

SAY SAN DIEGO Board of Directors' Meeting (Zoom)

February 18, 2025, 4:00 – 5:30 p.m.

<https://saysandiego-org.zoom.us/j/88288354311>

Meeting ID: 882 8835 4311

Passcode: xY2rcguY

4:00 p.m. Call to Order, Confirmation of Quorum: Theresa Carter, President

Changes or additions to the agenda?

CONSENT ITEMS (not discussed unless a member requests an item be discussed):

Board Minutes January 2025

Federal Funding Summary

Mission Moment

Strategy and Development Report

Finance Committee Report

Grants/Fundraising Report

4:05 pm – ACTION ITEMS:

1. Formation of New Ad-Hoc Risk/Opportunity Committee
 - a. Trump Executive Orders
 - i. EDI update (Andre)

4:20 pm – DISCUSSION ITEMS:

1. Executive Team Updates
 - a. 101 Ash Building (Joe & Chris)
 - b. Community Engagement (Kevin)
 - c. People & Culture (Lisa)
 - d. Philanthropy (Mary)
 - e. Youth, Adult, Family Wellness (Kelly)
2. Committee Reports
 - a. Finance Committee Highlights – Jane & Dave 4:30 – 4:45
 - i. Investment Reserve
 - b. Fundraising Report Highlights – Joe & Mary 4:45 – 5:00

5:00 pm – CLOSED SESSION:

1. Transition Update – Dave & Louie
2. Board Priorities - Theresa
3. Legal Matters - Sara

5:30 pm ADJOURN

NEXT MTG: Tuesday, March, 18, 2025 in person 12 to 1:30 pm at the Viewridge office

CONSENT

SAY San Diego, Inc.
Board of Directors' Meeting (Zoom)
January 21, 2025
Minutes

Vision

Opportunity, equity, and well-being

Mission

SAY San Diego partners with youth, adults, families and communities in reaching their fullest potential.

**Powerful
Impact Goals**

Child and Youth
Development

Youth, Adult and
Family Wellness

Community
Engagement

SAY San Diego's Strategic Priorities 2022-2025

- 1) Equity, Diversity and Inclusion:** We will ensure that equity, diversity and inclusion actions are visible and broadly inclusive, to produce structural, anti-racist changes within SAY San Diego, across our spheres of influence, and in the systems and communities where we work.
 - 2) Communications:** We will strengthen and support all staff, board members and partners to confidently talk about SAY San Diego's overall results and mission.
 - 3) Leveraging Resources:** We will improve our comprehensive approach to whole person and whole family care by implementing a SAY San Diego resource and referral hub.
 - 4) Sharing Expertise:** We will actively share staff expertise in healthy living and healthy relationships across our communities, partners and workforce.
-

Board members present: Dhalia Balmir (after consent vote), Omar Baza, Theresa Carter, Nancy Gannon Hornberger, Sara Hyzer, David Kern, Tibyasa Matovu (after consent vote) Trisha Monteleon (after consent vote), Danielle Pena, Barbara Ryan, Janie Wardlow

Regrets: None

Staff present: Mary Baum, Lisa Bridges, Joe Buehrle, Jane Drover, Chris Jewell, Allie Lindsley, Kevin O'Neill, Kelly Vales

Guests: Jenny Lambert – Senior Director of Data and Evaluation

Minutes taker: Allie Lindsley

Quorum Present? Yes, 12 of 13

PROCEEDINGS:

The meeting was called to order at 4:02 pm by President, Theresa Carter

CONSENT ITEMS

Approved June Consent items included:

- Board Minutes October 2024
- Retreat Minutes Sept. 2024
- Executive Team Updates and Mission Moment
- Finance Committee Report
- Strategy and Development Report
- Grants/Fundraising Report

Theresa Carter announced the Board Farewell dinner for Nancy Gannon Hornberger happening on Thursday 2/13 at 6 pm. Nancy thanked the board for its partnership and support over the 11+ years she has been serving as CEO.

*On a motion by **Omar** and a second by **Sara** the **January 2025 Consent Items** were approved by unanimous consent.*

ACTION ITEMS:

Nomination of Carly Couture – On behalf of Trisha Monteleon, Nancy presented the nomination of Carly Couture. Carly has expertise in business development, and recently launched a consulting firm. Carly met with Nancy and Trisha at our Viewridge office and she had many insightful thoughts and great questions. She felt she would be able to connect SAY San Diego with the business community as a champion for our work. Nancy also mentioned that Carly sponsored Play4SAY in fall 2024. Theresa mentioned that she had lunch with Carly and feels that Carly brings many of the key qualities and relationships that board needs. Both Nancy and Theresa were supportive of Carly's nomination for the board.

*On a motion by **Theresa** and a second by **Sara**, Carly Couture was unanimously approved as a new board member, beginning her service in February.*

DISCUSSION ITEMS:

Annual Compliance Update – Omar Baza presented the annual compliance update to the board on behalf of the Compliance Committee. He outlined the purpose of the SAY San Diego Compliance Plan, the Compliance Code of Conduct, the board's role in Compliance and the structure of the Compliance Committee. Jenny Lambert, Senior Director, Monitoring and Evaluation, highlighted the successes of 2024 and areas for improvement. Board members inquired whether staff sign off on the Code of Conduct annually. SAY staff receive the Code of Conduct in their employee handbook upon hire and complete annual ethics training. The board suggested sending the Code of Conduct to all staff each year for acknowledgment and review.

Initial Insights into Implications of Incoming Administration – Nancy initiated a conversation about our collective insights about the new Presidential Administration. Board members are encouraged to engage in more discussions at future meetings as developments unfold. The Executive Team is closely monitoring community concerns related to immigration, DEI, funding, and other challenges. In the past, we have collaborated with community partners and public agencies to honor sensitive locations doctrine, but we understand that the current Presidential Administration is already seeking to remove these protections. We have begun internal

discussions about policy and practice to reinforce SAY San Diego's commitment to serving our clients and program participants, while safeguarding their confidential information, safety and their personal well-being, as well as that of our workforce. We remain dedicated to being a trusted community partner as we navigate the new administration. We will engage in advocacy and lean on our relationships and partnerships to stay abreast of changes and how we can maintain our integrity and our core mission. Nancy touched on funding changes that might be anticipated. Some may be sudden, like bolts of lightning, and others may take longer to work through because the states, localities and courts will be involved. Our direct federal funding is most vulnerable for Dads Corps, ATOD, and a few other areas. Most of our funding that originates with the federal government passes through the state to the county or school district. Board member Janie Wardlow suggested getting our community members involved in creative ways to overcome problems that arise. Board member Dhalia Balmir recommended working with the Governor's office. Nancy mentioned our close alliances with community partners, schools, the city and county, and the Governor, will be helpful, indeed.

Fundraising Committee Report – Mary Baum gave an update on our Holiday Hopes campaign. We exceeded our fundraising goal of \$25k and ended the campaign bringing in \$32k as a result of individual contributions. A big thank you to board member Sara Hyzer for her generous \$5k contribution, which drove a matching campaign for the first \$10k. The program served 250 families, and more than 700 children this year, with a \$100 gift card to Target and toy shopping. Big shout out to Orange Theory Fitness for their 2nd annual toy drive. They donated toys totaling over \$20k for our families to shop for their children. The team has a stretch goal to serve 300 families in 2025.

Finance Committee Update – Dave Kern gave an update on behalf of the Finance Committee. Our balance sheet looks good. The November financial report shows an overall year to date excess of \$274K. A draw of \$400K from the line of credit to carry cash flow was necessary and the amount was fully repaid on 1/2/25. Board members asked questions about the fee based preschool timing, and Jane explained that the income from subsidies is recorded when received, which can cause a lag in the actual reporting of income. The Finance Committee will bring forward more details about the reserves and financial position at the February meeting.

The board meeting was adjourned at 5:01 pm by Theresa Carter, President. The board met for a closed session. Closed session notes are filed and available at board member request.

Next meeting: February 18, 4 pm on Zoom

Trisha Monteleon, Secretary

Date

The Lighthouse at Miller Elementary School

SAY, in collaboration with Miller Elementary, recognized a critical need for enhanced mental health support for the school's students. With 98% of its student body connected to military families and 25% registered with Individualized Education Plans (IEPs), Miller Elementary faces unique challenges. Military-connected students often grapple with the emotional toll of deployments, frequent relocations, and other stressors that can impact their mental well-being.



To address this need, SAY applied for and was selected as one of 23 organizations chosen to participate in the Prebys Youth Emotional and Mental Well-being grant, led by the Conrad Prebys Foundation. Through this partnership, SAY SD and Miller Elementary launched "The Lighthouse"—a dedicated space where students can engage in one-on-one or group discussions, build social-emotional skills, and connect parents and staff to vital community resources. Thanks to the generous support of the Prebys Foundation, The Lighthouse will be operational for two years, providing essential mental health support to the students of Miller Elementary.

"The Lighthouse" is a SAY SD program, however, it is highly tied in with Miller's "Wellness Team", recognizing that a holistic approach is vital to effectively serving our students!

Finance Committee Meeting Minutes

Monday, February 10, 2025

Board Members Present: Dave Kern, Tibyasa Matovu, Dani Pena, Louie Nguyen

Staff Present: Jane Drover

Financial Statements: Discussed both operational losses, driven by increased personnel costs due to COLA and merit increases, increased employee benefit costs and increased facility costs, with fewer contracts to allocate the fixed costs.

Discussed a change in presentation using the start of the fiscal as a comparative for the year-to-date figures.

December highlights include:

- Overall year to date excess of \$158K
- Strong cash position

Impact of Executive Orders: Opened a discussion on the impact of the recent Executive Orders, specifically those related to payment freezes for federally funded contracts. Reviewed the current federal funds SAY receives, which are broken into three categories: funds directly from the federal government (\$1.4MM), federal funds passed through a local government entity (\$2.2MM) and funds with federal origin (unknown, includes PrimeTime funding). The know amount at risk of nonpayment or stoppage is 12% of the annual budget.

Needs include a comprehensive Business Continuity Plan, strong internal and external communications and messaging and a strong and consistent narrative about the issue. A recommendation was made to form an Ad-Hoc Committee of the board to prioritize focus on this issue.

Tibyasa requested a one-page summary of the potential impacts and risks, which will be included in the board packet.

Next meeting: Monday, March 10, 2025 at 3:00 pm via Zoom.

FISCAL SUMMARY REPORT FOR FY 24-25 – AS OF 12/31/24

Revenue and Expense Summary with PY Comparatives:

	CYTD Actual 12/31/24	PYTD Actual 12/31/23	% Change CYTD to PYTD	CYTD Budget 12/31/24	% Variance CYTD Actual to CYTD Budget
Revenue	\$14,357,000	\$15,221,000	-5.68%	\$14,973,000	-4.11%
Expenses	\$14,198,000	\$14,361,000	-1.14%	\$14,693,000	-3.37%
Operational Excess	(\$61,250)	\$578,000	-110.60%	\$220,000	-127.84%
Nonoperational Excess	\$219,878	\$282,000	-22.03%	\$60,000	266.46%
Net Excess	\$158,628	\$860,000	-81.55%	\$280,000	-43.35%

CYTD=Current Year-to-Date

PYTD=Prior Year-to-Date

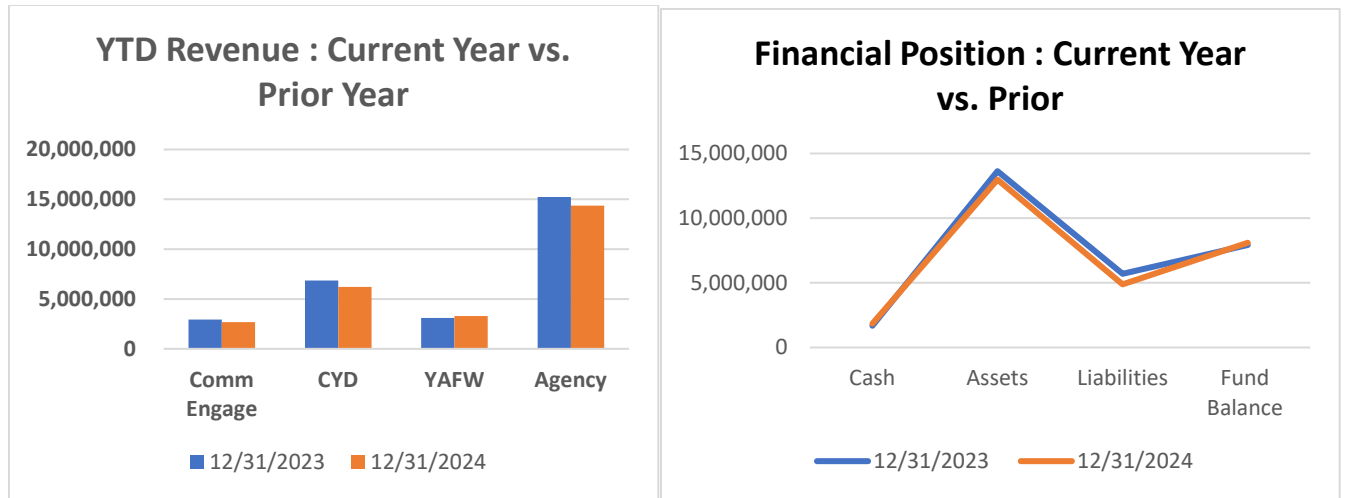
Notes: While revenues, expenses and overall net excess remain steady year by year, the operational decline in the current year is related to the ending of four funding contracts on June 30, 2024, three of which were performance-based contracts generating an excess of revenues over expenses.

Key social enterprise and performance-based programs (excludes cost for reimbursement contracts):

	CYTD Actual 12/31/24	PYTD Actual 12/31/23	% Change CYTD to PYTD	CYTD Budget 12/31/24	% Variance CYTD Actual to CYTD Budget
Fee-Based Extended Learning	555,000	627,000	-11.48%	551,000	0.73%
Fee Based Preschool	1,300	16,000	-91.88%	16,000	-91.88%
Performance Based Contracts	96,000	114,000	-15.79%	113,000	-15.04%

Statement of Financial Position Summary with PY Comparatives:

	CYTD Actual 12/31/24	PYTD Actual 12/31/23	% Change CYTD to PYTD	\$ Change CYTD to PYTD
Available Cash	\$1,845,000	\$1,683,000	9.63%	\$162,000
Short Term Assets (what we have)	\$9,594,000	\$9,454,000	1.48%	\$140,000
Short Term Liabilities (what we owe)	\$3,561,000	\$3,621,000	-1.66%	(\$60,000)
Fund Balance (net worth)	\$8,088,000	\$7,929,000	2.01%	\$159,000



Notes: Three of the four contracts that ended were in the Community Engagement unit, reflected by its slight decrease in revenues over PY. The SD Unified School District did not offer as many summer programs in the current year versus the prior year, reflected by CYD's slight decrease in overall revenue YTD.

FEDERAL FUNDS RECEIVED BY SAY SAN DIEGO

DIRECT FUNDING - comes directly from US Government			PASS THROUGH FUNDING - comes through a local government entity			FEDERAL ORIGIN - has federal origins, but is not considered pass through funds	
Program	Federal Amount	% of Total Budget	Program	Federal Amount	% of Total Budget	Program	Notes
Dads Corp	999,999	3.29%	First 5 First Steps	806,000	2.65%	Family Connection Hub	Contract projected to switch to federal funding in FY 26-27. Contract amount is \$1.3MM
Safeguarding SD	300,000	0.99%	Community Services for Families	499,000	1.64%		
Clean & Safe Coalition	125,000	0.41%	Alcohol & Drug Prevention	843,000	2.77%	PrimeTime	Partially funded through US DOE, unknown impact. Contract amount is \$9.6MM
			Strong Communities	333,000	1.10%		
			Fatherhood Engagement	175,000	0.58%		
			Whole Family/2Gen	150,000	0.49%		

All of the direct funding contracts are slated to end in Q1 of FY 25-26. Uncertainty exists as to reprocurement, as some funding requests for proposals have been suspended under the new administration. If there is a change in focus for funding, reprocurement may not be possible.

Strategy and Development – February 2025 Updates

Communications:

- See BOD Report attached.

Resource Development:

- See BOD Report attached.

Monitoring & Evaluation

Data & Evaluation

- No updates.

Compliance & Monitoring

- No data breaches or security incidents were reported this past month.
- The Compliance Committee met on 2/11/25 (staff members) and (as of this write-up are scheduled to meet) on 2/18/25 with the full committee, including the Board Committee Members.
- The Security and Privacy Officers began the new 2025 Security Risk Assessment, which will be completed over the course of the year.
- The Privacy Officer began a comprehensive review and revision of the SAY HIPAA Manual, in conjunction with related policies and procedures found in the P&P Manual. The goal is to update the information, as needed, as well as align and simplify information, and eliminate redundancies.

Equity, Diversity and Inclusion:

- Facilitated to Change Comes Support Youth Group on how to create welcoming environment for potential new members
- Hosted "Neurodiversity 101" workshop to 45+ SAY staff members
- 1 Masculinity Education Group hosted.
- 1 EDI Committee Meeting hosted.
- Facilitated 2 EDI Foundations Trainings
- Facilitated 2 Post Election Community Circles
- Completed Heart Centered Connections Certificate Program (HCC). HCC is through University of San Diego School of Leadership and Education Sciences focused on teaching participants about neurodiversity, nervous systems, and embodied equity.
- Attended New Hire Orientation
- Attended Training and LRAT Committee meetings

Resource and Referral Hub:

- Connected Neighborhood Networks and Dads Corps to Wilson MS parent groups for outreach
- Received and distributed in-kind donation of 8 bikes to Dads Corps and CYD
- Received and distributed in-kind donation of baby and kids clothing to ECC and F5FS
- Compiled and shared immigration resources and information to help address rising concerns amongst staff, clients and community members
- Made 'Red Cards' for FRC and VR sites for staff. These cards equip clients and families with information on knowing their rights.

Communications – January 2025 BOD Summary

Digital Footprint

- Facebook:

<u>Page Likes</u>	<u>Accounts Reached</u>	<u>Page Visits/ Views</u>	<u>Page Followers</u>
- Jan: 2,843 likes +0.18% (+5)	- Jan: 7,308 -77.8% (-24,777)	- Jan: 14,017 views -83.7% (- 72,158) - Jan: 500 visits -20.8% (- 131)	- Jan: 3,193 +0% (+0)

- LinkedIn:

<u>Followers</u>	<u>Page Visits</u>	<u>Impressions</u>	<u>Engagement</u>
- Jan: 3,253 +0.37% (+12)	- Jan: 586 page views +253% (+423) 250 unique visitors +216.5% (+172)	- Jan: 22,765 +1,087% (+20,907)	- Jan: 282 reactions +386.2% (+225) 42 comments +42 (0%) 4 reposts +300% (+3)

- Instagram:

<u>Followers</u>	<u>Accounts Reached</u>	<u>Engagement</u>
- Jan: 1,632 followers +2.06% (+33)	- Jan: 2,057 +102.5% (+1041)	- Jan: 169 profile visits -4% (-7) - Jan: 343 content interactions +53.1% (+119)

- YouTube:

<u>Subscribers</u>	<u>Views</u>	<u>Watch Time</u>
- Jan: 41 subscribers +0% (+0)	- Jan: 57 views +6% (+3)	- Jan: 1.7 hours -149% (+1)

KWSM Digital Marketing Company Key Findings

Google Analytics/SEO

- Traffic from organic search increased by 39% compared to December.
- The majority of clicks came from branded search terms, as well as Louie's name.
 - This increase can be attributed at least in part to our paid advertisements and press release announcing Louie joining the SAY team. As people see announcements on other channels, they are likely to research SAY San Diego to learn more.
- We saw 583 sessions on the New CEO announcement blog.

Social pulses

- Traffic from social media increased by 306%, mostly coming from the updates surrounding our new CEO, Louie Nguyen.
- There were 45 new social media followers this month.
- The top posts included Louie's announcement as well as pictures from SAY San Diego's Project Safeguard Coalition.

Highlights

- Our Meta and LinkedIn ads announcing Louie drove 394 link clicks and 23K impressions.

Upcoming/Recommendations

- Hold a Meet & Greet for Louie, SAY's communications team, and KWSM's strategy team. This will allow KWSM to inquire about Louie's vision for SAY in 2025 and share recommendations for improving how we display SAY's impact and mission in the digital space.
- Our Meta and LinkedIn ads announcing Louie drove 394 link clicks and 23K impressions.
- Plan a video shoot to interview Louie about his vision for SAY, his story and background, etc.
- Create a landing page about Louie that includes the new video, his bio, and other key pieces of information that could be useful for corporate partners, donors, and key community members.
- Start removing Nancy from the website/updating her role as former CEO, per her request.

SAY San Diego

Grants Management Board

Report July 2024-January 2025

AWARDED

- **Price Philanthropies Foundation** - Funding awarded for unrestricted operational support. Amount: \$60,000 one-year grant. Awarded: 2/7/2025.
- **California Tobacco Control Program (CTCP) - [RFA 24-10095] Ending California's Tobacco Epidemic in Every Community:** Funding for The Collective (ATOD) to accelerate efforts through policy, system, and environmental change strategies. Amount: \$900,000 over 36 months (\$300,000/per year) running July 2025-June 2028. Notice of Intent to Award: 2/4/2025.
- **Busyhead Project Fund** – administered by the Vermont Community Foundation, General Operating Support. Amount: \$5,906.07. Awarded: 1/16/2024. **Per donor request, this grant will remain confidential and listed publicly as 'anonymous.'*
- **The Country Friends, FY 2025 Human Care Funding Request**, support for Valencia Park Elementary programs through healthy lifestyle initiative in partnership with Paddle for Peace (surf and science activities). Amount: \$10,000. Awarded: 12/17/2024.
- **Rancho Santa Fe Foundation**, 2024 Supporting Our Heroes Grant for programming at MFRC. Amount: \$18,166. Awarded: 12/3/2024.
- **Torrey Pines/Western Alliance Bank**, General Operating Support. Amount: \$5,000 Awarded: 11/26/2024.
- **The Rice Family Foundation**, support for Bridges to Success - Resource & Referral (R&R) Hub. Amount: \$10,000 Awarded: 11/6/2024.
- **PwC Foundation - Reimagine Grant**, expanding & enhancing the STEAM Hub Club program, CYD. Amount: \$25,000. Awarded: 9/20/2024
- **Walter J. & Betty C. Zable Foundation**, Military Family Resource Center programs. Amount: \$50,000. Awarded: 9/4/2024
- **Northrop Grumman Charitable Grant**, SAY STEAM Hub Club – CYD, Amount: \$5,000 Awarded: 7/16/2024.
- **David W. Hearst, Jr. Foundation**, Military Family Resource Center-Family Mental Health Programs. Amount: \$20,000. Awarded: 6/20/2024. **Per donor request, this grant will remain confidential and listed publicly as 'anonymous.'*
- **County of San Diego, Prevention Hub** – Funding for care navigation, needs assessment for families, *Community Pathway Eligibility* screening, and *Community Information Exchange* system onboarding, in partnership with 211 San Diego & YMCA, Notice of accepted SOW posted on 6/24/2024. Total 5-year contract maximum approved by County for \$ \$9,209,462.
- **San Diego Foundation-'24 ECI Capacity Building Grant**, applying for Early Childhood Center's Creative Curriculum improvements and staff professional development. Amount: \$25,000. Awarded: 6/12/2024

- **San Diego Women's Foundation**, School-based mental health program, *Youth Adult and Family Wellness*. Amount: \$75,000. Awarded: 5/28/2024
- **San Diego Chinese Women's Association**, Back to School Gift Card Program, \$1,000. Awarded: 5/1/2024.
- **State of California Natural Resources Agency, Youth Community Access**. Funding to provide youth field trips to natural and cultural resources, and training to conduct community needs assessments addressing challenges impacting youth wellbeing. Amount: \$237,156. Awarded 4/8/2024.
- **The Conrad Prebys Foundation: Youth Mental Health Innovation & Scaling Initiative**. For expanding mental health services to Miller Elementary through the Military Family Resource Center, \$125,000 each year for two years (total \$250,000). Awarded 4/3/2024.
- **Opening the Outdoors [San Diego Foundation]**, Multi-year grant continuation, Real Connections to the Outdoors Project- Field Elementary and Lincoln HS, \$37,000. Awarded 3/26/2024.
- **Hervey Family Fund [San Diego Foundation]**, Resource and Referral Hub, Bridges to Success Program, \$25,000. Awarded 3/22/2024.

DECLINED

- **California Coastal Commission WHALE TAIL® Competitive Grants Program 2024-25**: Support for Lincoln High School youth access to natural resources of the California Coast and its watersheds through education, stewardship, and outdoor experiences. Declined: November 4, 2024.
- **California Tobacco Control Program (CTCP)- [RFA 24-10095] Ending California's Tobacco Epidemic in Every Community**: Funding for **San Diego Smoke-Free Project** to accelerate efforts through policy, system, and environmental change strategies. Declined: 2/4/2025
- **Stavros Niarchos Foundation**—Global Grant Program LOI Request enhancing harm reduction strategies and mental health initiatives for The Collective, ATOD. Declined: 1/29/2025
- **Office of Justice Programs (OJP) Community-Based Violence Intervention and Prevention Initiative Site-Based (CVIPI)** - San Diego Clean and Safe Coalition funding to prevent and reduce violent crime through comprehensive, evidence-based community violence intervention programs. Declined: 12/9/24.
Analysis: Part of a highly competitive national funding pool (121 total applications);
Selection Rate: 11.6% (14 funded proposals).
- **California Community Reinvestment Grants (CalCRG) Program FY 2024-25: PHASE 1** Support for enhancing services and addressing current staffing patterns within the CBT program, YAFW unit. Declined: 12/5/24
Analysis: fierce competition for limited resources in Phase 2. **Statewide Competition Scale:** 410 applications; **Funding Gap Analysis:** \$668M requested vs. \$48M available; **Success Metrics:** Phase 1 scoring threshold of 9 (current application score: 6)

- **2024 Sober Truth on Preventing Underage Drinking Act (STOP Act) Grant**, Substance Abuse and Mental Health Services Administration (SAMHSA), Center for Substance Abuse Prevention (CSAP), Applying for *ATOD: City Heights Clean & Safe Coalition and What I Wish My Parents Knew Program Implementation*. Declined: 9/6/24.
- **Kuhle Family Foundation**, Family Support Services/Healthy Start programming at Valencia Park and Perry Elementary. Declined: 8/22/24.
- **Harrah's Resort Southern CA Grant**, Dads Corps: expanding alumni program with cohort-style classes, purchasing new curriculum, and providing food for events/meetings. Declined: 8/7/24.
- **California State Coastal Conservancy, Explore the Coast**. Applying for Real Connections to offer leadership development through experiential field trips to the coast. Declined: 6/27/24.
- **Truman C. Kuehn Charities (Wells Fargo Bank Trust)**, Light Our Way Campaign, *celebrating the achievements of graduating high school seniors in City Heights through scholarship opportunities* (Community Engagement). Declined: 6/10/24.

PENDING (SUBMITTED)

- **Human Dignity Foundation Winter Grant Cycle** enhancing support around harm reduction strategies and mental health initiatives for The Collective (ATOD). Due: [February 14, 2025](#)
- **2025 Sober Truth on Preventing Underage Drinking Act (STOP Act) Grant**, Substance Abuse and Mental Health Services Administration (SAMHSA), Applying for ATOD: City Heights Clean & Safe Coalition. Due: March 17, 2025
- **Strategic Prevention Framework - Partnerships for Success for Communities and Tribes, Substance Abuse and Mental Health Services Administration (SAMHSA)**, Applying for ATOD: City Heights Clean & Safe Coalition. Due: March 18, 2025.
- **Robert Wood Johnson Foundation Local Data for Equitable Communities** Funding for collecting and analyzing data to address community health inequities through data-driven action and policy improvement. Due: March 18, 2025.
- **San Diego Chinese Women's Association Grant** supporting the Back 2 School Drive. Due: [March 31, 2025](#)
- **U.S. Bank Foundation - Community Possible Grant**, Programs advancing economic development tied to work, home, and play, focusing on addressing systemic economic barriers for the CE Unit's initiatives in early childhood health and development ([applications are due on a rolling basis](#)).
- **Department of Health and Human Services (HHS) Fatherhood FIRE Grant (ACF-OFA)** Comprehensive fatherhood initiative targeting adult fathers (18+) with children under 24, including community and post-incarceration populations. Program focus: marriage promotion, responsible parenting, and economic stability. Applying for Dads Corps.

Target due date: May 1, 2025.

- **Department of Health and Human Services (HHS) - Relationships, Education, Advancement, and Development for Youth for Life (READY4Life), Administration for Children and Families (ACF-OFA) HHS READY4Life Grant** - Youth development initiative supporting marriage education, parenting, and career advancement: applying for Dads Corps. *Target due date: May 1, 2025.*
- **National Institutes of Health (NIH) - Tobacco, Alcohol, and Cannabis Policy Research for Health Equity (R01)**, ATOD & UCSD joint research project to promote responsible retail practices and expand "Stash Your Stash" public education campaigns for cannabis/tobacco harm reduction. *Target submission: June 5, 2025.*
- **Dr. Seuss Foundation Early Education & Literacy Grant** - *Invitation-only opportunity in partnership with San Diego Foundation* to support family literacy programs at Hancock, Miller, and Field Elementary Schools. Submitted: January 24, 2025
- **Stavros Niarchos Foundation—Global Grant Program LOI Request** enhancing harm reduction strategies and mental health initiatives for The Collective, ATOD. Submitted: December 18, 2024
- **IKEA San Diego - Community Involvement Program**, In-kind donations of products and/or equipment for First 5 First Steps and Military Family Resource Center. Submitted: December 13, 2024
- **Conrad Prebys Foundation - Prebys Sparx Initiative 2024:** Support for innovative solutions leveraging arts, culture, and nature to address mental health disparities and promote behavioral well-being among youth ages 0-25. School-based Family Support Services Crawford & Lincoln HS with Valencia Park Elementary and ATOD youth engagement program component. Submitted: December 4, 2024
- **California Tobacco Control Program (CTCP)- [RFA 24-10095] Ending California's Tobacco Epidemic in Every Community:** Two proposals submitted for funding for *San Diego Smoke-Free Project* and *The Collective* (ATOD) to accelerate efforts through policy, system, and environmental change strategies. Submitted: November 8, 2024
- **California Coastal Commission WHALE TAIL® Competitive Grants Program 2024-25:** Support for Lincoln High School youth access to natural resources of the California Coast and its watersheds through education, stewardship, and outdoor experiences. Submitted: November 4, 2024.
- **Walmart Foundation- Spark Good Local Grant**, expanding the Resource and Referral Hub capacity. Submitted: October 14, 2024.
- **Rice Family Foundation**, support for Bridges to Success - Resource & Referral (R&R) Hub. Submitted: September 26, 2024.
- **The Country Friends, FY 2025 Human Care Funding Request**, support for Valencia Park Elementary programs through healthy lifestyle initiatives, Paddle

for Peace (surf and science activities), and Inner City Athletic Program (sports equipment and family workshops). Submitted: September 13, 2024.

- **California Community Reinvestment Grants (CalCRG) Program FY 2024-25:PHASE 1** Support for enhancing services and addressing current staffing patterns within the CBT program, YAFW unit. Submitted: September 9, 2024.
- **North Island (CA) Credit Union Foundation**, expanding the Dads Corps Program to provide more parenting resources, healthy communication skills, and financial literacy training. Submitted: August 21, 2024.
- **CA Natural Resources Agency - Youth Community Access Grant**, expanding the ATOD Elevate Youth program to provide youth access to natural/cultural resources, focusing on low-income and underserved communities. Submitted: August 14, 2024.
- **Office of Justice Programs (OJP) Community-Based Violence Intervention and Prevention Initiative Site-Based (CVIPI)**, preventing and reducing violent crime in communities by supporting comprehensive, evidence-based community-based violence intervention and prevention programs. Complete application submitted: June 10, 2024
- **Sundt Foundation - 25th Anniversary Special Grant**, Military Family Resource Center programs. Submitted: June 7, 2024
- **Kaiser Permanente San Diego Community Health Grant**, *Real Connections for Youth* at Lincoln HS for evidence-based programming improving school performance and supporting school & family connectivity. Submitted: 4/11/24.
- **State of California, Department of General Services Procurement Division, Invitation for BID (IFB)**, Community Outreach and Education Services Bid for Services, All Units, Submitted: 6/27/2024.

UPCOMING FUNDING OPPORTUNITIES

- **Centers for Disease Control (CDC)** – Drug Free Communities Coalition – City Heights Clean and Safe Coalition – Supporting ATOD
- **W.K. Kellogg Foundation**, Supporting healthy birth outcomes and early development for CE Unit (*applications are due on a rolling basis*).

UPCOMING REPORTS

- None pending at this time.

SUBMITTED REPORTS

- **PwC – 2023 Reimagine Grant Impact Report** for delivering social-emotional learning services at Field Elementary and Lincoln High School. Submitted: 1/31/2025
- **Sierra Health Foundation Financial Report, Year 2** for Elevate Youth program. Submitted: 1/31/2025

- **Office Of Child Abuse Prevention (OCAP) Grant Quarterly Report [Q2]** for Crawford Community Connections. Submitted: 1/30/2025
- **Conrad Prebys Foundation** - Real Connections for Youth Final Report for the 2023 Real Connections program supporting Field Elementary and Lincoln High School. Submitted: 1/29/2025
- **San Diego Foundation Early Childhood Initiative—2024** Capacity Building Grant for Early Childhood Center's Creative Encounters: Best Practices to Boost Early Childhood Education initiative. Mid-Project Update Completed: 1/17/2024
- **The San Diego Foundation - Expanded Learning County Program Final Report, 2023- 2024** PRSO (Parent Student Resident Org) - Crawford Community Connection (CE). Submitted: 11/27/24
- **Price Philanthropies Foundation - Extended Day Program Annual Report, 2023-2024** Grant designated for supporting the extended care program at San Diego public schools - CYD. Annual Report submitted on October 4, 2024.
- **Kaiser Permanente Grant Final Report** - Pilot SAY Resource/Referral Hub integration with Community Information Exchange to improve social determinants of health. Final Report submitted on July 31, 2024.
- **Rancho Santa Fe Foundation – Patriots Connection Final Report (Year 2),** MFRC – funding to enhance social services and support systems for military individuals and families in need. Final Report submitted on July 26, 2024.
- **Bristol Myers Squibb Close Out Report,** Resource/Referral Hub program providing personalized navigation services and one-time emergency financial assistance to address community members' immediate needs. Submitted on July 2, 2024.
- **Dr Seuss Foundation Final Report** - Early Literacy Program for Military and Low-Income Families. Report submitted on June 28, 2024.
- **2023 San Diego Foundation Early Childhood Initiative** - Equitable Opportunities Grant, Final Report submitted on June 25, 2024.

Resource Development Board Report - February 2025
Summary FY24-25 - July 2024 - January 2025

Grant Revenues Summary 7/1/2024-1/31/2025			
Category	Source	<u>Denials</u>	<u>Revenue</u>
	Government		\$ 24,009,124
	Private		\$ 979,649
	Denials		
Total			\$ 24,988,773

Corporate and Individual Donations Revenue Summary 7/1/2024-1/31/2025				
Category	Corporate		Individual	<u>Revenue</u>
Agencywide/Campaigns				\$ -
Back to School	\$	7,120	\$ 140	\$ 7,120
Play4SAY	\$	123,810	\$ 83	\$ 92,000
Holiday Hopes		32,176.00	\$ 77	\$ 32,253
Total	\$	7,120	\$ 140	\$ 99,120

Government Grant Revenues

7/1/2024-1/31/2025

Renewal	Amount	Source
<u>Prime</u>		
Advancing Momentum for Tobacco-Free CA	\$ 400,000	State
Empowering Local Communities to End the Tobacco Epidemic	\$ 300,000	State
SDSU Tobacco Research Center	\$ 232,000	State
Alcohol and Drug Prevention North Central	\$ 462,473	County
Alcohol and Drug Prevention Central	\$ 380,860	County
Neighborhood Networks - Navigators	\$ 570,783	County
Cognitive Behavioral Therapy, Countywide (New contract)	\$ 1,067,500	County
Community Services for Families, North Central (New contract)	\$ 1,697,686	County
Drug-Free Communities	\$ 125,000	Federal
First 5 San Diego	\$ 767,587	County
Healthy Start	\$ 221,184	SDUSD
SDUSD - School Based Mental Health	\$ 595,000	SDUSD
Prime Time	\$ 9,142,024	SDUSD
Project KEEP	\$ 635,324	County
Regional Tobacco Prevention Effort	\$ 100,000	County
Resilience Community Mentoring Program	\$ 341,455	County
SAMHSA Safeguard San Diego	\$ 300,000	Federal
Elevate Youth	\$ 308,251	State
US Dept of Health & Human Services-ACF - Dad's Corp	\$ 681,730	Federal
State of CA - Health & Human Services - OCAP	\$ 121,959	State
State of CA - Health & Human Services - Family Resource Centers	\$ 238,792	State
CalWorks Home Visiting	\$ 815,258	State
County CSF - Central	\$ 124,911	County
County CSF - Central - Clinician	\$ 107,196	County
County - Probation - CBT	\$ 257,680	County
UCSD Spencer Grant - Empowering Refugee Families in SD	\$ 13,500	UCSD
PRACTICE Medically Integrated CHW Contract	\$ 284,465	County
State of California Natural Resources Agency, Youth Community Access	\$ 237,156	State
County of an Diego - Prevention Hub	\$ 1,841,892	County
<i>Subtotal - Prime</i>	<u>\$ 21,971,666</u>	
Harm Reduction Coalition	\$ 150,000.00	County
SBCS - SafeCare Contract Receivable	\$ 35,566.00	County
MHS/TURN - Courage to Call	\$ 10,000.00	Federal
<i>Subtotal - Subs</i>	<u>\$ 195,566.00</u>	

Total Renewal	\$	2,037,458.40
New	Amount	Source
Total New	\$0	
TOTAL GOVERNMENT	\$24,009,124	

Private Grant Revenues
7/1/2024-1/31/2025

Private Funding Sources	Amount	Unit
<u>Corporate</u>		
Northrop Grumman	\$ 10,000	CYD
Northrop Grumman	\$ 5,000	CYD
PwC Foundation, Reimagine Grant	\$ 25,000	OP
Western Alliance Community Foundation	\$ 5,000	Agencywide
Blue Shield of California	\$ 10,000	Agencywide
Sycuan Casino	\$ 10,000	Agencywide
City Heights Business Association	\$ 1,360	CE
The Berry Good Food Foundation	\$ 1,500	CE
The Country Friends, FY 2025 Human Care Funding	\$ 10,000	CE
Rancho Santa Fe Foundation	\$ 18,166	CE
Torrey Pines/Western Alliance Bank	\$ 5,000	Agencywide
Busyhead Project	\$ 5,906	Agencywide
<i>Subtotal</i>	<u>\$ 106,932</u>	
<u>Foundation</u>		
Price Philanthropies	\$ 60,000	CE
Price Philanthropies	\$ 18,000	CE
Price Philanthropies	\$ 123,717	CYD
Rice Foundation	\$ 10,000	OP
Conrad Prebys Foundation	\$ 150,000	CE
Conrad Prebys Foundation	\$ 100,000	CE
San Diego Women's Foundation	\$ 75,000	YAFW
Hervey Family Fund	\$ 25,000	OP
The San Diego Foundation (Outdoor Access)	\$ 37,000	CE
San Diego Chinese Women's Association	\$ 1,000	Agencywide
The Rice Family Foundation	\$ 10,000	Agencywide
The San Diego Foundation	\$ 25,000	CYD
The San Diego Foundation	\$ 75,000	CE
David W. Hearst, Jr. Foundation	\$ 20,000	CE
Walter J & Betty C Zable Foundation	\$ 50,000	CE
San Diego Foundation (Karen Wahler/Michael Gay Fund)	\$ 12,500	Dev/PR
The Rauch Family Foundation	\$ 6,000	Dev/PR
Jewish Community Foundation	\$ 2,500	Agencywide
Schwab Charitable (Jerome & Carole Turk)	\$ 5,000	Agencywide
David C Copley Foundation	\$ 2,000	Agencywide
San Diego Healthcare Quality Collaborative	\$ 10,000	CE
San Diego Seniors Community Foundation	\$ 5,000	YAFW

Walter J. & Betty C. Zable Foundatio	\$	50,000	CE
	<i>Subtotal</i>	<u>\$ 872,717</u>	
Total	\$	979,649	
Total Private Grants	\$	979,649	



Program
STEAM Grant
STEAM Grant
STEAM Hub Club
General Operating
City Heights Events
Lincoln
FSS Valencia Park
MFRC
General Operating
General Operating
Mid-City FRC
Clean and Safe Coalition
Recruitment
Bridges to Success Resource Hub
Healthy Start Military Family Resource Center
Lincoln
Youth Mental Health
Bridge Funds
Real Connections
Back to School
'24 ECI Capacity Building Grant
CCC
Military Family Resource Center
Healthy Start Military Family Resource Center
CE Mini Grants/Donations
YAFW Mini Grants/Donations

Military Family Resource Center programs

Grant Denials
7/1/2024-1/31/2025

Funder	Amount	Program	Notification Date
Kuhle Family Foundation	\$100,000	Valencia Park FSS	8/22/2024
Harrah's Resort Southern CA Grant		Dad's Corp	8/7/2024
2024 Sober Truth on Preventing Underage Drinking Act (STOP Act) Grant	\$60,000	ATOD	9/6/2024
Office of Justice Programs (OJP) Community-Based Violence Intervention and Prevention Initiative Site-Based (CVIPI)	\$200,000	ATOD	12/5/2024
California Community Reinvestment Grants (CalCRG) Program FY 2024-25:PHASE 1		ATOD	12/9/2024
California Coastal Commission WHALE TAIL® Competitive Grants Program 2024-25: Support for Lincoln High School youth access to natural resources of the California Coast	\$50,000	ATOD	2/6/2024
California Tobacco Control Program (CTCP)- [RFA 24-10095] Ending California's Tobacco Epidemic in Every Community: Funding for San Diego Smoke-Free Project	\$ 300,000.00	ATOD	2/4/2025
Stavros Niarchos Foundation—Global Grant Program LOI Request enhancing harm reduction strategies and mental health initiatives for The Collective	\$75,000	ATOD	1/29/2025
Total Denials	\$785,000		

Fundraising FY 24/25 - BOD Summary

2-18-25

Network For Good/PayPal

- Summary

	\$ Amount	# of Donations	# of Donors	Avg. Donation
Individual	\$43,928.00	166	141	\$264.62
Corporate	\$40,098.36	26	19	\$1,542.24
Quarterly Total	\$22,856.00	104	91	\$219.77
FYE 25 Total	\$84,026.36	192	158	\$437.63

- FYE 25 Campaigns

	\$ Amount	# of Donations	# of Donors	Avg. Donation
Play 4 SAY	\$123,810.00	99	83	\$1,250.60
Holiday Hopes	\$32,176.00	77	74	\$417.87
Back to School	\$7,260	21	17	\$345.71
The Collective	\$582.00	30	26	\$19.40
SDMFC	\$1,425.00	5	5	\$285
Community Engagement	\$970	4	4	\$242.50
SAY SD Donation Page	\$4,246.00	21	18	\$202.19

Highlights

- We achieved an impressive 20%+ increase in revenue for Play 4 SAY
- Holiday Hopes also saw exceptional success, with a 25%+ increase in revenue