

SAY SAN DIEGO Board of Directors' Meeting

May 20, 2025: 4pm to 5:30 pm

Virtual Meeting Held on Zoom

<https://saysandiego-org.zoom.us/j/83138800798>

Meeting ID: 831 3880 0798

Passcode: MayBoD25

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) {5 mins}:

Board Minutes April 2025

Strategy and Development Report

Mission Moment

Grants/Fundraising Report

4:05 pm – DISCUSSION ITEMS {35 minutes total}:

- 1. Finance & Budget Process Update {5 min} - Jane**
- 2. SAY San Diego Profile {5 mins total} - Louie**
 - a) TV Interview
 - b) California Endowment
- 3. Committee Reports {15 mins total}**
 - a) Fundraising Committee & Play for Say Update {10 mins} Mary
 - b) Risks & Opportunities Committee {5 mins} Joe
- 4. Executive Team Updates (1 win & 1 challenge) {10 mins total}**
 - a. Child & Youth Development (Chris)
 - b. Community Engagement (Kevin)
 - c. Finance (Jane)
 - d. Strategy & Development (Joe)
 - e. Youth, Adult, Family Wellness (Kelly)
 - f. People & Culture (Lisa)
 - g. Grants & Fundraising (Mary)

4:40 pm – CLOSED SESSION {50 mins total}:

Discussion

- 1. Review Comp/Salary Survey (Lisa*, Jane*, Louie) {10 mins} *Lisa & Jane excused after this review**
- 2. Board Member Recruiting Update {5 mins}**
- 3. Strategic Plan Alignment {10 mins}**
- 4. Transition Update {10 mins}**
- 5. Investment Reserve {10 mins total} - Louie**
 - a. Use of Reserve for 2026

Action Item - Investment Orientation – Approval of Disbursement of Yield {5 mins}

5:30pm ADJOURN

Meeting Duration: 90 mins

NEXT MTG: Tuesday, June 17, 12 pm to 1:30 pm in-person at SAY San Diego 4775 Viewridge Ave., SD 92123

Executive Committee Meeting Tuesday, June 17, 11:00-11:45 AM in person at SAY

CONSENT

SAY San Diego, Inc.
Board of Directors' Meeting
4775 Viewridge Ave. San Diego, CA 92123
April 15, 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.
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Board members present: Omar Baza, Theresa Carter, Tibyasa Matovu, Trisha Monteleon, Barbara Ryan, Janie Wardlow, Louie Nguyen, Dani Pena

Regrets: Carly Couture, Dave Kern, Sara Hyzer, Tibyasa Matovu

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

Guests: Bobby LaCour

Minutes taker: Allie Lindsley & Carrie Rich

Quorum Present? Yes, 8 of 11

PROCEEDINGS

The meeting was called to order at 4:00 pm by President, Theresa Carter

CONSENT ITEMS

Approved March Consent items include:

- Board Minutes March 2025
- Special Vote by email Minutes
- Mission Moment
- Financial Report
- Strategy and Development Report
- Grants/Fundraising Report
- 2025 Employee Anniversary Awards Save the Date

On a motion by Barbara and a second by Louie the April 2025 Consent Items were approved by unanimous consent with one change “correction of the attendance in the March 2025 BOD minutes”. (7 in favor, 0 oppose)

ACTION ITEMS:

Presentation of FY 23/24 Audit (Trisha Monteleon, Audit Committee, Bobby LaCour, Auditor)

Trisha Monteleon explained that they are talking about the audit that ended June 30, 2024. One thing different this year and already have some plans in place to prevent this in the future, is the audit committee did decide to allow SAY to file some of the financial statements by March 31. Normally we would have had this meeting and the vote to do that prior to filing but we still want to do this presentation today to make sure there's no other concerns. Had we missed the deadline, it would have put us into a higher risk category for next year's audit, which we didn't think made sense in the circumstances, especially with a clean audit.

Bobby LaCour shared that they are rendering an opinion on SAY's June 30, 2024 financial statements. The executive summary highlights what the most key, critical takeaway items are. They rendered an unqualified opinion on SAY's June 30, 2024 financial statements as of March 31, 2025. The unqualified opinion just means that they didn't qualify their opinion for any reason, meaning that this is a standard and clean opinion; the highest level they can provide of assurance.

Two things they must look at are **SAY's internal controls and risk assessment**.

For internal controls, they want to understand how we pay our bills, how we do our payroll, what it is like to receive money from the contracts we have in place, what are the procedures we need, etc. They are not providing an opinion on those internal controls, but if they find anything that they think would lead to an error in SAY's financial reporting, they bring it to our attention. Happy to report that they didn't identify any conditions considered to be a deficiency in SAY's internal controls.

For risk assessment, they go through a process of looking from multiple lenses, looking at SAY's financial statements and determining what areas have the greatest risk (i.e. where could the financial statements have an error or be more likely to have an error?) Based on that and the internal control assessments, they design their audit procedures that afford the opportunity to make sure those areas thought of as higher risk have been addressed and resolved.

Happy to report that those areas of high risk have been addressed and resolved to satisfaction.

For single audit, there are specific compliance requirements that the federal government puts out as part of the audit procedures. Their tests did not disclose any instances of noncompliance findings.

The audit process is an additive process. They must work with the management team. Kudos to Jane and her team for the work they put forth to get us to the place of providing an opinion on SAY's audited financial statements.

Bobby has been on SAY's account since 2018 or 2019. There is no specific timeline for auditor rotation in nonprofits.

Low risk of fraudulent invoicing providing outbound payment to vendors. The controls SAY has in place for our single audit is fairly similar throughout the organization; it's fairly universal in terms of procedures. Our controls are strong.

We put the audit out to tender three years ago and just completed our third year of the contract. It was decided by the audit committee to extend Aldrich one year but do plan to put the audit out for bid next year.

*On a motion by **Tricia** and a second by **Louie** the **Audit Report as presented** was approved by unanimous consent. (8 in favor, 0 opposed)*

DISCUSSION ITEMS:

Executive Team Updates–

Child & Youth Development (Chris) – *Win:* We've been invited to operate two new summer programs at new locations starting this summer. One at Sunset View Elementary (Point Loma area), and one at the Doyle Recreation Center (University City area). *Challenge:* Waiting anxiously on the May revise coming from the Governor's office. It is going to drive if there's going to be more money going into Primetime, which in theory, could eat into our revenue-generating fee-based program. Margin compression is possibly on the horizon.

Community Engagement (Kevin) – *Challenge:* First 5 has revenue dropping over the years because less people are paying into the Prop 10 tobacco tax. We've been aware that they would be reducing revenue for years but it's finally hitting this year with our First 5 First Steps program which is currently funded out of two funding streams. One is the CalWORKS Home Visiting Program, and the other is out of First 5. The First 5 portion is going to be reduced by 49% for the new coming year. With this, we're probably going to have to lay off at least three, up to six, staff members. Fortunately, we haven't hired and trained new staff so that will mitigate some of the negative impact. *Win:* Last week's event was a great. The win for Kevin was seeing old acquaintances and people that are familiar with the organization, raving about how great SAY is. It's nice to hear this from our partners in the community and how much they appreciate the work we do.

Finance (Jane) – *Win:* The Audit. Special thanks to Tricia and Sara for supporting Jane throughout the process. *Challenge:* Continues to be we're entering budget period. We have our wage equity to consider and a lot to consider. Our annual budget may be delayed going to the board for approval, given the moving parts. This might be a year where the budget may not balance. Recognizing there is stress on both the revenue side and stress in terms of compensation needs.

There is a lot of uncertainty so it's just a little tenuous for us right now. This is not atypical for this time of year, but definitely more exaggerated this year so we will do the best we can.

People & Culture (Lisa) – *Win*: Had a fabulous time Thursday and really enjoyed talking with so many supporters and hearing all the really great things. Being in HR and focusing on internal things, to be thrust into that, I thought is was really, very cool. It was a win because it brought me back very energized to the workforce. *Challenge*: Pay rate analysis. The good thing is that there are some positions where the shortfall doesn't seem to be too far off. But then, there are others that the gap is big and that's not good.

Question from Theresa: How are we trending in terms of retention?

Answer from Lisa: We look at why people exit. One reason is the pay gap that we're looking at. But I'm a firm believer that if the culture is there, where we acknowledge people for who they are and not just what they produce, that they feel known, seen, and heard, then they're going to remain planted. So it's my job to try and amplify that. One thing we're working on is the employee referral program that's gotten a new facelift. We're hoping this brings people as well as drive retention.

Grants & Fundraising (Mary) – *Win*: We have secured some strong external grant writers to help us during times of high volume. In the last month, since the last Board meeting, we submitted 26 grants in the month of March and into the start of April and only had one external grant writer helping with just two of those. We have 14 pending right now, totaling \$1.7 million. We were awarded four, which was around \$54,000. We had eight declined, which was around \$449,000. *Challenge*: Resource and Development. It's an opportunity kind of challenge that Play 4 SAY is launching, and we have a bold goal of \$200,000 this year. We would love the Board's support in reaching out to more corporate partners and having each member contribute at least five names to our team to start building up the prospects, getting closer to the \$200K goal this year. We're here to accept referrals, names, and contacts; we'll do the heavy lifting.

Strategy & Development (Joe) – *Win*: Big shout out to Theresa for hosting the event and opening up your beautiful home; really going above and beyond with your generosity and hospitality. Thanks to Mary and team that showed up and helped out a lot behind the scenes as well. *Challenge*: Overall in the short term, a lot of our known risks are lower, and if anything, there's been a lost opportunity in some grants that we were hoping to come out, were either postponed or canceled. But the reality of the challenge is the unknown. Our team is keeping a good pulse on what we do know, and we've met with all of our program managers and directors. There's a lot we don't know, and we want you to know that we don't know but we're on it.

Youth, Adult Family Wellness (Kelly) – *Win*: Positions that are usually challenging to hire for, have had a flood of resumes. We've had five or six positions filled on the first go-around, which is very unusual. *Challenge*: Some of our normal outreach efforts are not resulting in referrals or people accepting referrals as they normally would.

Update on Schedule – Budget, Staff Retreat, Board Retreat, Strategic Plan (Louie)

The budget typically gets presented in June for approval by the Board, but because of the moving parts, namely, the cut in First 5 and the salary compensation survey, it will likely be late this year. The short of it is our staff is underpaid and if we were to right-size to get everyone back to where they ought to be paid, the payment would probably cost anywhere between \$2 to \$2.5 million dollars. We can't do that in one lump sum; will probably stagger step to get there. Need to think strategically about how to get there. This is going to cause some delays in the work that we're doing around the budget.

Putting a fine point on Mary's ask of the Board members to provide corporate sponsorship prospect introductions for Play 4 Say, that's our margin. It's how we make money on Play 4 SAY; everything else covers the cost. It's the corporate donations where the profit comes from. So, five introductions per board member comes out to 50. I (Louie) have provided 50 introductions already and on top of that, the team will probably need to find another 150 new donor prospects to get us to the right pipeline. All that is to say, everyone needs to chip in for us to start closing this gap.

Lots of work that needs to go into this budget, both in terms of getting it approved, hopefully not too long after June, and also asking everyone's help to be a part of that.

Staff retreat is going to happen in July, Board retreat in September. Staff retreat is when we're going to launch a deep-dive into the strategic plan; it will be a multi-month effort. Joe and Louie to drive this.

Finance Committee Report (Jane) – Because of the way the calendar fell, the Finance committee didn't meet until yesterday so the Minutes were not included in the bigger packet. For a good part of the meeting, we met with our investment advisors and Louie brought a wealth of knowledge to that conversation to ensure we have the highest returns possible in a lower risk fashion for those reserves. On the financial statement side of things, because we had some early market gains in the first half of the financial year, we are maintaining a slight net excess of \$134,000; this is above our projected; our budget has us projected at a slight loss through February. The early market gains have kept us in the black and then cash remains strong. We have very few short-term liabilities. We don't owe a lot outside of our routine payments. We're solid considering the uncertainty in this arena right now with the new administration.

Louie – Met with the Creative Planning team who is running our reserve. I think we are in a good place in the reserve.

Question from Theresa: I know we were up to a high of almost \$6 million when the market was really solid. Where are we now?

Answer from Jane: Took a quick look yesterday (4/14/25) and we had sustained about \$100K loss. We're at about \$5.4 million, so we're still above that \$5 million. I think Louie, in cooperation with Creative Planning, can maximize those funds that we have.

Additional input from Louie: The two low-hanging fruit we can utilize are, one, really focusing on fees and making sure that we are in low-cost ETFs, low cost mutual funds, and two, is making

sure that our cash is invested in high-yielding money markets. As we make other changes to our IPS, we'll make additional changes to the portfolio.

The board meeting was adjourned at 4:51 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: May 20, 2025 virtual on Zoom

Trisha Monteleon, Secretary

Date

Learn more about the work our prevention staff are doing!

Stash Your Stash

SAY San Diego's *Stash Your Stash™* campaign, which has been ongoing since 2023, continues to promote responsible cannabis storage and protect our community. Partnering with March and Ash, colorful reminder stickers are now available in-store to encourage safe practices.

"The goal is simple: keep cannabis away from kids and pets, store it safely, and prevent impaired driving," said Yughepsy Alanis, Program Supervisor at SAY San Diego.



Each sticker features a QR code linking to valuable tips, including how to store cannabis securely, avoid impaired driving, and what to do if a child or pet accidentally ingests cannabis. Some of the designs were even created by SAY's Collective Coalition, which works to reduce substance-related harms in the LGBTQ+ community.

"As more states legalize cannabis, we've seen an increase in accidental poisonings," Alanis added. "These stickers are a fun and practical way to remind people to store their products safely." Keep an eye out for the stickers and join us in promoting a safer, healthier San Diego.

Strategy and Development – May 2025 Updates

Communications:

- See BOD Report attached.

Resource Development:

- See BOD Report attached.

Monitoring & Evaluation

Data & Evaluation

- Annual data collection of CYD site rosters and family demographics are in progress.
- SAY San Diego Key Performance Indicators Overview and agency wide summary in development with added revenue charts by unit and program.

Compliance & Monitoring

- No data breaches or security incidents were reported this past month.
- The Compliance Committee met on 4/8/25 (staff) and (will have met) on 5/15/25 (with Board Committee Members). Topics of discussion included records retention schedules, AI, and response to the Federal Executive Orders, along with regular updates.
- Annual security risk assessment and program reviews are in progress.

Equity, Diversity and Inclusion:

- Facilitated 3 EDI Foundations Trainings (303 staff have attended)
- Attended Training, Policy and Procedure, and LRAT Committee

Resource and Referral Hub:

- Preparing to receive new \$150k in funding from the County of San Diego to launch a specific R&R and bridge fund program to support boys and men of color.
- Rebuilding the R&R internal sharepoint site.
- Co-leading the Immigration Action Team training response and roll out.

Risk and Opportunities Committee

- Internal Immigration Action Team completed set up of organizational protocol, subgroups unit/program specific practices.
 - Staff sub-workgroups completed scenario planning and developed protocols and training to cover the following:
 - Home Visits
 - SAY San Diego office locations and entry points
 - School Sites hosting preschool and extended day programs.
 - Unit by unit training in progress.

- Media talking points in development for CEO should requests for a response occur due to an known or threat of an ICE incident that impacts a site and/or program.
- Executive Team members attended several regional convenings on trends, challenges and coordinating sector response and advocacy. Entities hosting sessions include, SDGE, Alliance Healthcare Foundation, Community Centric Fundraising, University of San Diego SOLES and BBB/Cause San Diego.
- Advocacy workplan and tracking elected town halls on these issues in progress.

Communications – April 2025 BOD Summary

Digital Footprint

- Facebook:

<u>Accounts Reached</u>	<u>Page Visits/ Views</u>	<u>Page Followers</u>	<u>Engagement</u>
• Apr: 1,010 ○ +22.87% (+188)	• Apr: 5,585 views ○ +53.54% (+1,948) • Apr: 492 visits ○ +15.76% (+67)	• Apr: 3,188 ○ -0.31% (-10)	• Apr: 119 ○ +60.01% (+46)

- LinkedIn:

<u>Followers</u>	<u>Page Visits</u>	<u>Impressions</u>	<u>Engagement</u>
• Apr: 3,558 ○ +1.802% (+63)	• Apr: 399 page views ○ -36.6% (-241) ▪ 199 unique visitors ▪ -27.1% (-78)	• Apr: 7,063 ○ +40.25% (+2,027)	• Apr: 233 reactions ○ +24.96% (+49) • 10 comments ○ 100% (+5) • 8 reposts ○ 60% (+3)

- Instagram:

<u>Followers</u>	<u>Accounts Reached</u>	<u>Engagement</u>
• Apr: 1,871 followers ○ +4.81% (+85)	• Apr: 1,432 ○ -69.26% (-3226) ○ 82% followers ○ 18% non-followers	• Apr: 247 profile visits ○ -34.13% (-128) • Apr: 253 content interactions ○ -30.3% (-110)

- YouTube:

<u>Subscribers</u>	<u>Views</u>	<u>Watch Time</u>
• Apr: 42 subscribers ○ +2.439% (+1)	• Apr: 200 views ○ +170.27% (+126)	• Apr: 2.3 hours ○ +76.923% (+1hr)

- Raisers Edge – Email Blasts

<u>Open Rate</u>	<u>Click Rate</u>	<u>Audience</u>
• Apr: 22.95% ○ +3.146% (+0.7) ○ 3,425 opens ○ +0.795% (+27)	• Apr: 3.95% ○ +338.889% (+3.05) ○ 588 clicks	• Apr: 7439 recipients ○ -2.733 (-209)

	+ 314.085% (+446)	
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KWSM Digital Marketing Company Key Findings

Google Analytics/SEO

- Total website traffic increased by 5% this month, primarily due to increased clicks from organic search (SEO)
- The top page was Before & After School programs, followed by the Careers page and Community Support Programs
- Organic search is driving most of the site traffic and almost all of the Donate button clicks.
 - Clicks from SEO are up 16%

Social pulses

- 156 New social media followers across platforms: 15 on Facebook, 80 on Instagram, and 61 on LinkedIn
- YouTube video views increased by 170% this month after posting more shorts/reels about our impact highlighting the Annual report.
- The top social media post on Facebook and LinkedIn was the selfie of Louie and the attendees at the welcome event!
 - 116 reactions on LinkedIn, 7 comments and 5 reposts
 - 32 reactions on Facebook and 1 comment
- The top Instagram post was a selfie of ATOD prevention team.

Highlights

- There were 30 Donate button clicks, 12 Play 4 SAY button clicks, and 4 Onsite Childcare Brochure downloads.
- While our audience in RE is decreasing our open rate and more importantly our click rates are increasing as we are removing inactive contacts.
 - A click-rate high of 6.5% for the April External Newsletter and a total of 588 clicks across the two April communications
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Upcoming/Recommendations

- We are finalizing the Play 4 SAY promotional strategy with KWSM
- Potentially roll out the Thought Leadership program, new brand messaging strategy, and recommend website changes from KWSM
- We will send KWSM 2025 Play 4 SAY corporate sponsors for social media shout-outs as they come in

SAY San Diego

Grants Board Report – April 2025

Comprehensive grant activity through April 30, 2025

RESOURCE AND DEVELOPMENT

GRANT REVENUE
7/1/24 - 4/30/25

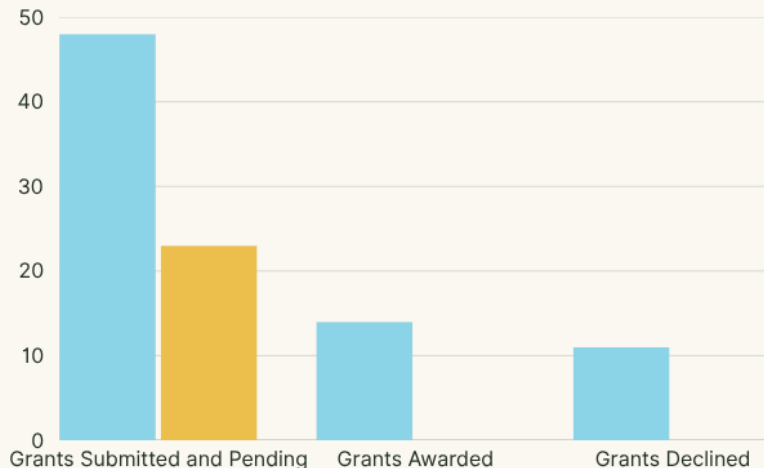
\$1,113,073

Resource and Development Board Report – April 2025
Comprehensive grant activity through April 30, 2025

GRANT SUBMISSION SUMMARY

Out of 48 total grant
submissions:

-  14 grants awarded —
29.2% success rate
-  11 grants declined —
22.9% not funded
-  23 grants pending —
47.9% awaiting decision



AWARDED:

- **Western Alliance/Torrey Pines Bank Community Grant**, General Operating Support. Amount: \$15,000. Awarded: 3/25/2025.
- **Human Dignity Foundation Winter Grant Cycle** for The Collective (ATOD) to support participation in the 2025 San Diego Pride events, including Early Bird Festival Booth and Pride Parade entry. Amount: \$3,000. Awarded: 3/16/2025.
- **Price Philanthropies Foundation Grant** supporting the 2025 Light Our Way graduation banners in City Heights. Amount: \$1,000. Awarded: 3/11/2025.
- **Dr. Seuss Foundation Early Education & Literacy Grant** - *Invitation-only opportunity in partnership with San Diego Foundation* to support family literacy programs at Valencia Park,

Perry, Miller, Field Elementary Schools, and MFRC playgroups. Amount: \$35,000. Awarded: 3/5/2025.

- **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: \$ 870,000 (\$290,000/per year for 3 years) 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:

- **CA State Commission for Behavioral Health, 0-5 Maternal Behavioral Health Initiative** to support SAY San Diego as a subcontractor in two partnerships with Rady Children's Hospital (\$50K for training and workforce development, Strategy & Development/EDI) and YMCA of San Diego County (\$100K for MFRC to expand home visiting). Requested Amount: \$150,000. Declined: 4/25/2025.
- **The Kinship Fund Partner Grants 2025** for addressing barriers to youth opportunity, focusing on women and girls and whole-person well-being. Proposed to support Whole Family 2Gen services at Valencia Park Elementary. Requested amount: \$50,000. Declined: 4/21/2025
- **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. Requested Amount: \$1 million. Declined: 3/26/2025
- **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. Requested Amount: \$99,000. Declined: 3/10/2025
- **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. Requested Amount: \$50,000 Declined: 2/6/2025
- **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. Amount: \$900,000 over 36 months (\$300,000/per year). 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.

- **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
- **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.

PENDING (SUBMITTED):

- **San Diego Foundation Growth, Education, and Mentorship for Student Scholars (GEMS) Grant** to support youth-driven leadership and cross-age mentorship connecting Crawford High School students with H. Mann Middle School students – using Youth Participatory Action Research (YPAR) methodology to build skills and ease the transition to high school for City Heights youth. Requested amount: \$115,420. Submitted: April 24, 2025
- **Office of Child Abuse Prevention (OCAP), Strong Communities Extension Grant** supporting the continuation of the Crawford Community Connection Family Resource Center. Awarded Amount: \$420,000 for a two-year extension. Submitted: April 16, 2025.
- **U.S. Bank Foundation - Community Possible Grant LOI request** for programs advancing economic development tied to workforce development on addressing systemic economic barriers. Applying for the Cognitive Behavioral Therapy program – youth on probation workforce training (YAFW unit). Requested Amount: \$100,000. Submitted: April 4, 2025
- **San Diego County District 4 Community Enhancement Program** to support ATOD-related programming and initiatives, including Light Our Way, Unity Games, Inner City Athletic League partnership, Collective programming, and related initiatives. Requested Amount: \$12,000. Submitted: April 1, 2025.
- **San Diego County Tobacco Control Resource Program for Coastal Cities (RFQ 1454)** re-applying to support the San Diego Smoke-Free Project, Advancing Momentum for a Tobacco-Free California. Budget adjusted to \$75,000 annual contract price limit as per the County's request. Original submission: April 1, 2025. Budget modifications submitted: May 1, 2025.
- **CA State Commission for Behavioral Health, 0-5 Maternal Behavioral Health Initiative** to support SAY San Diego as a subcontractor in two partnerships with Rady Children's Hospital (\$50K for training and workforce development, Strategy & Development/EDI) and YMCA of San Diego County (\$100K for MFRC to expand home visiting). Requested Amount: \$150,000. Submitted: March 28, 2025.
- **San Diego Chinese Women's Association Grant** supporting the Back 2 School Drive. Requested amount: \$1,300. Submitted: March 28, 2025. Awarded: May 4, 2025
- **San Diego Foundation Mental Health Service Expansion Grant** supporting social-emotional learning services at Lincoln High School. Maximum request amount: \$50,000. Submitted: March 27, 2025. Awarded: May 13, 2025

- **Citi Foundation - Global Innovation Challenge:** to support bridge funding for the Dads Corps Alumni program, youth 15-24 workforce & employability training. Requested Amount: \$500,000 total (\$250,000 per year for 2 years). Submitted: March 18, 2025
- **Robert Wood Johnson Foundation Local Data for Equitable Communities** funding for Tobacco License Program to collect community input, educate retailers, and develop public information materials. Requested Amount: \$50,000 (for 9 months). Submitted: March 18, 2025.
- **2025 Sober Truth on Preventing Underage Drinking Act (STOP Act) Grant, Substance Abuse and Mental Health Services Administration (SAMHSA),** Applying for ATOD: Implementing Operation Backpack Starts at Home to Reduce Youth Alcohol Access in Social Settings Using the Positive Community Norms Framework. Requested Amount: \$60,000. Submitted: March 17, 2025
- **Strategic Prevention Framework - Partnerships for Success for Communities and Tribes, Substance Abuse and Mental Health Services Administration (SAMHSA)** for implementing evidence-based strategies to reduce youth access to alcohol, marijuana, and synthetic drugs through the San Diego Clean and Safe Coalition (ATOD). Requested Amount: \$300,000. Submitted: March 14, 2025.
- **Child and Youth Plan Services (RFP #10090230-25-P), City of San Diego Office of Child and Youth Success,** Focus Areas: Education and Career Pathways, Economic and Workforce Development, Youth Empowerment, and Engaging Activities for historically underserved youth populations. Applying to support the *Youth Summit activities and Real Connections at Lincoln High School*. Requested Amount: \$100,000. Submitted: 3/13/2025. **Progressed to Phase 2 - interview scheduled for 5/22/2025**
- **The Parker Foundation, General Grant Support 2025,** to address social disconnection and resource gaps affecting Crawford High School students, with a focus on newcomer students. Proposed to support Crawford Community Connection Family Resource Center services. Requested Amount: \$50,000. Submitted: 3/13/2025.
- **The Kinship Fund Partner Grants 2025** for addressing barriers to youth opportunity, focusing on women and girls and whole-person well-being. Proposed to support Whole Family 2Gen services at Valencia Park Elementary. Requested amount: \$50,000. Submitted: March 7, 2025
- **New York Life Foundation/Afterschool Alliance OST Grant** for strengthening out-of-school time programs serving middle school students in low-income communities. Proposed to enhance CYD's Innovation Middle School program to improve attendance, better support underserved youth, and ensure successful 8th-to-9th-grade transitions. Requested: Two-year grant of \$100,000 total (\$50,000 per year for two years). Submitted: March 7, 2025
- **Human Dignity Foundation Winter Grant Cycle** enhancing support around harm reduction strategies and mental health initiatives for The Collective (ATOD). Requested amount: \$5,000. Submitted: February 14, 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. Requested: in-kind donations of products and/or equipment totaling \$2,362. 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. Requested Amount: \$1 million. Submitted: December 4, 2024.

- **North Island (CA) Credit Union Foundation**, expanding the Dads Corps Program to provide more parenting resources, healthy communication skills, and financial literacy training. Amount Requested: \$5,000. 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. Requested Amount: \$500,000. Submitted: August 14, 2024. **Progressed to Phase 2 - interview scheduled for 5/23/2025**
- **Sundt Foundation - 25th Anniversary Special Grant**, Military Family Resource Center programs. Requested Amount: \$25,000. Submitted: June 7, 2024

UPCOMING FUNDING OPPORTUNITIES

- **Sierra Health Foundation contracted by CA Department of Health Care Services - Opioid and Stimulant Use Education and Outreach in 2S/LGBTQIA+ Communities RFP** to support prevention, education, and referral services addressing opioid and stimulant use disorders within 2S/LGBTQIA+ communities for the ATOD (The Collective). Award Duration: 2 years (July 2025- June 2027). Requested Amount: \$400,000. **Submitted: May 5, 2025**
- **Drug-Free Communities (DFC) Support Program - Competing Continuation (Year 6)** re-applying for ATOD, Clean & Safe Coalition. Award Ceiling: \$125,000. **Submitted: May 2, 2025**
- **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. *Estimated Due Date: June 24, 2025 [not released yet]*
- **Department of Health and Human Services (HHS) - Relationships, Education, Advancement, and Development for Youth for Life (READY4Life), Administration for Children and Families (ACF-OFA) Grant-** Youth development initiative supporting marriage education, parenting, and career advancement: applying for Dads Corps. *Target Estimated Due Date: June 24, 2025 [not released yet]*
- **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. *Currently Paused!*

UPCOMING REPORTS

- **Conrad Prebys Foundation - Youth Mental Health Innovation & Scaling Initiative Interim Report** for expanding mental health services to Miller Elementary through the Military Family Resource Center. Due: 5/30/2025.

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, General Operating Support Survey**, submitted: 10/8/2024
- **Bristol Myers Squibb - Federal Transparency Report**, 2024 Resource/Referral Hub Navigation & Emergency Financial Assistance Program Payments or Transfers of Value (POTV) documentation needed for the corporate funder to comply with the Federal Physician Payments Sunshine Act. Submitted: 11/1/2024
- **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: 10/4/2024.