community at large.

President’s Circle members will be recognized with ongoing updates regarding the status of healthcare issues, insights to the inner working of NCHS, and regular social gatherings with our President and CEO. To learn more about The NCHS President’s Circle or supporting NCHS, go to www.nchs-health.org

Board of Directors and their Company/Affiliation

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North County Lifeline

Andrew Rinde
Secretary
Sr. Health Consultant

Carmen Amigon
Community Partner

Mike Michaelson
Retired

Adriana Andres-Paulson
DaVita Kidney Care

Karen Pearson
Strategic Programs & Events

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Retired

Jessica Sanchez
Organic Farmer

Development Professional

Jenny Smerud
AKT Wealth Advisors

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Attorney-at-Law

Walt Steffen
Retired

Craig Jung
Retired

LCSW County of SD

Health Industry

Andres Ramos Martin
Ramona High School

Professional

Dr. Phil Yphantides
Medical Director

Steve Kildoo
Remodel Resource Senior Designer

Sharp Urgent Care

Maria Mercado
Patient Advocate

Mike Michaelson
Retired

Created: 1971

Fund Development Committee
Carmen Amigon
Community Partner

Fund Development Committee
Carmen Amigon
Community Partner

David Engblom
First Citizens Bank

Deborah Haydis
Independent CFP

Steve Kildoo
Remodel Resource Senior Designer

Karen Pearson
Strategic Program & Events

Debbie Thompson
California Bank & Trust

Dr. Phil Yphantides
Medical Director
Together, we make a difference.
Visit nchs-health.org/ways-to-give to find out how.
North County Philanthropy Council

Mission Statement
To promote and strengthen philanthropic impact in our communities

Goals for 2018-19
North County Philanthropy Council brings nonprofit professionals, volunteers, donors and business together for one purpose – to change lives. Our connections are valuable and vital for a strong nonprofit community. We know there is power in sharing knowledge and by working together we can further strengthen the future of this area for the generations to come. Our goals are to provide strong value and learning experiences for our membership including a new Mentorship program, expand our website and social media to be a resource for members and the community, and expand NCPC’s network of strategic partners to further our mission.

Service Area
San Diego with an emphasis on North County

Fundraising Events (or Areas of Funding)
NCPC hosts the annual Volunteer Awards Luncheon celebrating its members’ Volunteers of the Year. Funds raised from sponsorships of this event as well as from annual membership dues and grants received from County of San Diego fund the educational programs and networking opportunities offered to our members.

Volunteer Opportunities
NCPC has several committees dedicated to providing value to our members:
• Programs Committee
• Events Committee
• Membership Committee
• Marketing Committee
• Fundraising Committee

There are also volunteer opportunities at NCPC events.

Board of Directors and their Company/Affiliation

Javier Guerrero
President
Coastal Roots Farm
Shannon Stubblefield
Vice President
North County Lifeline

Jeanne Schmelzer, CFRE
Secretary/Interim Treasurer
Netzel Grigsby Associates, Inc.

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Past President
Interfaith Community Services

Trudy Armstrong
The San Diego Foundation
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New Village Arts
Vanessa Hayflich
The Elizabeth Hospice

Betsy Heightman
Vista Community Clinic
Angel Mason
Puzzle Pieces Marketing
Sue Pyke
Nonprofit & Philanthropy Consultant

Sara Vaz
Nordson Corporation Foundation
Erin Zlotnik
Big Brothers Big Sisters of San Diego
THE NORTH COUNTY PHILANTHROPY COUNCIL’S 2018 VOLUNTEER AWARDS

CONGRATULATIONS!

VOLUNTEERS OF THE YEAR!

Congratulations to the following men and women who will be honored by the North County Philanthropy Council at the Omni La Costa Resort & Spa in Carlsbad on November 9. All are being recognized for giving their time, talent and treasure to help others and to help improve the quality of life in our communities. Each year, members of North County Philanthropy Council select an outstanding volunteer from their organization or company to receive this prestigious award and be honored in the company of their friends, family and colleagues.

Also being honored today are Kathy Karpe, recipient of the Spirit of Carol Sigelman Award, which is given to an exceptional non-profit professional; G. Douglas “Doug” Moir, MD, FACC, recipient of Robert Krejci Standards of Excellence Award; and Prava Construction Services, this year’s Corporate Philanthropy Award honoree.

Please join us in congratulating and thanking these exemplary men and women for their heartfelt philanthropic contributions to our community.

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SPECIAL THANKS TO ALL OUR SPONSORS

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PREMIER SPONSOR
Coastal Roots Farm

PLATINUM
Interfaith Community Services
Nordson Corporation Foundation
Palomar Health Foundation
Rancho Santa Fe Foundation

GOLD
North County Lifeline
Polito Ephich Associates LLP
Vista Community Clinic

SILVER
ECDC
The Elizabeth Hospice
North County Food Bank
Neighborhood Healthcare

SILVER con’t
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The Raymond Companies
San Diego Children’s Discovery Museum
San Dieguito River Valley Conservancy
Thrift Financial
Tri-City Medical Center
Vissat, Inc.

FRIENDS OF PHILANTHROPY
LuKoff Consulting Services
Puzzle Pieces Marketing

MEDIA SPONSORS
San Diego Union Tribune
Voice of San Diego

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North County Philanthropy Council promotes and strengthens philanthropic impact in our communities.
Padres Pedal The Cause

Information
Padres Pedal the Cause
2445 5th Avenue, Suite 402
San Diego, CA 92101
Phone: 760-642-2725
www.gopedal.org
admin@gopedal.org
www.facebook.com/PedaTheCauseSanDiego/
www.twitter.com/PedalSD
Anne Marbarger
Executive Director
Established: 2013

Mission Statement
To accelerate cures for cancer by funding collaborative research at Moores Cancer Center at UC San Diego Health, Salk Institute for Biological Studies, Sanford Burnham Prebys Medical Discovery Institute, and Rady Children’s Hospital San Diego.

Goals for 2018-19
Since inception, Padres Pedal the Cause has donated over $7.1 million to fund 42 discovery research grants for all types of cancer. Our 2018 goal is to raise $3 million, with the hope that research funded by Padres Pedal will lead to increased survivorship and, ultimately, cures.

Service Area
San Diego

Fundraising Events (or Areas of Funding)
Padres Pedal the Cause – November 17, 2018 at Petco Park
Ride, spin, walk, or run for a world without cancer on November 17 at Petco Park. Featuring four cycling courses that ride over the Coronado Bridge, high energy stationary bike classes on the field, a Superhero Kids Challenge for ages 3-12, and a new family-friendly 5K walk/run along the Embarcadero, all ending on center field with food, drinks, entertainment and celebration! Every mile, every step, every dollar raised brings us closer to cures.

Volunteer Opportunities
Padres Pedal the Cause is powered by volunteers who donate their time and talent to the fight against cancer. Register as an event volunteer: gopedal.org/volunteers.

Giving Opportunities
Join the Fight
We can end cancer together. Join the event as an individual participant or start a team with your company, family, or friends. Registration is easy: gopedal.org/register.

Become a Sponsor
Thanks to the dedication and generosity of our sponsors and community partners, 100% of all operational and event costs are underwritten, allowing every dollar raised to fund collaborative cancer research. To inquire about sponsorships, email anne@gopedal.org

Donate to the Cause
100% of your gift goes directly to collaborative cancer research in San Diego. Help accelerate cures for cancer through a financial gift or stock donation in honor or memory of those lost to cancer or in support of a participant: gopedal.org/donate.

Board of Directors and their Company/Affiliation
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The Koman Group, Chairman and CEO
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Rick Valencia, Qualcomm, President Qualcomm and General Manager, Qualcomm Life
Jay Indovino, Pedal the Cause St. Louis, Executive Director
Tony Stiegler, Cooley LLP, Partner
Debra Jackson, BD, Senior Director, Operations Finance
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John Frager, CBRE, Executive Managing Director

Molly Cartmill, Sempra, Director, Corporate Social Responsibility
Jimmy Herbst, DSS, Director, Corporate Social Responsibility
Jean Wickersham, Rady Children’s Hospital, Neurology
Peter Mossy, Mossy Automotive, Auto Executive
Michael Milletto, Rocketall LLC, CEO

Community Partners
WE CAN END CANCER TOGETHER

Every dollar raised funds life-saving cancer research in San Diego.

25, 55, 88 or 100 miles - all cycling courses ride over the Coronado Bridge, and start and end on center field.

50 min. high-energy stationary cycling classes on the field, led by San Diego’s best instructors!

New for 2018! Run or walk a family-friendly 5K along the Embarcadero, finishing on the field.

Superhero Kids Challenge presented by Sempra Energy
Ages 3-12 ride on a safely enclosed youth track and finish on the field at Petco Park!

November 17 | Petco Park | gopedal.org

Everyone has a reason to fight. Start a corporate team, or become a sponsor - contact Anne Marbarger, Executive Director, at anne@gopedal.org or 760) 642-2725, for opportunities to get involved with Padres Pedal the Cause.

Register today with promo code SDBJ to receive $50 off your fundraising minimum!
Palomar Health Foundation

Mission Statement
Palomar Health Foundation is committed to supporting Palomar Health’s vision “To heal, comfort, and promote the health in the communities we serve.”

Goals for 2018-19
Continue to meet the ongoing and emerging needs of our patients and families, particularly in the areas of emergency and trauma care, behavioral health, forensic health services, cardio-thoracic care, orthopedics and bariatric.

Service Area
Palomar Health is the largest public healthcare district serving an 850 square mile area, and is the regional trauma center for 2,200 square miles encompassing South Riverside and North San Diego Counties.

Fundraising Events and Programs
The foundation sponsors a number of fundraising events throughout the year that raise funds for key programs and service lines at Palomar Health. The Don Belcher Swing Fore Health Invitational Golf Tournament, the Physician Alumni Dinner, a re-instituted Gala and numerous informational and thank you events for donors and other community leaders. We also have a successful Grateful Patient Giving Program, an Employee Campaign (employee’s donate an average of $600,000 annually) and a Physicians’ Council, all of which provide substantial support to sustain and improve Palomar Health’s patient-focused, high-quality level of care for all of our community members.

Volunteer Opportunities
The Palomar Health Foundation fosters and encourages volunteer involvement in its activities, and seeks individuals to give of their time, talent and resources to our programs. In addition, there is a strong core of approximately 400 volunteers who provide valuable service on the hospital campuses aiding our patients, physicians and staff.

Giving Opportunities
Gifts in support of the hospital’s highest and greatest need allow us to be flexible in providing innovative care to our patients. Restricted gifts to individual programs or service lines allow us to continually improve the specialized care they provide. Because medical equipment is constantly updated and improved, gifts to purchase new equipment and technology are critical. The average service life of most medical equipment is about seven years.

Ways to Give
There are many ways to support the foundation:
- Outright gifts of cash and appreciated securities
- Deferred gifts such as charitable gift annuities and life income agreements
- Gifts of real estate or other appreciated assets
- Bequests and gifts from qualified IRAs

Board of Directors and their Company/Affiliation

<table>
<thead>
<tr>
<th>Name</th>
<th>Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harvey Hershkowitz</td>
<td>Civic Leader</td>
</tr>
<tr>
<td>Diana Brady</td>
<td>ClinDART Inc</td>
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<tr>
<td>Nelly Bulkin</td>
<td>Pacific Sotheby's International</td>
</tr>
<tr>
<td>Kirk Effinger</td>
<td>Windermere Homes &amp; Estates</td>
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<tr>
<td>Patricia Garcynski</td>
<td>Tony Garcynski Dev. Inc</td>
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<tr>
<td>Thomas H. Silberg</td>
<td>Immediate Past Chair</td>
</tr>
<tr>
<td>Tina Inscoe</td>
<td>Civic Leader</td>
</tr>
<tr>
<td>Charles “Andy” Mathews</td>
<td>Civic Leader</td>
</tr>
<tr>
<td>Fred Nasseri</td>
<td>Unicorn Jewelry</td>
</tr>
<tr>
<td>Trishmall Turner</td>
<td>Tribal Liaison, CSUSM</td>
</tr>
<tr>
<td>Kim Young</td>
<td>Union Bank</td>
</tr>
</tbody>
</table>
Thanks to the generosity of our grateful patients, physicians, employees, corporate partners, foundations and friends, the Palomar Health Foundation provided $4.4 million dollars to Palomar Health.

This kindness provided:
- Two 4D echo cardiovascular ultra sound machines
- Two 3D mammography machines
- Two CT scanners
- One imaging machine
- One passenger bus

We’re proud of our donors who have been pillars of the North County Community for decades and who have been recognized for their long standing generosity.

Thank You!

Congratulations to:

Dr. Douglas Moir
North County Philanthropy Council Standards of Excellence Award Winner

Marie and the late Don Belcher
Association of Fundraising Professionals National Philanthropy Day’s Philanthropist of the Year Finalist

Glenda Deems
North County Philanthropy Council Palomar Health’s Volunteer of the Year

Your generosity of your time, talent and treasure, will continue to improve the human condition and the lives of those individuals we serve daily.
Planned Parenthood
of the Pacific Southwest

Information
Planned Parenthood of the Pacific Southwest
1075 Camino del Rio South
San Diego, CA 92108
Phone: 619-881-4500
Fax: 619-291-0255
www.planned.org
info@planned.org
www.facebook.com/PlannedSouthwest
www.twitter.com/pppswhealth
www.instagram.com/pppswhealth
Darrah DiGiorgio Johnson
President & CEO
Established: 1963

Mission Statement
To ensure broad public access to sexual and reproductive health care through direct service, education, and advocacy.

Goals for 2018-19
Promote Health Equity: Work with communities across our three-county region to reduce disparities in sexual and reproductive health access and outcomes, particularly among young people, LGBTQ folks, and people of color.

Ignite Movement: Cultivate meaningful political and social change throughout our region by engaging potential supporters – particularly youth and people of color – as advocates, voters, organizers, and leaders and by amplifying the voices of marginalized communities; and advance a culture of proud and authentic sexuality and identity, free of stigma and judgment.

Strengthen the Foundation: Build a sustainable business model that covers the ever-rising costs of our mission; advocate for policies that promote access and ensure sustainable reimbursement rates; and fund effective education and advocacy programs and facilities improvements across our region.

Service Area
Staff at 17 health centers provide expert medical care during nearly 260,000 visits annually in San Diego, Riverside, and Imperial counties.

Fundraising Events (or Areas of Funding)
56th Anniversary Dinner – April 8, 2019
Join us in San Diego for our biggest night of the year, celebrating 56 years of high-quality health care, education, and passionate advocacy. www.planned.org/dinner

Volunteer Opportunities
Volunteers can work in community outreach, administration, health centers, and within departments such as Patient Services, Human Resources, Marketing & Communication, and Community & Government Relations. Learn more at www.planned.org/getinvolved.

Giving Opportunities
Planned Parenthood depends on the generosity of the communities we serve to ensure our doors stay open. The support of individuals, businesses, and foundations makes a profound, lasting impact on the tens of thousands of patients who rely on Planned Parenthood every day.

• Make a contribution to support the medical services, education programs, and advocacy efforts in our three-county region—every dollar goes toward protecting and expanding access to care!
• Start a monthly recurring gift to provide steady, reliable support
• Make a gift to honor or commemorate the life of a friend or loved one
• Remember Planned Parenthood in your will, trust, or with a life income gift and ensure future generations will have access to Planned Parenthood’s services
• Support our work through a gift of stock or securities

Board of Directors
and their Company/Affiliation

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Rosette Garcia
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Nadia Villagran
Christy Holstege
Lisa Walters-Hoffert
Sabrina Johnson
James Williamson

Giving Guide 2018 LATEST.indd   54
10/22/2018   5:46:52 PM
Our VISION

A world where sexual and reproductive rights are basic human rights, where access to health care doesn’t depend on who you are

Visit planned.org

or where you live, and where every person has the opportunity to choose their own path to a healthy and meaningful life.
Project Concern International (PCI)

Information
Project Concern International (PCI) 
5151 Murphy Canyon Road, Suite 320 
San Diego, CA 92123 
Phone: 858-279-9690 
www.PCIGlobal.org 
www.facebook.com/PCIGlobal 
www.twitter.com/PCIGlobal 
Carrie Hessler-Radelet 
President & CEO 
Established: 1961

Mission Statement
PCI’s mission is to empower families and communities to enhance health, end hunger, overcome hardship and advance women and girls.

Our Story
In 1961, a young doctor from San Diego volunteering at a Tijuana clinic saved the lives of two small children who were dying of pneumonia. This experience led Dr. James Turpin to found Project Concern International (PCI) and forever change the lives of millions of children and families around the world by providing health and hope to those most in need.

Over the years, PCI has stayed true to its history, and today we are still working in San Diego and in 17 countries throughout Africa, Asia and the Americas, impacting the lives of more than 12 million people last year alone. PCI envisions a world in which the most vulnerable people have the power to lift themselves out of poverty and to create vital, healthy lives for their families and communities.

Goals for 2018-19
• To help transform the lives of 20 million of the poorest and most vulnerable people by 2020 annually
• Prevent human trafficking of children in San Diego and encourage local businesses to join in the fight
• Improve child and maternal health outcomes
• Increase HPV vaccinations in children to prevent cervical and other related cancers
• Lessen the burden of chronic disease among San Diego’s minority communities

Service Area
San Diego, the border region and and countries throughout the Americas, Africa and Asia

Fundraising Events (or Areas of Funding)
Events include:
• Walk for Water | Sunday, April 28, 2019 | Tecolote Shores, Mission Bay, San Diego
• Driver Memorial Golf Tournament | August 2019
• Hands Across Border Gala | Saturday, November 2, 2019
• Volunteer and business-led fundraisers | ongoing

Funding Areas:
1. Women & Girls – Empowerment, education, youth programs, anti-human trafficking, climate change adaptation
2. Health – Maternal, newborn & child health, disease prevention, water, sanitation and hygiene
3. Hunger – Nutrition, food security, livelihoods and economic empowerment
4. Hardship – Disaster response, recovery and building the foundation for resilient communities

Volunteer Opportunities
Individual and group volunteers are needed throughout the year for events and activities. To be added to our volunteer list, please email your contact information to give@pciglobal.org.
• Special events
• Health fairs and community outreach
• Public awareness
• Diaper and book drives
• Welcome baby kit donations
• Supply drive for victims of human trafficking
• Fundraisers
• WE Business Incubator
• Sponsorship & partnerships

San Diego Business Alliance Against Human Trafficking
Project Concern International has developed an alliance for socially conscious businesses to stand together to prevent human trafficking and sex buying in San Diego through leadership and organizational culture, employee trainings, philanthropy, public outreach and more.

To get involved with the Alliance, please contact Senior Program Manager, Bianca Morales-Egan, at bmorales-egan@pciglobal.org.

Giving Opportunities
www.PCIGlobal.org/donate
Start a fundraising campaign or host a fundraising event
Sponsorships and corporate partnerships
Planned giving
Workplace giving
Vehicle donation

Board of Directors
and their Company/Affiliation

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Dean, Stanley & Pauline Foster Endowed Chair, Rady School of Management, UCSD

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Chair Emeritus
U.S. Ambassador (retired), Senior Vice President, Government Affairs

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Partner, New York Office
Director, Dalberg Global Development Advisors

Susan Callahan 
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Of Counsel, Sheppard, Mullin, Richter & Hampton LLP

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Senior Associate Dean Emeritus, Clinical Professor FM & Public Health, UCSD School of Medicine

Gerardo De La Concha 
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Akruti Desai 
Senior Program Officer, Philanthropic Partnerships, Bill and Melinda Gates Foundation

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Claudine Emoott 
Director of Impact Investing, Salesforce

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Karen Paterson 
Board Director, Moxie Foundation

Royce Pepin, AM, MBE, GSIn, PhC 
Pepin Pharmacies

Cheryl Pia 
CEO, Pia Communications Inc.

Lawrence A. Weitzen 
Senior Vice President, Alliant Insurance Services Inc.

Marshall Whiting, Ph.D. 
Clinical Psychologist

Michael Williams, DPhil 
Managing Partner, Intellivit Capital Partners
Since 1961, PCI has worked in the United States and 32 countries to help the most vulnerable people gain access to health services, nutritious food, clean water, education and economic opportunity.

Support San Diego’s largest global development organization, and help families and communities here at home and around the world to:

- Improve the health of mothers and babies
- Stop human trafficking
- Prevent chronic disease
- Reduce HPV-related cancers
- Train Community Health Workers
- Help families with children with disabilities
- Respond to disasters
- Empower women and girls

www.PCIGlobal.org/donate
Promises2Kids

Mission Statement
With the mission of creating a brighter future for foster children, Promises2Kids supports the 3,000 current and former foster youth living in San Diego County.

Goals for 2018-19
• Through supportive services, ease the suffering of the 1,000 children that will be cared for by the Polinsky Children’s Center.
• Provide college preparation courses, college scholarships, mentoring and support to 250 current and former foster youth to achieve their educational and career goals.
• Provide camp and other activities to reconnect brothers and sisters living apart in foster care.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)

Dream On, Promises2Kids Concert Gala
The gala is scheduled for June 2019. This event draws San Diego’s top corporate leaders and philanthropists dedicated to making a difference for foster children.

Promises2Kids events and donations support San Diego’s foster children of all ages. After building the Polinsky Children’s Center, San Diego’s emergency shelter for abused and neglected children, Promises2Kids continues to support a variety of children’s programs at the center. Our Guardian Scholars program helps former foster youth complete high school, and go on to the vocational, community college or university educational path to their career. We provide case management, mentoring and scholarships to these youth to assist them in this effort. achieve a higher education through scholarships and mentoring. For foster children separated from their brothers and sisters, Camp Connect unites them for fun and important family bonding through a residential summer camp and other year-round day camp activities. Promises2Kids’ Foster Funds ensure foster children get the same experiences as all children by providing gift cards and funding for basic yet important things, such as sports equipment, special activities, musical instruments, or other childhood wishes.

Volunteer Opportunities
Promises2Kids utilizes hundreds of volunteers year-round to assist with its seasonal community drives, special events, youth activities, as mentors, board services, or other organization support activities.

Giving Opportunities
Promises2Kids offers individuals and corporations many options for giving in support of foster children.
• Donate funds in support of the 3,000 foster child we serve each year
• Join Dream On, Promises2Kids Concert Gala as a sponsor
• Host a workplace campaign to support foster youth this holiday
• Make us the beneficiary of your special event or fundraiser
• Sponsor the education for one of our Guardian Scholars students
• Include Promises2Kids in your estate plans

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and their Company/Affiliation

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Bob Duggan
Marc-Aaron Realtors
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Jack-in-The-Box, Inc Chairman, Retired

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Promises2Kids
Chief Executive Officer

Rob Butterfield
Butterfield Schechter, LLP Partner

Renée Comeau
Community Volunteer

Norma Hirsh
Community Volunteer
Creating Brighter Futures for Foster Children Every Day.

Since our beginning, over 50,000 abused and neglected children have been impacted by the programs and services that you have helped to create. Because of YOU and others like you, children who once knew only pain and sadness now feel loved and have hope!

MAKE A DIFFERENCE TODAY! 858-278-4400 PROMISES2KIDS.ORG

CAMP CONNECT | GUARDIAN SCHOLARS | FOSTER FUNDS | A.B. AND JESSIE POLINSKY CHILDREN'S CENTER

THANK YOU to the 2018 Promises2Kids Major Partners
EVERY GIFT MATTERS.
Nearly 250,000 kids each year experience the generosity of community philanthropists when they come through our doors. We are humbled by the investment from visionary donors who are helping us change children’s health.

rchsd.org | radyfoundation.org
San Diego Air & Space Museum

Information
San Diego Air & Space Museum
2001 Pan American Plaza, San Diego, CA 92101
Phone: 619-234-8291
Fax: 619-233-4526
www.sandiegoairandspace.org
www.facebook.com/SDASM
Twitter: @sdasm
Jim Kidrick
President & CEO
jkidrick@sdasm.org

Mission Statement
Preserve...Inspire...Educate...Celebrate!
Preserve significant artifacts of air and space history and technology.
Inspire excellence in science, technology, engineering and mathematics.
Educate the public about the historical and social significance of air and space technology and its future promise as a pathway to advanced innovations.
Celebrate aviation and space flight history and technology.

Goals for 2018-19
Increase student involvement (middle and high school) in areas that provide opportunities for diverse audiences to actively engage in fields related to science, technology, engineering, and mathematics.
• Increase access to the Museum’s Library & Archives collection to make the public aware of the research and educational material available.
• Attract new diverse audiences to the Museum by providing increased educational and inspirational interactions with visitors; increasing attendance and membership.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
December 20, 2018: Apollo 8 50th Anniversary Celebration
With Bill and Valerie Anders
March 13, 2019: 50th Anniversary of Apollo 9
August 2019: Annual Golf Tournament

Volunteer Opportunities
The Museum simply wouldn’t be able to perform its mission of inspiring and educating the public about aviation history and technology if it weren’t for the selfless, tireless contributions of its volunteers. They provide support and expertise for every area, including docent-led Museum tours, Restoration, Education, Special Events, Collection Care, Administrative, and Library & Archives. If you’re interested in volunteering for the Museum, please contact kpecsdadl@sdasm.org

Giving Opportunities
Coming in 2019: SPACE: Our Greatest Adventure, a new gallery illuminating mankind’s quest to explore new frontiers beyond Earth’s atmosphere.
• Fly Your Ride! STEM Challenge, students team-up over the span of six months to design and create their concept of a flying car.
• Family Days and Aerodummer Camps
• Restore the Museum’s Historic Murals
• Improve Collection Storage Spaces
• Digitize our Photo Collection of three million images!

Visit our website to learn more:
• Donate online, by phone or mail
• Sponsor events and programs
• Donate to our Scholarship programs
• Support our Educational programs
• Attend events
• Visit the Museum
• Become a Member

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Ivor Shier
Chuck Spielman
Tom Sudberry
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Experience California’s “Official Air & Space Museum”

Aviation & Space Exploration Come to Life in a Fun, Interactive Adventure for Heroes of all Ages!

SAN DIEGO AIR&SPACE MUSEUM
in Balboa Park

SAN DIEGOAIRANDSPACE.ORG
Giving Opportunities

Annual Giving
Join our President’s Circle! With an annual gift of $1,000 or more, you can help support life-saving blood services and equipment to advance cutting-edge research. Your gift will support the greatest need of the San Diego Blood Bank’s Core Services, Cell Therapy, and Precision Medicine Programs. As a member, you will enjoy exclusive benefits and experiences and learn the latest wellness and health tips for living your best life!

Monthly Giving
Join a special SDBB community of donors who provide a monthly, steady stream of support of SDBB’s greatest need. For example: a monthly gift of $50 funds supplies for one unit of blood impacting 3 lives per month and 36 lives per year.

Corporate Giving
Corporate philanthropy provides patients access to a robust and safe blood supply. The San Diego Blood Bank helps fulfill your company’s goals to live and work responsibly, and to make a difference in the community. Unique and exclusive benefits for all sponsorship levels include:

- Exclusive monthly title sponsor in support of all monthly blood drives.
- Sponsor a high school blood drive or a signature blood drive event.
- Planned Giving Options.
- Title sponsor for our Annual Giving Program.
- In-kind gift sponsorship.

Individual and Planned Giving
Philanthropy is personal and every donor has a unique “why” they give. There are many ways to make an individual or planned gift such as; cash, stock, real estate, life insurance, will or living trust, charitable gift annuity, charitable remainder trust or charitable lead trust.

Matching Gifts
Double your gift! Many companies offer matching gift programs to encourage employees to make a difference by making a gift or provide matching funds to support employee volunteer hours. Check with your company to see how you can double your gift!

Endowment Funds
An endowment fund is a powerful way to create your legacy.

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Ram Yalamanchili – Co-founder, Lexent Bio

Tim Scott – Co-founder and CEO, TEGA Therapeutics
San Diego Blood Bank

Thank You San Diego Community!

Last year, our local community hosted 1,800 blood drives and collected over 90,000 pints of blood, impacting more than 270,000 lives.

Each year, San Diego Blood Bank collaborates with more than 100 local research and clinical partners to advance cancer and stem cell research, and to drive precision health and cell therapy.

Together, we are advancing the future of health.

Partner with us.
SanDiegoBloodBank.org/Give | 619-400-8188
San Diego Botanic Garden

Mission
To inspire people of all ages to connect with plants and nature.

Overview
The San Diego Botanic Garden is a beautiful urban retreat nestled on 37-acres in coastal Encinitas. Four miles of trails wind through 29 uniquely themed gardens with 5,000 plant species from around the world. Visitors enjoy restful vistas, flowering trees, majestic palms, and North America’s largest public collection of bamboo. Our topography provides a wide variety of microclimates, giving visitors the sensation of strolling through a tropical rainforest and hiking in the desert. The Garden’s commitment to rare and endangered plants, native plants, conservation and the environment enhances the visitor experience. The Garden is home to two interactive children’s gardens, including the nationally acclaimed Hamilton Children’s Garden.

Goals for 2018-19
• Open the new 8,200 square foot Dickinson Family Education Conservatory, which is currently under construction. This new glass and metal “greenhouse” will educate people about our environment with a focus on the plants of the rainforest through giant living plant “chandeliers” and “floating plant islands.”
• Institute a new horticulture-focused educational program in conjunction with the Conservatory opening.
• Obtain national accreditation for our extensive cycad collection.
• Recruit new young professionals and grow our corporate partnerships and household memberships.

Service Area
Southern California region and beyond

Areas of Funding
• Dickinson Family Education Conservatory Campaign (95% funded)
• Annual year-end appeal for unrestricted operating funds
• Corporate partnerships and event sponsorships
• Grant funding for Title 1 school visits, cart tours for seniors and other key programs
• The Duval Fund for Horticulture and Conservation
• Gala in the Garden, on the first Saturday after Labor Day hosts food and entertainment throughout the Garden and a special fund-a-need project
• Fall Plant Sale – annual event entirely run by volunteers
• Annual memberships for households at various giving levels

Contact Carolyn Zollars at czollars@SDBGarden.org or 760-436-3036, ext. 216 for more information!

Volunteer Opportunities
Volunteer opportunities include caring for plants on a beautification team, assisting with educational programs and fundraising events, serving as a tour guide, providing office support, doing carpentry work and serving as an ambassador in the Welcome Center. An extensive Docent training program is open to all volunteers. Contact Jill Gardner at jgardner@SDBGarden.org to learn more.

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TOP 10
North American Garden Tourism Award

San Diego BOTANIC GARDEN
Sanford Institute of Philanthropy at National University

Information
Sanford Institute of Philanthropy
11355 North Torrey Pines Road
La Jolla, CA 92037
Phone: 844-225-6681
www.sanfordinstituteofphilanthropy.org
sanfordphilanthropy@nu.edu
www.facebook.com/sanfordinstituteofphilanthropy
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Mission Statement
The Sanford Institute of Philanthropy (SIP) helps nonprofits to significantly increase their fundraising capabilities and the impact they have in their communities and society through a proven contemporary curriculum presented by world-class nonprofit leaders, best-in-class faculty, and renowned philanthropists.

Service Area
SIP empowers and prepares today’s development professionals for fundraising success now and in the future. Through comprehensive, peer-to-peer, future-focused instruction, participants develop and strengthen applicable and long-lasting skills that they can apply now and in the future.

With a focus on individual giving, SIP’s curriculum encourages engaging practice and collaboration, allowing participants to deepen their skillsets and confidence. Participants leave feeling empowered and equipped to cultivate and retain their donors, conduct successful campaigns, and be more effective and intentional in their development roles.

Enjoy our FREE monthly webinar series, and contact us to learn more about our Fundraising Academy!
The Sanford Institute of Philanthropy helps nonprofits significantly increase their fundraising capabilities and the impact they have in their communities. Our proven contemporary curriculum is presented by dedicated nonprofit leaders, best in class faculty and renowned philanthropists.

The Sanford Institute of Philanthropy offers:
• Fundraising Education and Support
• Free Monthly Webinars
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Put Your Passion Into Practice—Learn More At SanfordInstituteofPhilanthropy.org/JoinUs
Information
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4775 Viewridge Avenue
San Diego, CA 92123
Phone: 858-565-4168
Fax: 858-565-4178
www.saysandiego.org
info@saysandiego.org
Facebook: SAYSanDiego
Twitter: @SAYSanDiego1971
Nancy Gannon Hornberger
Chief Executive Officer
Established: 1971

Mission Statement
SAY San Diego’s mission is to partner with youth, adults, families, and communities to reach their full potential. We do so by advancing opportunity, equity, and well-being for all San Diegans.

Goals for 2018–19
• Child and Youth Development: SAY will support learning and development with early home visiting, preschools, and before and after school programs.
• New in 2019: Our workplace Early Childhood Center will serve as a model for local employers to inform and encourage them to develop centers at their own workplaces. SAY’s center is made possible by the Guy C. Clum Fund at The San Diego Foundation.
• Youth, Adult, and Family Wellness: SAY will strengthen the ability of vulnerable youth, adults, and families, in diverse communities, to build and lead safe, healthy and thriving lives. We will expand our transformational, trauma informed work with youth and families involved with the justice and welfare systems.
• Community Engagement: SAY will actively engage partners and communities to effectively advocate for equitable social change, youth and resident impact, and collaboration at our school and community-based family resource centers and programs.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)
Play 4 SAY
Get in the Game! Join business and community leaders for lawn games, tastings, silent auction, and networking! (July 2019)
Champions for Youth
SAY San Diego is one of 10 charities eligible for bonus funds from The Century Club of San Diego for donations made through this campaign. Donate to SAY San Diego and grow your gift! (November 27, 2018 to January 27, 2019)
Year-round Support
Your gift of any amount, at any time, makes life better for San Diego youth, families, and communities.

Volunteer Opportunities
We want YOU! SAY San Diego partners with individuals and groups throughout the year to increase the impact of our work:
• Community projects
• Event support
• Before and after school assistance
• Pro bono expertise
• Administrative support
• Internships

Giving Opportunities
Your gift to SAY San Diego is an investment in youth, adults, families, and communities.
• Corporate giving, event sponsorships, in-kind partnerships, and employer match programs
• Tribute gifts to honor a person, birthday, wedding, or other major life events
• Grants
• Play 4 SAY annual event
• Champions for Youth
• Back to School supply drive
• Holiday Hopes campaign

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OUR MISSION
SAY San Diego’s mission is to partner with youth, adults, families, and communities to reach their full potential. Our vision is opportunity, equity, and well-being for all San Diegans.

WHAT WE DO
SAY San Diego creates positive change in the lives of youth, adults, and families by engaging the community and partnering with schools, law enforcement, local government, community leaders, the military, businesses, and individuals. SAY San Diego meets diverse needs at more than 40 schools and six community resource centers. Our dedicated staff provide critical support in areas such as youth development, family strengthening, substance abuse prevention, mental health counseling, and juvenile delinquency prevention.

GET INVOLVED
Volunteer: SAY San Diego counts on and honors volunteers. Opportunities include before and after school assistance, special events, administrative support, and pro bono services. Donate: Every contribution enables SAY to positively impact the community through direct services, prevention, advocacy, and outreach. There are many ways to invest including grants, corporate and individual giving, employer match programs, and legacy gifts.
South Bay Community Services

Information
South Bay Community Services
430 F Street
Chula Vista, CA 91910
Phone: 619-420-3620
247 Hotline: 800-640-2933 24/7
Fax: 619-424-1046
www.SouthBayCommunityServices.org
pattychavez@sbcbs.org
www.facebook.com/SouthBayCommunityServices.org/
www.twitter.com/SBCS4Families
www.instagram.com/SouthBayCommunityServices

Kathryn Lembo
President & CEO
Established: 1971

Mission Statement
South Bay Community Services transforms communities to support the well-being and prosperity of children, youth, and families.

Goals for 2018-19
With more than 400 staff stationed throughout the region in schools, police stations, centers and affordable housing locations, we respond to the overwhelming needs of our community and provide comprehensive and coordinated services for children, youth, and families, such as housing assistance, independent living skills, employment readiness and financial literacy services, mental health counseling, domestic violence and child abuse intervention, juvenile crime prevention, and therapeutic educational programming.

Service Area
San Diego County

Fundraising Events (or Areas of Funding)

Mi Escuelita Preschool
Our therapeutic preschool is specialized to support children three to five years old who have been victims of domestic violence and abuse. Because of support and love from partners like you, our children who have faced traumatic life experiences at very young ages are doing well academically plus making friends, smiling and becoming the children they were meant to be before the violence.

Join our Co-Chairs, County Supervisor Greg Cox, Mayor Mary Casillas Salas and Mayor Serge Dedina, for our annual Change Their Lives Gala to support vital services that help children heal from the trauma of violence and abuse. With haute cuisine, signature cocktails, unique auction opportunities, and live entertainment, an evening of giving back is a night to remember!

Hope for the Holidays – Nov. 1 to Dec. 31, 2019
When you give love and hope, every gift matters. From collection drives to holiday gifts for children in the shelters to your end of the year tax-deductible donation, each gift builds hope and gives throughout the year.

Black & White Ball – March 2, 2019
Donate a silent or live auction item and highlight your business at 18th Annual Association of Corporate Counsel San Diego Chapter gala. Proceeds will support Mi Escuelita Preschool.

23rd Annual Stars and Stripes Tournament, Cabo San Lucas, Mexico – June 26 to 30, 2019
South Bay Community Services is honored to be one of seven beneficiaries and the only nonprofit from San Diego County. The Stars & Stripes Tournament is a world-class charity fundraiser that combines spectacular deep-sea fishing, golfing on Mexico’s finest courses, a spa experience, beautiful accommodations at the Hillton Los Cabos and top-notch musical entertainment packaged up in an all-inclusive experience that you will surely never forget. This hugely popular event has raised and donated more than $23 million to youth charities over the course of its 23-year history.

Volunteer Opportunities
Volunteers of all ages help SBCS expand and enhance programs and services for families in need. We will help you find the best program or activity to match your skills, talents, wishes and time availability. Individual, group and youth volunteers are welcome.

Giving Opportunities
Because of your support we can provide therapeutic services to children impacted by child abuse and violence; housing for youth aging out of the foster care system; academic support for first-generation college students; and shelter for homeless families. Become a corporate partner, event sponsor or purchase tickets to our fundraisers.
- Donate online at www.SouthBayCommunityServices.org
- Donate by mail
- Set up a monthly giving plan
- Donate new or gently used household items
- Donate nonperishable food items, diapers, laundry detergent and quarters, and new undergarments

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Maria Mora
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Maria Guasp
Community Member

David Bejarano
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Nick Franco
Big Block Realty

Nancy Kervin
Chula Vista Elementary School District

Lupita Cortes-Baumgardner
Community Member

J.C. Hurtado-Prater
Community Member

Maria Mora
Community Member
South Bay Community Services (SBCS) supports the prosperity of children, youth, and families through targeted programming and prevention initiatives within the community, including:

**Child Wellbeing**
SBCS is dedicated to ensuring that our community’s children are offered the services they need to lead healthy and happy lives.

**Youth Development and Education**
SBCS offers a full spectrum of services to provide youth the resources and skills they need to reach their full potential.

**Family Wellness and Self Sufficiency**
SBCS is dedicated to providing holistic support to help whole families overcome difficult situations.

**Community Engagement**
We work every day to strengthen our community through involvement, partnership and a shared desire to lift up and empower.

**Serving children, youth, and families in San Diego County since 1971.**

SouthBayCommunityServices.org

**47 YEARS**
**OF IMPACT IN COMMUNITIES**

**400**
**PERSONNEL STATIONED THROUGHOUT SAN DIEGO COUNTY**

**50,000+**
**SERVED ANNUALLY**


SouthBayCommunityServices.org
TERI, Inc.

Mission Statement
To change the way the world views and helps children and adults touched by special needs.

Goals for 2018-19
We continue to focus on fundraising for the TERI Campus of Life, scheduled for completion by 2020.

Service Area
We operate in San Diego, Orange and Riverside Counties and serve as a beacon for families who have relocated from out of state to receive services. We have also partnered with several countries to offer a training and certification program using the Campus of Life as a model to be replicated internationally.

Fundraising Events (or Areas of Funding)
We host a variety of events throughout the year, including an annual musical, written, produced and starring students of TERI. This year’s show, Cirque Unique, will feature a circus theme. In addition, with a heavy focus to fully fund TERI’s Campus of Life, we will be hosting some intimate events with our current and potential supporters. This allows each individual to connect with the intricacies of the project and see firsthand the impact it will have on the thousands of families whose lives continue to be improved by TERI.

Volunteer Opportunities
We offer such an extensive list of programs that we happily welcome volunteers of any skill set and schedule. Some current volunteer opportunities include sharing any special talents in Art, Music, Theatre, Wood Working, Agriculture, Equestrian Training and Fitness as well as classroom assistance, Administrative/Clerical support, working in our Inspired Resale boutique and so much more.

Giving Opportunities
One-time, monthly and annual legacy donation options are available at Teriinc.org or by mail to our Corporate Office at 251 Airport Road. Each donor may choose to designate the funds for a specific purpose/program, otherwise the donations are allocated to the area of greatest need.

Board of Directors
and their Company/Affiliation

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Laura White
Philanthropy Professional

Coni Cassiero
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of Individual with Developmental Disabilities

Jean James

Teriinc.org

San Diego is home to the amazing TERI Campus of Life. Nowhere else in the world can you find the vision and innovative solutions offered here for children and adults with autism and other intellectual and developmental disabilities.

**The Challenge. $2 Million.**

Phase II of Campus construction will bring our Vocational Center to life. The objective? Train our students to become happy, productive members of the community with jobs they love. To make this vision a reality, we need your help raising another $2 Million.

Learn more about the Campus of Life and donate. And if you’re considering solar, our partnership with Baker Electric Home Energy is another way to make a difference. You get a $500 Visa gift card and TERI gets $1000 toward Campus Construction. bakerhomeenergy.com/teri

**TERI Campus of Life**

bakerhomeenergy.com/teri
877.578.8080

TERIinc.org
760.721.1706
United Way of San Diego County

Information
United Way of San Diego County
Alex Szekely United Way Center
4699 Murphy Canyon Road
San Diego, CA, 92123
Phone: 858-492-2000
www.uwsd.org
www.facebook.com/unitedwaysd
www.twitter.com/unitedwaysd
Nancy Sasaki
President & CEO
Established: 1920

Mission Statement
Spark breakthrough community action that elevates children and families toward brighter futures.

Goals for 2018-19
• Ensure children succeed from cradle to career and families have the supports needed to ensure that success, regardless of zip code or income.
• Provide emergency food, mortgage/rent, utilities, and other basic supports to increase family stability.

Service Area
United Way engages over 12,300 donors, works with 425 corporate and 277 community partners and 87 schools to help 94,831 families and children across the County.

Fundraising Events (or Areas of Funding)
United Way of San Diego County’s annual spring breakfast supports its efforts on behalf of children and families. For sponsorship opportunities, contact Jim.Woods@uwsd.org

Volunteer Opportunities
428 dedicated volunteers donated more than 1,950 hours to support local children and their families by serving on United Way’s board and committees, participating in reading and attendance intervention activities, pitching in with our spring and winter food drives, and fundraising for United Way. For current volunteer opportunities, visit volunteer.uwsd.org

Giving Opportunities
• Donate online at www.uwsd.org/donate
• United Way Workplace Campaigns: Contact Jim.Woods@uwsd.org
• Tocqueville Society/Grants: Contact Lisa.Kalal@uwsd.org
• Women’s Leadership Council: Contact wlc@uwsd.org
• Emerging Leaders: Contact elc@uwsd.org

Top 10 United Way Workplace Campaigns

United Way of San Diego County

Board of Directors and their Company/Affiliation
Dr. Richard Pattenaude
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President Emeritus, Professor of Political Science, Ashford University

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CRM, MMC
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Director/Authority Clerk I Board Services, San Diego County Regional Airport Authority

David R. Andrews, Ph.D.
President, National University

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Chief Development Officer, San Diego Public Library Foundation

Stephanie R. Bulger, Ph.D.
Vice Chancellor, Instructional Services, San Diego Community College District

Reid Carr
President & CEO, Red Door Interactive

Kae’ee Griffin
Senior Healthcare Logistics Manager, UPS

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Partner, Higgs Fletcher & Mack LLP

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Pediatrician, Girard/San Diego Pediatricians Children’s Primary Care Medical Group

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Scotty Oliver Lombardi
Senior Manager of Global Talent Management, Hunter Industries, Inc.

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Executive Secretary Treasurer, San Diego Labor Council

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Director & Head of Distribution Finance, Wells Fargo, Community Banking

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Vice President & District Manager, North San Diego District, U.S. Bank

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Secretary
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Immediate Past Chair
Senior VP & Credit Products Manager, Bank of America

Jacob M. Richards
Chair, Finance Committee
Vice President, California Bank & Trust

Matt Sager
Vice President, Global Human Resources, Solar Turbines, Inc.

Kian Sanei
Founder/CEO/Chairman of the Board, Independa, Inc.

Rebecca Smith
Executive Director Offices of Strengths & Vocation, Point Loma Nazarene University

Kenneth H. Weixel
Managing Partner Deloitte & Touche LLP

Rachel Williams
Senior Director, Talent, Dexcom
Half of our county’s children live in households struggling to make ends meet. We don’t think that’s right. Do you? United Way works to ensure that children succeed from cradle to career and families have the support needed to ensure that success.

UWSD.ORG/DONATE
Leading Change: The Campaign for USD

WE DID IT!

Created new scholarships, established innovative programs, enhanced facilities and more!

Leading Change: The Campaign for USD, 2010 – 2018

We are thrilled that Leading Change: The Campaign for USD raised over $317 million. More important, we know that our donors’ generosity will positively enhance the student experience at Alcalá Park for years to come.

THANK YOU to the 105,023 donors who made it possible.

For more details, visit leadingchange.sandiego.edu
THANK YOU
to the 105,023 donors who made it possible.

We are thrilled that Leading Change: The Campaign for USD raised over $317 million. More important, we know that our donors’ generosity will positively enhance the student experience at Alcalá Park for years to come.

For more details, visit leadingchange.sandiego.edu
Kids-To-Camp
We receive thousands of requests each year from parents in need of financial assistance to have their children attend Y camp. Through the generosity of others, we’re able to send more than 2,000 kids to camp on scholarship annually.

Planned Giving
- Provision in one’s will or revocable trust
- Life insurance or retirement plan beneficiary designation
- Charitable annuity
- Life estate gift (remainder interest in real property)

Capital Projects
With a goal of doubling our impact in the community and serving more people in more locations, the Y is continually raising building capital. For more information, call 858-292-9622 x107.

Board of Directors and their Company/Affiliation

Baron Herdelin-Doherty
President & CEO
YMCA of San Diego County
Susan Mercure, Esq.
YMCA Board Chair
Higg’s Fletcher & Mack LLP
Jason Bowser
YMCA Vice Chair
Senior Vice President
Union Bank
Glenn R. Carlson
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President & CEO
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Toby Schramm
YMCA Treasurer
Vice President
Commercial Banking
US Bank
Kathleen D. Scott
YMCA Board Chair Elect
YMCA Vice Chair
Venture Partner, Hale Biopharma Ventures / CFO, Adigica Health

Information
YMCA
3708 Ruffin Rd.
San Diego, CA 92123
Phone: 858-292-9622
Fax: 858-292-0045
www.ymca.org
www.facebook.com/YMCASanDiego
www.instagram.com/YMCASanDiego

Mission Statement
The YMCA of San Diego County is dedicated to improving the quality of human life and to helping all people realize their fullest potential as children of God through the development of spirit, mind and body.

Goals for 2018-19
We focus our work in three key areas, youth development, healthy living and social responsibility, because nurturing the potential of kids, helping people live healthier, and supporting our neighbors are fundamental to strengthening communities.

Service Area
We touch the lives of one out of every eight people in San Diego County.

Fundraising Events (or Areas of Funding)
When you give to the YMCA, you help move people forward. Several major fundraising events are held throughout San Diego County. Go to www.ymca.org to find the Y in your local community to view upcoming events.

Volunteer Opportunities
- Y volunteers give men, women and children of all ages and from all walks of life the resources and support they need to be healthy, confident, connected and secure
- Serve on our Corporate Board of Directors or one of our Branch Boards of Advisors
- Raise funds to ensure the Y is accessible to everyone in the community
- Coach our sports teams or teach classes
- Motivate and support youth in building the character values, skills and relationships that lead to positive behaviors, better health, smart life choices and the pursuit of education goals
- Go to www.ymca.org/volunteer to volunteer today!

Giving Opportunities
Annual Campaign
Conducted annually in February and March by volunteers to secure charitable donations to help fund the Y’s extensive youth programs, ensuring no child or family is turned away due to inability to pay.
When you donate to the Y, you are giving kids in need the opportunity to explore all they can become.

ymca.org/give

The Y.® For a better us.®
How Corporate Philanthropy Impacts The Bottom Line

By CyberGrants

The evidence that corporate giving programs improve a company’s performance has been increasingly recognized over the past decade. More employers today than ever understand it is a critical aspect of leading a successful business. However, the scope is too narrow on the benefits of corporate giving programs, often focusing only on the impact they have on employee engagement strategies. Today’s employers deserve to know the whole story so they can decide if their current philanthropy strategies are providing them with results they’re fully capable of getting. It’s only fitting we begin with employee engagement.

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Giving employees a chance to engage employees in a unique and fulfilling way. That’s why over 50% of employers leading the pack are already taking advantage of philanthropy programs that foster employee development through skills-based volunteering. And, 59% of employers are strengthening their teams through company-wide days of service. The evidence positively correlating corporate philanthropy and employee engagement are myriad.

Employers with corporate giving programs are in a unique position to develop the talents of their employees. There is a growing trend towards pro bono and skills-based volunteer opportunities and 25% are already taking these opportunities into employees’ professional development plans. Another 30% of surveyed companies are planning to implement these types of employee giving programs in the next two years. Giving employees a new outlet to build on their strengths, and for the greater good of the world no less, verifiably impacts a company’s bottom line through engagement, development and community involvement. It’s perhaps the most resourceful way to utilize the strengths of your workforce in order to achieve organizational success.

According to the 2015 Giving In Numbers report, a study that examined the corporate philanthropic endeavors of 271 of the world’s largest companies from 2012-2014, found the impact of societal investment was positively correlated with financial performance. “The companies most deeply invested in society were also the ones that saw the most robust financial performance,” the report highlights.

Corporate philanthropy has the potential to impact your bottom lines in areas that are not at the root of organizational success. The 2015 Community Involvement study conducted by Boston College’s Center for Corporate Citizenship found that a growing number of employers are prioritizing community involvement goals that align with their company’s operational strengths. Over 85% of respondents said corporate citizenship enhances their reputation, almost 75% said it improves their ability to recruit employees and nearly 70% said it improves their ability to retain employees.

As part of the employee engagement revolution, more and more employers spend money on wellness programs. Healthier employees tend to be more productive, have better performance and are just plain good for morale. What if your company could give back to society while improving the health of your employees? It can! 61% of employers who volunteer outside of work feel it enhances their wellness. Further, studies have shown employees who volunteer believes it lowers stress levels, improves their health and overall mood and provides them with a great sense of purpose. That’s wellness all wrapped up into one, single activity: employee volunteering.

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San Diego Business Journal
4919 Murphy Canyon Road, Suite 200
San Diego, CA 92123
(858) 277-6359
Key Questions To Ask When Partnering With A Nonprofit

By Cindi Phallen

Create Possibility

As a company executive, you are faced with important decisions about how to support the community in a way that drives positive social impact. Partnering with a nonprofit is a common way to do this but how do you know which ones to work alongside?

You may be interested in serving on the board. You may be looking for meaningful volunteer experiences for your employees. Or you may even be seeking philanthropic opportunities that align with your goals.

Don’t be shy! Your company should demand a deserving partner, so sit down with the CEO and/or a board member and see what you can learn. Passion for their mission isn’t enough. The most effective nonprofits are in the driver’s seat and can evaluate the impact their work is having. It’s tough to justify supporting a nonprofit that doesn’t measure results.

1. Does the organization have a strategic plan that is created and evaluated by the board? This will tell you if the board understands their role in setting strategic direction and if they are engaged so they understand changing community needs and can evaluate the impact their work is having. It’s tough to justify supporting a nonprofit that doesn’t measure results.

2. Are the organization’s beneficiaries satisfied with the organization? How do they know? The most effective nonprofits are in touch with the people they serve. They create feedback loops and stay engaged so they understand changing community needs and can evaluate the impact their work is having. It’s tough to justify supporting a nonprofit that doesn’t measure results.

3. Are you comfortable with the organization’s funding model and is there diversity among revenue sources? Or are they mostly dependent on charitable giving and start from scratch each year? You’re likely interested in a long-term sustainability strategy vs a crisis fundraising approach. It’s worth asking if they have 100% board giving also.

4. Does the organization provide opportunities for leadership development — both on the staff and volunteer side? You can learn a lot about a nonprofit by how they invest in their human capital. If you’re going to serve on the board, it’s a reasonable expectation to think you will gain from the experience. If training and education are the first things cut from the budget when things get tight, their priorities may be off. Strive to team up with the best and the brightest.

5. How much overlap is there between your customers and the nonprofit’s audience? Regardless of how you end up partnering with a nonprofit, good business sense tells you to find some alignment here. Not only do you want your employees to find value in the volunteer opportunities, but how can this partnership positively affect your bottom line?

There are other questions to ask too, but these are a great start. And be prepared to answer some questions from them. A great nonprofit leader will want to know why you see them as a potential partner and will do their due diligence to ensure your company is worthy of them also.

And if they don’t, then that’s a red flag.

Union of Pan Asian Communities

OUR MISSION

To improve the general well-being and education of the Asian, Pacific Islander and other ethnic communities of San Diego County. UPAC is a 501 (c) (3) non-profit health and human services organization providing a variety of programs, services, and resources to over 35,000 low to moderate income, Asian, Pacific Islander, Latino, Middle Eastern, East African, African American and other diverse ethnic populations of San Diego County.

UPAC Presents: The 45TH Annual Leadership Awards Dinner

Tuesday, May 14, 2019 - Hilton San Diego Resort & Spa (Mission Bay) 5:00PM - 9:00PM

Cocktail Reception ~ Silent & Live Auction ~ Awards Ceremony ~ Dinner Program

Contact Jennifer Leedom @ 619-446-0805 or jleedom@upacsd.com
Tickets $200/per person ~ $2000/Table of Ten ~ Sponsorships Available ~ Visit www.upacsd.com

UPAC Neighborhood Enterprise Center Now Open (NEC.UPACSD.COM)

Come experience our new City Heights community “hub” featuring a neighborhood café, commercial kitchen, multipurpose community gathering place, technology center and product design and print shop!
Nonprofit Agencies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Agency Name</th>
<th>Address</th>
<th>Local revenue (millions) FY 2017</th>
<th>% Growth</th>
<th>S&amp;A/Exp</th>
<th>Invest/Gen</th>
<th>Program serv/Exp</th>
<th>Other</th>
<th>San Diego expenses (millions)</th>
<th>% to Clients</th>
<th># of local employees</th>
<th>% Breakdown of revenue source</th>
<th>Exec. director</th>
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<td>4990 Murphy Canyon Road, San Diego 92123</td>
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</tbody>
</table>

*Nonprofits 10-29-18.indd   84*
**Nonprofits Ranked by local revenue in fiscal year 2017**

Researched by Gina Bertuzzi

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Rank</th>
<th>% breakdown of revenue source</th>
<th>% breakdown of expenditures</th>
<th># of local employees: Full-Time Part-Time</th>
<th>Exec. director</th>
<th># of directors</th>
<th>Year est. locally</th>
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<tbody>
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<td><a href="http://www.vistahill.org">www.vistahill.org</a> 619-514-5320</td>
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<tr>
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**Fundraising Afloat and Ashore**

Choose from 7 Hornblower yachts and our historic land venue, The Abbey On Fifth Avenue, to make your event unforgettable.

**WE’RE PROUD TO OFFER DISCOUNTED RATES FOR NON-PROFITS GROUPS**

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ABBEYEVENTS.COM | 619-886-8700

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**Not ranked**

Due to rounding off, some percentages do not total 100 percent.

These nonprofits are 501(c)(3) agencies. The organizations are charitable in nature and provide social and cultural services for the community. Educational institutions, medical research institutions and hospitals are not included.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of this list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. 858-634-4635. This list may not be reprinted in whole or in part without permission from the editor. Some organizations have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply an agency’s size or mission.
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<thead>
<tr>
<th>Rank</th>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
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<th>Fundraising</th>
<th>Grants/ Fees</th>
<th>Program services fees</th>
<th>Other</th>
<th>San Diego expenses (millions)</th>
<th>Services to clients</th>
<th>Management &amp; General</th>
<th>Employment</th>
<th># of employees</th>
<th># of full-time employees</th>
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<th>Year est. locally</th>
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<td>43 5 3 7</td>
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*Not available

**Notes:**
- **Source:** The companies.
- **Due to rounding off, some percentages do not sum to 100 percent.
- These are 100% of agencies. The rankings are salvable in nature and provide social and cultural services for the community.
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### Nonprofits

#### THE LIST

**Agency** | **Address** | **Phone** | **Exec. director** | **Year est. locally**
--- | --- | --- | --- | ---
**41** | Fleet Science Center® | 1975 El Prado, San Diego 92101 | 619-234-8291 | Steven Snyder 2013
**42** | Hospice of the North Coast | 2025 Pico Drive, Suite 301, Carlsbad 92008 | 760-431-4100 | Shane Lutz 1980
**43** | Jewish Federation of San Diego County | 4550 Murphy Canyon Road, San Diego 92123 | www.jewishofsandiego.org | Michael Auwer 1936
**44** | Casa de Amparo | 325 Buena Vista Road, San Marcos 92069 | 760-754-5500 | Tamara Reck-Myers 1978
**45** | Home Start Inc. | 5005 Texas St., Suite 203, San Diego 92108 | 619-426-3595 | Laura Tancredi-Raese 1972
**46** | San Diego Air & Space Museum | 201 Pan American Plaza, San Diego 92101 | www.sandiegoairandspace.org | James G. Katrick 1961
**47** | Center for Sustainable Energy | 3890 Sherman St., Suite 170, San Diego 92110 | 619-234-1777 | Lawrence Goldenhar 1996
**48** | Partnerships With Industry | 7540 Metropolitan Drive, Suite 105, San Diego 92108 | 619-426-3595 | Wendy Fornis 1998

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**Nonprofits Ranked by local revenue in fiscal year 2017**

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<th>Rank</th>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
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<th>Year est. locally</th>
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<tr>
<td>1</td>
<td>San Diego Zoo</td>
<td>2525 Park Blvd, Balboa Park, San Diego 92101</td>
<td>619-234-8291</td>
<td>Terry Erwin 1973</td>
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<td>2</td>
<td>San Diego County Fair</td>
<td>1440 Pacific Hwy, Del Mar 92014</td>
<td>619-747-0503</td>
<td>John Campbell 1945</td>
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<td>3</td>
<td>The San Diego Children’s Discovery Museum</td>
<td>1009 El Prado, Balboa Park, San Diego 92101</td>
<td>619-234-8291</td>
<td>Steven Snyder 2013</td>
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<tr>
<td>4</td>
<td>The San Diego Foundation</td>
<td>850 E. Robb Field St., Suite 200, San Diego 92101</td>
<td>619-234-8291</td>
<td>Michael Auwer 1936</td>
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**Ranked by local revenue in fiscal year 2017**

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<th>Address</th>
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<td>619-234-8291</td>
<td>Michael Auwer 1936</td>
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**% breakdown of revenue source**

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<th>FY 2016</th>
<th>Fundraising</th>
<th>Grants/fees</th>
<th>Program service fees</th>
<th>Other</th>
<th>San Diego expenses (millions)</th>
<th>Service to clients</th>
<th>Management &amp; general</th>
<th>Fundraising</th>
<th>% breakdown of revenue source</th>
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**% breakdown of expenditures**

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<th>Program service fees</th>
<th>Other</th>
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<th>Service to clients</th>
<th>Management &amp; general</th>
<th>Fundraising</th>
<th>% breakdown of revenue source</th>
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**Note:** Due to rounding off, some percentages do not total 100 percent.

---

**Change is hard.**

Transitioning to civilian life doesn’t have to be.

We’re on a mission to help military families get through the biggest change of their lives. Learn more at www.zero8hundred.org.

---

**Mission:**

Helen Woodward Animal Center’s passionate belief that animals help people and help animals, through trust, unconditional love, and respect, creates a legacy of caring. Sharing this philosophy with others, the Center inspires and teaches, locally and globally, the importance of the animal-human bond.

Learn more about the center.

[visit animalcenter.org](http://animalcenter.org)
Nonprofit Agencies

Ranked by local revenue in fiscal year 2017

Researched by Gina Bertuzzi

THE LIST

Nonprofit Agencies

Nonprofit Agencies

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Local revenue (millions) FY 2017</th>
<th>% (+)</th>
<th>Fundraising</th>
<th>Grants/Fees</th>
<th>Program service fees</th>
<th>Investment Income</th>
<th>Other</th>
<th>San Diego expenses (millions)</th>
<th>Services to clients</th>
<th>Services to general public</th>
<th>% breakdown of revenue source</th>
<th>% breakdown of expenditures</th>
<th># of local employees: Full-time Part-time</th>
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<th># of directors</th>
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*Source: San Diego Business Journal*

Due to rounding off, some percentages do not total 100 percent. The organizations are listed in order of dollars donated and provide social and cultural services for the community. Educational institutions, medical research institutions and hospitals are not included.

To the best of our knowledge, the information in this list is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. 5614 66th St. This list may not be reprinted in whole or in part without permission from the author. Some organizations have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants nor to imply an agency’s size or potential rank indicators in quality.

Our kids in foster care have told us: One caring person can transform a life.

At Walden Family Services, we believe all children—medically fragile, LGBT, sibling groups, teens—deserve the love and support they need to reach the promise of their full potential.

And we think that person is you.

Join us in making sure that children in foster care develop healthy relationships, heal from trauma, and grow into strong, productive members of the community.

Visit waldenfamily.org today.

Walden Family Services
San Diego • Los Angeles • Riverside • San Bernardino
## Nonprofit Agencies

### THE LIST

<table>
<thead>
<tr>
<th>Rank</th>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Local revenue (millions)</th>
<th>FY 2017 expenses (millions)</th>
<th>Program service fees</th>
<th>Investment income</th>
<th>Service to clients</th>
<th>Management/general</th>
<th>Fundraising</th>
<th>% of local employees</th>
<th>Exec. director</th>
<th>Year est. locally</th>
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*Not available

**Notes**

- **Source:** Research Department of The companies
- **Due to rounding off, some percentages do not total 100 percent.
- **Anomalies:** Anomalies (NR) agencies. The organizations are salaried in nature and provide social and cultural services for the community. Educational institutions, medical research institutions and hospitals are not included.
## Nonprofits

### THE LIST

**GIVING GUIDE 2018**

### Not available

**These nonprofits are 501(c)(3) agencies. The organizations are charitable in nature and provide social and cultural services for the community. Educational institutions, medical research institutions and hospitals are not included.**

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<th>FY 2016 % + (−)</th>
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<th>Grants/foiya</th>
<th>Investmen in human resources</th>
<th>Program service fees</th>
<th>Other</th>
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<th>Service to 3 clients</th>
<th>Management/General</th>
<th># of local employees: Full-time Part-time</th>
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<td>The Rosie Network</td>
<td>9412 Lightfoot Ave., Suite 130, San Diego 92123</td>
<td><a href="http://www.therosienetwork.org">www.therosienetwork.org</a></td>
<td>$0.3</td>
<td>59</td>
<td>49</td>
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<td>0</td>
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<td>73</td>
<td>22</td>
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<td>Kids’ Turn San Diego</td>
<td>3000 Murphy Canyon Road, Suite 515, San Diego 92123</td>
<td><a href="http://www.kidsturn.org">www.kidsturn.org</a></td>
<td>$0.27</td>
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<td>Tender Loving Canines Assistance Dogs</td>
<td>11440 W. Bernardo Court, Suite 300, San Diego 92127</td>
<td><a href="http://www.tenderlovingcanines.org">www.tenderlovingcanines.org</a></td>
<td>$0.29</td>
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<td>Association Of Fundraising Professionals - San Diego Chapter</td>
<td>P.O. Box 882088, San Diego 92168</td>
<td><a href="http://www.afp.org">www.afp.org</a></td>
<td>$0.25</td>
<td>74</td>
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<td>Wesley House Student Residence</td>
<td>5710 Hardy Ave., Suite 12, San Diego 92115</td>
<td><a href="http://www.wesley.org">www.wesley.org</a></td>
<td>$0.24</td>
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<td>12</td>
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<td>69</td>
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<td>16</td>
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<td>2</td>
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<td>Cyber Center of Excellence (CCEO)</td>
<td>610 W. Ash St., Suite 701, San Diego 92101</td>
<td><a href="http://www.ccecd.org">www.ccecd.org</a></td>
<td>$0.22</td>
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<td>Homœlid San Diego</td>
<td>P.O. Box 52, S.D., San Diego 92192</td>
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<td>NAWIC SD Future Construction Leaders Foundation</td>
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<td>$0.03</td>
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<td>Kim Center for Social Balance</td>
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<td>Community Parks Alliance</td>
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<td>Hubbs-SeaWorld Research Institute</td>
<td>2950 E. Fifty-Third St., San Diego 92109</td>
<td><a href="http://www.hsrri.org">www.hsrri.org</a></td>
<td>$0.03</td>
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1 Local independent contractors.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Foundation</th>
<th>Assets: 2016</th>
<th>Top local exec.</th>
<th>Year founded</th>
</tr>
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<tr>
<td></td>
<td></td>
<td>2016 % (+/-)</td>
<td>Phone</td>
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<tr>
<td>1</td>
<td>Price Philanthropies Foundation</td>
<td>$473,379,536</td>
<td>Robert Price</td>
<td>1983</td>
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<td></td>
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<td>$475,381,785</td>
<td>888-551-2321</td>
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<td>2</td>
<td>Walt Family Foundation</td>
<td>$140,013,593</td>
<td>Theodore Waltt</td>
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<td></td>
<td></td>
<td>$142,366,926</td>
<td>858-551-4400</td>
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<td>3</td>
<td>West Health</td>
<td>$125,282,166</td>
<td>Shelley Lyford</td>
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<td>$135,466,322</td>
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<td>Jacobs Center for Neighborhood Innovation</td>
<td>$912,725,729</td>
<td>ReginaJo Jones</td>
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<td></td>
<td>$12,007,031</td>
<td>858-551-9222</td>
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<td>5</td>
<td>Leichtag Foundation</td>
<td>$119,405,288</td>
<td>James Farley</td>
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<td></td>
<td>$118,273,592</td>
<td>760-929-1030</td>
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<td>Walter J. &amp; Betty C. Zable Foundation</td>
<td>$325,325,393</td>
<td>Warren Magill</td>
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<td>$87,024,959</td>
<td>619-239-7056</td>
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<td>Stewardship Foundation</td>
<td>$1,515,147</td>
<td>Jacob Brancher</td>
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<td>$827,129,999</td>
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<td>Charles Lee Powell Foundation</td>
<td>$49,657,581</td>
<td>Joel Holliday</td>
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<td></td>
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<td>$50,793,665</td>
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<td>9</td>
<td>William Gumpert Foundation</td>
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<td>David Consuevas</td>
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<td>$44,465,401</td>
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<td>10</td>
<td>Donald C. and Elizabeth M. Dickinson Foundation</td>
<td>$1,803,983</td>
<td>Martin Dickinson</td>
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<td>$1,379,173</td>
<td>James Greenbaum</td>
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<td>$134,741,173</td>
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<td>The Gilbert J. Martin Foundation</td>
<td>$2,440,000</td>
<td>Roger Anderson</td>
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<td>$34,576,013</td>
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<td>Linden Root Dickinson Foundation</td>
<td>$1,517,233</td>
<td>Robert Sanders</td>
<td>1991</td>
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<td>$32,253,983</td>
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<td>Rody Family Foundation</td>
<td>$3,540,271</td>
<td>Ernest Rody</td>
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<td>$33,219,480</td>
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<td>Shaffer Family Foundation</td>
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<td>Lawrence Schwartz</td>
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<td>Website</td>
<td>Assets: 2016</td>
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<td>JW Sefton Foundation</td>
<td>2505 Fifth Ave., Suite 808, San Diego 92103</td>
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<td>17</td>
<td>Altabros Foundation</td>
<td>2825 Albatross St., San Diego 92103</td>
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<td>Epstein Family Foundation</td>
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<td>Cushman Foundation</td>
<td>10230 Tracea, Suite 110, San Diego 92131</td>
<td><a href="http://www.cushenterprises.com">www.cushenterprises.com</a></td>
<td>$21,073,913</td>
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<td>Girard Foundation</td>
<td>2229 Avenida de la Playa, Suite 203, La Jolla 92037</td>
<td><a href="http://www.girardfoundation.org">www.girardfoundation.org</a></td>
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<td>Avery Tzu Foundation</td>
<td>5075 Ruffin Road, San Diego 92123</td>
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<td>$19,190,752</td>
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<td>Ellen Browning Scripps Foundation</td>
<td>6121 Tennyson Drive, La Jolla 92037</td>
<td><a href="http://www.scripps.org">www.scripps.org</a></td>
<td>$18,177,745</td>
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<td>24</td>
<td>The Shillman Foundation</td>
<td>P.O. Box 676367, Rancho Santa Fe 92067</td>
<td><a href="http://www.shillmanfoundation.org">www.shillmanfoundation.org</a></td>
<td>$17,986,639</td>
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<td>Atkinson Family Foundation</td>
<td>6045 La Jolla Scenic Drive S., La Jolla 92037</td>
<td><a href="http://www.atkinsonfoundation.org">www.atkinsonfoundation.org</a></td>
<td>$17,230,377</td>
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<td>26</td>
<td>Melvin Garb Foundation</td>
<td>5348 Carroll Canyon Road, Suite 200, San Diego 92121</td>
<td><a href="http://www.melvingarbfoundation.org">www.melvingarbfoundation.org</a></td>
<td>$16,477,228</td>
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<td>The Shirley Foundation</td>
<td>P.O. Box 297, Pauma Valley 92061</td>
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<td>28</td>
<td>Menard Family Foundation</td>
<td>4225 Executive Square, Suite 1150, La Jolla 92037</td>
<td><a href="http://www.menardfoundation.org">www.menardfoundation.org</a></td>
<td>$14,417,959</td>
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<td>29</td>
<td>McCarthy Family Foundation Inc.</td>
<td>P.O. Box 27369, San Diego 92198</td>
<td><a href="http://www.mccarthyfamilyfdn.org">www.mccarthyfamilyfdn.org</a></td>
<td>$11,163,985</td>
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<td>Westreich Foundation</td>
<td>P.O. Box 3601, Rancho Santa Fe 92067</td>
<td><a href="http://www.thewestreichfoundation.org">www.thewestreichfoundation.org</a></td>
<td>$10,063,633</td>
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The latest available data from Guidestar.org.

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San Diego Family Foundations

<table>
<thead>
<tr>
<th>Rank</th>
<th>Foundation Name</th>
<th>Foundation Address</th>
<th>Assets: 2016</th>
<th>2015</th>
<th>% (+/-)</th>
<th>2016 grant awards</th>
<th>Mission or focus (partial list)</th>
<th>Top local exec.</th>
<th>Phone</th>
<th>Year founded</th>
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<td>Toby Wells Foundation</td>
<td>17180 Old Coach Rd., Poway 92064 <a href="http://www.tobywells.org">www.tobywells.org</a></td>
<td>$9,707,883</td>
<td>$9,654,378</td>
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<td>$7,205</td>
<td>Brings youth &amp; animals together through programs that build both compassion &amp; responsibility</td>
<td>Lynn Wells</td>
<td>858-391-2973</td>
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<td>32</td>
<td>Mandell Weiss Charitable Trust</td>
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<td>$8,193,247</td>
<td>$8,160,668</td>
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<td>Performing arts</td>
<td>Joseph Satz</td>
<td>858-494-2933</td>
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<td>$8,147,455</td>
<td>$8,363,869</td>
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<td>$462,500</td>
<td>Health care, elderly, theater, humane society</td>
<td>Kathleen Bell-Fynn</td>
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<td>Got Family Foundation</td>
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<td>$8,797,360</td>
<td>$8,240,079</td>
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<td>$401,616</td>
<td>Education, zoo, student transportation</td>
<td>Gillian Thornley</td>
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<td>Linda Brandes Foundation</td>
<td>P.O. Box 535, Rancho Santa Fe 92067 <a href="http://www.brandesfoundation.org">www.brandesfoundation.org</a></td>
<td>$8,746,035</td>
<td>$8,572,404</td>
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<td>$418,220</td>
<td>Arts, children’s welfare &amp; education &amp; animal rescue</td>
<td>Linda Brandes</td>
<td>858-756-9850</td>
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<td>36</td>
<td>James Hervey Johnson Charitable Educational Trust</td>
<td>P.O. Box 16160, San Diego 92178</td>
<td>$8,607,598</td>
<td>$8,817,640</td>
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<td>$473,937</td>
<td>Education &amp; research</td>
<td>Kevin Murrenely</td>
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<td>Lash Foundation</td>
<td>P.O. Box 22916, San Diego 92122</td>
<td>$7,124,254</td>
<td>$7,376,958</td>
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<td>$188,858</td>
<td>Education, health care, faith-based charities</td>
<td>Lawrence Kline</td>
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<td>38</td>
<td>DeFalco Family Foundation Inc.</td>
<td>P.O. Box 21707, San Diego 92192</td>
<td>$6,983,968</td>
<td>$6,746,673</td>
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<td>$475,000</td>
<td>Education, health care, people with disabilities</td>
<td>Santina DeFalco</td>
<td>619-235-6800</td>
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<tr>
<td>40</td>
<td>Thomas C. Ackerman Foundation</td>
<td>3700 Avenida Blvd., Suite 118, La Mesa 91941 <a href="http://www.ackermanfoundation.org">www.ackermanfoundation.org</a></td>
<td>$5,712,806</td>
<td>$5,792,888</td>
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<td>$251,500</td>
<td>Helping the youth of our community in their early education</td>
<td>Robert S. Copeland</td>
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<td>Szekely Family Foundation</td>
<td>1840 Neale St., San Diego 92103</td>
<td>$5,185,781</td>
<td>$5,663,056</td>
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<td>$693,620</td>
<td>Social service, environmental, science, arts</td>
<td>Sara Livia Brightwood</td>
<td>858-706-4338</td>
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<td>42</td>
<td>The Lipp Family Foundation</td>
<td>1001 B Ave., Suite 211, Coronado 92118</td>
<td>$4,088,026</td>
<td>$3,923,080</td>
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<td>$255,500</td>
<td>Adult &amp; child mentoring, education, science</td>
<td>Charles Hayes</td>
<td>619-496-4195</td>
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<td>Jacobs Family Foundation Inc.</td>
<td>404 S. Euclid Ave., San Diego 92113 <a href="http://www.jacobsfamilyfoundation.org">www.jacobsfamilyfoundation.org</a></td>
<td>$3,838,737</td>
<td>$10,659,178</td>
<td>(44)</td>
<td>$7,773,251</td>
<td>Explores new philanthropic roles &amp; relationships for strengthening under-invested neighborhoods</td>
<td>Andrew Hapke</td>
<td>na</td>
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<td>44</td>
<td>Ute City Charitable Trust</td>
<td>3109 Wildflower Summit, Escondido 92024</td>
<td>$2,754,582</td>
<td>$3,355,836</td>
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<td>$643,500</td>
<td>Faith-based charities, social services, health services</td>
<td>Stan Benom</td>
<td>858-794-8440</td>
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<td>$107,461</td>
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<td>Religion</td>
<td>Joan Jacobs</td>
<td>858-554-0800</td>
<td>2010</td>
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</table>
Let’s Support Your Cause with Successful Events

At The Westin San Diego Gaslamp Quarter, we proudly support your efforts by hosting vibrant events designed to help you achieve your goals. Allow us to accommodate your individual event needs with our flexible indoor and outdoor event spaces, nourishing food and beverage menus, and enriching enhancements.

Our Non-Profit Event Perks Include:
• Raffle Donation Gift Certificate for an Overnight Stay with Breakfast
• Custom Menu Pricing
• Complimentary GOBO projection or uplights upon meeting food and beverage minimum
• 501C3 Giveback Cocktail: For each cocktail (specially created for your event!) that is sold, $1 will be donated back to your organization

Terms and conditions apply. To learn more about our dynamic event spaces, thoughtful services and Non-Profit Event Perks, call 619.239.2200 or visit westin.com/gaslamp.
As an award winning employer of choice, Sony Electronics values diversity and inclusion, invests in the workforce of tomorrow, and is committed to conserving the planet through our sustainable business practices and innovative technology.

TOGETHER, LET’S MAKE THE WORLD SAY, WOW.