Dear Friends:

Thank you for your help in making 2019 an outstanding year for the Del Mar Foundation. Our calendar was filled with enduring events, and a review of our financial statements shows that the Foundation is in a healthy financial position due to our reserves, our community endowment and a generous legacy gift from the estate of Mary Lou Jefferson. We were humbled to be entrusted with such a significant bequest.

Our events continue to be a success evidenced by record turnouts. The First Thursdays cultural arts program continued to surprise us with a variety of world-class performers. DMF Talks presented informative offerings on a variety of current topics. The Twilight Concerts delivered fun music options to huge crowds in Powerhouse Park. The Young Del Mar Committee outdid themselves with their Easter Egg Hunt, 4th of July Parade, Halloween Bonfire, Winter Solstice Concert and a variety of other offerings throughout the year. And while these activities were happening, providing camaraderie for our community, our Grants Committee was awarding $50,000 helping great ideas become a reality that furthers our mission.

2019 was a year of reflection as we commemorated our past history and focused on the future. The time, effort and support that all of you — our volunteers, sponsors and donors — contributed was amazing. Your selfless and enduring support makes our accomplishments possible in service to our mission. We truly couldn’t do it without you, and you have our sincere gratitude.

On behalf of the Board of Directors and all we serve, we look forward to the future. Thank you for all that you did to make 2019 special.

Best regards,
Sandra Hoyle
ABOUT

As Del Mar’s oldest 501(c)(3) nonprofit, the Del Mar Foundation provides programs, makes grants and manages over $5 million in endowment funds to benefit the community and the San Dieguito Lagoon. The Community Endowment provides long-term funding stability for community needs. While best known for our Summer Twilight Concerts, First Thursdays cultural arts series, Bluegrass & Beyond series, DMF Talks and numerous family events, the Foundation also sponsors and manages a wide array of community programs. Over the years, the Del Mar Foundation has served as an incubator or fiscal sponsor for many of the present day nonprofits that so greatly enrich our community. The Foundation also provides financial support in the form of grants to community organizations and projects.

MISSION

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

BOARD OF DIRECTORS

Sandra Hoyle, President
Ira Sharp, Treasurer
Alice Brown, Secretary
Bob Gans, Immediate Past President
Amanda Allen
Jeff Barnouw
Sharon Bockoff
Karla Deerinck
Jenny Galan
Mike Halpern
K. Alan Lonbom
Bill Morris
Donna Shaw
T. Pat Stubbs
Betty Wheeler
Jill Wheeler

*elected in 2019
**term ended in 2019

COMMITTEES & COMMITTEE MEMBERSHIP

(President, Sandra Hoyle, was ex officio member of every committee)

COMMUNICATIONS
Chair: Bill Morris
Amanda Allen
Jenny Galan
Lynn Gaylord
Hylton Lonstein
Julie Maxey-Allison
Betty Wheeler
Alice Brown
Robin Crabtree
Karla Deerinck
Judd Halenza
Julie Maxey-Allison
Ira Sharp
Betty Wheeler

CULTURAL ARTS
Chair: Donna Shaw
Chair: Jeff Barnouw
Buck Abell
Alice Brown
Drew Cadby
Michael Caplan
Robin Crabtree
Lynn Gaylord
Jordan Kuspa
Virginia Lawrence
Karolen Linderman
Claire McGreal
Bill Michalsky
Donna Shaw
Betty Wheeler

DEVELOPMENT
Chair: Bob Gans
Amanda Allen
Alice Brown
Robin Crabtree
Karla Deerinck
Judd Halenza
Betty Wheeler

GRANTS
Chair: Ira Sharp
Amanda Allen
Sharon Bockoff
Dawn Douglas
Mike Halpern
K. Alan Lonbom
Robin Crabtree
Julie Maxey-Allison
Nancy Stoke

INVESTMENT
Chair: Loretta Morris
Charlie Gaylord
Judd Halenza
Mike Halpern
Dick Hertzberg

SPECIAL EVENTS
Chair: Sandra Hoyle
Alice Brown
Kristen Drucker
Bob Gans
Melissa Gans
Tema Halpern
Steve Lutz
Jill Weitzen
MacDonald
Julie Maxey-Allison
Claire McGreal
Bill Michalsky
Betsy Robbins

SUMMER TWILIGHT CONCERTS
Chair: T. Pat Stubbs
Bob Gans
Greg Glassman
Donna Shaw
Pat Vergne

YOUNG DEL MAR
Chair: Amanda Allen
Chair: Karla Deerinck
Chair: Jenny Galan
Amanda Allen
Cecile Canales
Tricia Dixon
Kristina Dommers
Kelley Huggett
Jennifer Magnosti
Molly Proul
Christine Richards
Scott Shelly
Frank Stonebanks
Samantha Williams
Merrie Craig
Ainsley Nelson
Amy St. John
Jennifer Nona
Ann Ray
Maria Riley
Heather Patrize
Jill Wheeler
Julie Kawasaki
COMMUNITY ENDOWMENT

FOUNDING ENDOWMENT CIRCLE

In 2007 and 2008, this visionary group of philanthropists funded an initial endowment and its start-up costs.

CHAMPIONS
$50,000 MINIMUM
Howard Appel & Loreen P. Collins
Lynn & Charlie Gaylord
Rosanne & Joel Holliday

LEADERS
$25,000 MINIMUM
David Cohen
James H. Kennedy

BENEFACTORS
$10,000 MINIMUM
Jeff Barnow
Douglas & Amanda Barry

Richard & Sharon Bockoff
Martha & Larry Brooks
Patricia & Marc Brutten
Mary Kathryn Campion & Stephen Liston
Joanne Chory & Steve Worland
Chuck Freeborn
Melissa & Bob Gans
Kathy & Don Grimm
Judd & Susan Halenza
Karl & Greet Hostetler
Randy & Sandra Hoyle
Joan & Van Mankwitz
Robert & Nancy McLeod
Jim & Bev Paulson

Ira & Rose Ann Sharp
Carolyn & Andy Singer
Judy & Tom Tullie
Philip & Margarita Wilkinson

PATRONS
$4,000 Minimum
Jim Beyster
Sheila & Martin Friedlander
Fran & Nick Frost
Joan & Van Mankwitz
Laura Walker*
Mary Lindenstein Walshok
Betty Wheeler & Dwight Worden

CHAMPIONS
$50,000 Minimum
Howard Appel & Loreen P. Collins
Lynn & Charlie Gaylord
Rosanne & Joel Holliday

LEADERS
$25,000 Minimum
David Cohen
James H. Kennedy

BENEFACCTORS
$10,000 Minimum
Jeff Barnow
Douglas & Amanda Barry

Richard & Sharon Bockoff
Martha & Larry Brooks
Patricia & Marc Brutten
Mary Kathryn Campion & Stephen Liston
Joanne Chory & Steve Worland
Chuck Freeborn
Melissa & Bob Gans
Kathy & Don Grimm
Judd & Susan Halenza
Karl & Greet Hostetler
Randy & Sandra Hoyle
Joan & Van Mankwitz
Robert & Nancy McLeod
Jim & Bev Paulson

Ira & Rose Ann Sharp
Carolyn & Andy Singer
Judy & Tom Tullie
Philip & Margarita Wilkinson

PATRONS
$4,000 Minimum
Jim Beyster
Sheila & Martin Friedlander
Fran & Nick Frost
Joan & Van Mankwitz
Laura Walker*
Mary Lindenstein Walshok
Betty Wheeler & Dwight Worden

*those the community has sadly lost

COMMUNITY BUILDER CAMPAIGN

The Community Builder Campaign was launched in 2013, & its goal is to ensure that the Foundation continues to have the financial means to maintain and expand its programs and grants well into the future. Through multi-year commitments, visionary donors enable the Foundation to perform meaningful, long-term strategic planning through a guarantee of future revenue stream. Unrestricted donations are directed to programs where they are needed most. Any surplus the Foundation generates at the end of each year is added to its endowment funds — helping to assure our ability to provide significant grants and innovative programming while maintaining our fiscal health and stability. We are so grateful to our Community Builders who have made, fulfilled or renewed a pledge.
2019 ANNUAL CAMPAIGN DONATIONS
(Including donations above & beyond pledge payments from donors listed previously)

LEADERS
$5,000 Minimum
Jeff Barnouw
Suzan & Thomas Harrington
Joanne Warren

BENEFAC tors
$2,500 Minimum
Kathleen McCarthy & the KLM Foundation
Ira & Rose Sharp

Pat & Bob Bone

Jennifer & Jimmy Anklesaria

$1,000 TO $2,499
PATRONS
Ira & Rose Ann Sharp
Kathleen McCarthy & the KLM Foundation

$2,500 Minimum
Joanne Warren

Susan & Don Robertis
Christoph Schittny
Judy & Marc Schuckit
Wendy & Scott Shelly
Meghan & Warren Speiker
Marilyn & Randy* Stoke
Terryl & Daniel Vable
Michele Yelmene & Elliot Parks

Kelly & Robert Kaplan
Claire & Tom McGreal
Susan & Don Robertis

SUPPORTERS
$250 TO $499
Penny & Buck Abell
Joan & Lou Adamo
Lyn & Dick Allison
Rohnda Amber & Jonathan Licht
Sharon & Richard Bockoff
Walt Burkhard & Pat Finn
Cheryl & Ed Coate
Kim Cortez-Riggio & Christopher Riggio
Robin & Dan Crabtree
Judith Crandall-Sloane
Nan & Michael Criqui
Male & Brett D’Arcy
Celia & Mike Davis
Barbara & Daniel Dickey
Dawn Douglas
Ann Duncan & Peggy Duncan
Dr. Laura Englund & Kenneth Bettencourt
Catherine & Glenn Evans
Ann Feeeny & Don Mosier

Susan Foerster & David Mathison
Jenny & Marty Galan
Lynn & Charlie Gaylord
Mai Lon & Marc Gittlesohn
Carol Harper & Bill Smith
Barbara & John Healy
Lisa Heizler & Bill Morris
Mary & Robert Hohmeyer
Eileen & Cliff Huffman
Hart Isaacs & Diana Fritz-Maes
Nancy & Gene Izuno
Rose & Greg Jabin
Charles Koll
Barbara Krichbaum & Kent Erickson
Jordan Kuspa
Dr. Thomas & Kristina Lane
Virginia & Roger Lawrence
Beth Levine & Henry Abarbanel
Felise Levine & John Goodkind
Scott MacDonald
Julie Maxey-Allison & Brad Allison
Jan & Robert McMillan
Phyllis & Edward Mirsky
Sandra V. Naitzger
Peggy & John Overland
Susan* & John Pfleeger
Arlene & Ron Prater
Pat & Hershell Price
Richard Raack
Susan & Jeffrey Richards
Linda Rock & Richard Levak
Kathleen Rooney
Lori Sabo
Diane & Neil Salyer-Quinn

Joanna & Ted Schwend
Wendy Shih & Barry Rothenberg
Ruth & Richard Simons
Carol V. Smith
Carol Steblay & Terrance Kopanski
Robin & Chris Stevens
Linda & Walt Strangman
Joanne & Tony W. Taussig
Valerie & Gareth Thomas
Dr. Carl W. Trygstad
Harriett & Maneece Wadia
Susan Walsh
Nancy & John Weare
Betsy Winsett
Dwight Worden (Dwight Worden for City Council)
Marina & Bryan Zielinski

Jean B. Friedman
Ann Gardner & Ben Nyce
JoAnne Gervase & Joseph Calabro
Lisa Gobar
Constance Gonczy & Steven Reich
Lee M. Haydu
Ingrid & Gerald Hoffmeister
Regina & Harlan Horner
Michael A. Kaplan
Karen Karagozian
Louise Keeling
Carol Kerridge
Hilde Koessler*
Candace Phelps Kohl
Wallace Lee
Katherine Leonard & Richard Forsyth
Darby Lewis
Arlene Lighthall
Karolen Linderman
Jill Weitzten MacDonald
Margaret & Brian Maple
Patty & Harry McDean
Virginia McDonald
Kevin Menteen
Rita M. Meier
Jenny E. Meiselman
Bill Michalsky
Denise Nagata & Leonard Rodin
Judy & Jack Oatman
Beth & Harvey Oiringher
Sherryl Parks
Barbara Ann & Ken Paulovich
Laurie Peters
Pam & Steve Schiff
Donna M. Shaw
Margaret Sheehan & Carl Maguire
Pat & Mel Simmons
Elizabeth M. Smith
Ulla & Al Sweedler
Patricia A. Welsh
Betty Wheeler & Dwight Worden
Marjorie Williams
Alice Blakeley Winn*
Elizabeth & Burnet Wohlfeld
Marjorie Zarling & Deborah Lyons

NEIGHBORS
Hilda & Roger Alsabrook
Jan R. Barnes
Tricia & Bryce Dixon
Kelly Furuya & Steven Leonard
Erica & Michael Halpern
Margaret & Carl Hillenbrand
Barbara Jaffe
Sharon Klein
Irene & James Larrimore
Mark Neary
Gregory Neuman
Linda & Wayne Otchis
Harvey Shapiro
Jeanne M. Shupala
Barbara & Alexander Stanculescu
Katharine & Frederick Walker
Karen & Carl Winston
Chin & Al Yong

Diana & Immo Scheffler
Pat & Steve Schiff
Daria Flores
YEAR IN REVIEW

PICNIC AT POWERHOUSE PARK

Our 4th annual Picnic at Powerhouse Park brought families, friends and neighbors together for an old-fashioned community picnic filled with games for all ages and live music, while also showcasing the fabulous work performed by Del Mar's not-for-profit community organizations.

GRANTS

Continued support of Del Mar Community Connections' popular lunch program enabling homebound seniors to connect with peers over a balanced meal at the Del Mar Community Building where 400 lunches are served annually.

Sustaining our relationship with the Del Mar Garden Club whose expertise and labor is updating five community gardens into beautiful visions for our neighbors.

Providing safe entry mats to support beach access for people with disabilities, walkers and elderly visitors or parents with strollers.

Sharing our unique community by bringing ten buses full of Title I elementary school children – who may have never seen the ocean – to the Del Mar Fairgrounds to display plants that they had tended from seedlings in the Fair's annual Plant/Grow/Eat program.

Supported the inaugural season of the Del Mar International Composer's Symposium for The Hausmann Quartet to serve as Ensemble-in-Residence.

Helped sustain the zone for babies and toddlers program with the Friends of the Library.
CINEMA BY THE SEA

Cinema by the Sea summer movie series changed venues this year from the Del Mar Shores Park to the sand in front of the Beach Safety Center for its kick-off, and then Powerhouse Park for the remaining two movies.

DOG MEET & GREET

First week of spring meet and greet for people and their pets

HALLOWEEN DOG PARADE
**DMF TALKS**

Dr. Heidi Dewar and Nicole Nasby Lucas from the National Oceanic and Atmospheric Administration’s Southwest Fisheries Science Center highlight research on Great White Sharks and other marine life.

**World Class Navigator**

John Jourdane entertained us on his world-wide sea adventures.

**EASTER EGG HUNT**

Dr. Ralph Keeling and artist Ruth Wallen informed on “Art, Science and Climate Change”

and local resident Sudeept Roy talked about the technology shift to 5G.

**SPOOKTACULAR BEACH BONFIRE**

The Spooktacular Beach Bonfire lit up the beach on a Friday night for families who enjoyed spooky stories and s’mores after the sunset.
Closing out 2019 was our 2nd annual Winter Solstice Celebration, a concert held at Powerhouse Park celebrating the shortest day of the year by listening to the unique styles of Hullabaloo.

In partnership with the City, we took over Coast Blvd. with decorated bikes, wagons and strollers for the annual Independence Day Parade with special guest and Grand Marshall, Master Sargent Joseph Stolmeier, a 97 year old WWII paratrooper combat veteran.
Continued its sold out First Thursdays concert series featuring artists such as Barefoot Movement, Lorraine Castellanos, Berkley Hart, Peter Sprague, Art of Elan SACRA/PROFANA and more.

Cultural Arts organized a wine and cheese reception followed by a concert celebrating the City of Del Mar’s 60th Anniversary for residents and former Del Mar Mayors with jazz musician Charles McPherson.

Brought bands on four evenings to the outdoor stage at Del Mar’s Powerhouse Park, where our community enjoyed dance, a priceless Del Mar sunset, and, of course, music from great musical acts, including Sully and the Souljahs, Hotel California: A Salute to the Eagles: Back to the Garden: A Celebration of the 50th Anniversary of Woodstock; and The Mighty Untouchables.
SUMMER TWILIGHT SPONSORS

We wish to thank the following companies and community groups for their generous support and/or in-kind donations above and beyond any financial support:

American Restaurant 
Board and Brew 
Carolyn’s Designer Resale 
Del Mar Pizza 
Del Mar Thoroughbred Club 
En Fuego Cantina & Grill 
Enlightened Fitness 
Frustrated Cowboy 
Il Fornaio 
Jake’s Del Mar 
Jimmy O’s Sports Bar & Restaurant 
Jo & Susi 
L’Auberge Del Mar 
Pacifica Del Mar 
Rusty Del Mar Surf Shop 
Poseidon on the Beach 
Shibica Del Mar 
Viewpoint Brewing Company 
Zel’s Del Mar

A very special thank you to the City of Del Mar, and its departments of community services and public works, and to the amazing team at the Powerhouse Community Center — these concerts would not have been possible without the commitment and support of all.

CONCERT BENEFACTORS
$10,000 Minimum
Zephyr Foundation

CONCERT PATRONS
$5,000 Minimum
Sharon & Richard Bockoff 
Arlene Inch 
Shelley & Rick Kuhle

CONCERT ASSOCIATE PATRONS
$2,500 Minimum
Americana Restaurant 
Board and Brew 
Carolyn's Designer Resale 
Del Mar Pizza 
Del Mar Thoroughbred Club 
En Fuego Cantina & Grill 
Enlightened Fitness 
Frustrated Cowboy 
Il Fornaio 
Jake’s Del Mar 
Jimmy O’s Sports Bar & Restaurant 
Viewpoint Brewing Company

IF THERE IS AN ERROR IN THESE LISTINGS, PLEASE ACCEPT OUR APOLOGIES AND CONTACT OUR OFFICE: (858) 635-1363 OR EMAIL INFO@DELMARFOUNDATION.ORG

FINANCIAL REPORT

The following financial statements are excerpts from the 2019 Financial Statements that were compiled by the certified public accounting firm of Brannen Shirley LLP. A complete copy of this report is available from the Del Mar Foundation office upon request.

STATEMENT OF ACTIVITIES

In 2019 the Foundation raised $594,260 in donations. The Foundation received $66,205 in program income, which includes ticket sales, grants and sponsorships for the various community programs it produced. These programs include the Summer Twilight Concerts, the Cultural Arts events, and the Young Del Mar programs. Expenses of $85,631 were incurred in producing these programs, resulting in a deficit of $20,426 from these activities.

The Foundation awarded $52,598 in grants to support community activities and projects. A total of approximately $26,400 was awarded to the Del Mar Garden Club for several projects including storefront beautification and the Del Mar Library Garden. A grant of $5,000 was awarded to the Don Diego Foundation to allow students attending title 1 schools to participate in the Fair’s annual Plant/Grow/Eat program and a grant of $6,000 was awarded to Del Mar Community Connections’ bi-monthly lunch program. Other grants in 2019 included $5,000 to the City for lifeguard equipment, $5,000 for support of the Del Mar International Composer Symposium, and $4,660 to the Friends of the Del Mar Library for Zone 2 Babies and Kids.

Management, General and Fundraising expenses totaled $83,618. These expenses were incurred to fundraise and sustain operations, and for general administrative activities, including support for our programs.

STATEMENT OF FINANCIAL POSITION (BALANCE SHEET) AND NET ASSET ANALYSIS

The net assets of the Foundation as of December 31, 2019 amounted to $6,605,299 of which $4,479,432 were in Operating Funds and Reserves, all of which is currently available for the payment of operating expenses and grants. This operating fund net asset balance includes $175,100 in pledges receivable, meaning that the funds have been pledged, but the pledge payment has not yet been received. As these pledges are paid, these funds will be unrestricted.

On December 31, 2019 the Lagoon Endowment had net assets of $935,554, all of which are Donor Restricted. This fund is overseen by the Foundation for the future benefit of the San Dieguito Lagoon maintenance. These funds were provided to the Foundation by the San Dieguito River Park Joint Powers Authority.

Since 2013, the Del Mar Foundation has managed the Del Mar Historical Society’s Alvarado House Fund with assets of $102,204 on December 31, 2019. The funds are intended for the future transfer and restoration of the Alvarado House once a permanent home for it has been identified or similar uses as determined by the DMHS’s Board of Directors.

EXPLANATORY NOTES OF SIGNIFICANT ACCOUNTING POLICIES

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

Basis of Presentation
The Foundation follows the provisions of Accounting Standards Update (ASU) 2016-14, Topic 958 (Not-for-Profit Entities) from the
Financial Accounting Standards Board. This recently adopted guidance requires the assets to be classified as "Net Assets With Donor Restrictions" and "Net Assets Without Donor Restrictions."

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

Without Donor Restrictions: Net assets without donor restrictions represent expendable funds available for operations that are not otherwise limited by restrictions from donors. These include amounts that are available for support of the Foundation’s operational and administrative functions and amounts that are available to support community activities and charitable endeavors at the discretion of the Foundation’s Board of Directors.

With Donor Restrictions: Net assets with donor restrictions consist of contributed funds subject to specific donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Foundation may spend the funds. Such amounts represent funds, the principal of which may be expended in the future for a specific purpose (e.g., the Lagoon Endowment Fund) and contributions receivable that upon receipt will be transferred to unrestricted funds.

Investments
Investments consist of marketable securities. Marketable securities consist of U.S. government securities and debt and equity securities. Equity securities with readily determinable values and all debt securities are carried at fair value. Fair value is determined by quoted market prices on the last business day of the year. Investments acquired by gift are recorded at their fair market value at the date of the gift. The Foundation’s policy is to liquidate all gifts of investments immediately upon receipt.

Pledges Receivable
Pledges receivable reflect the amount of the pledge outstanding as of December 31, 2019.
THESE ACCOMPLISHMENTS ARE ONLY POSSIBLE THROUGH THE DONATION OF HUNDREDS OF HOURS OF TIME AND TALENT BY COMMITTED AND GENEROUS COMMUNITY MEMBERS – VOLUNTEERS WHO PROVIDE LEADERSHIP AND HANDS-ON SERVICE TO THE BOARD OF DIRECTORS, COMMITTEES, AND DAY-OF-EVENT TEAMS.

PLANNING FOR THE DEL MAR FOUNDATION’S FUTURE VIABILITY IS ENHANCED BY THE WORK OF OUR INVESTMENT COMMITTEE, AS WE CONTINUE TO MANAGE OUR COMMUNITY ENDOWMENT, ALONG WITH THE LAGOON ENDOWMENT AND THE ALVARADO HOUSE FUND HELD BY THE HISTORICAL SOCIETY. WITH MORE THAN $5 MILLION IN MANAGED FUNDS, THE DEL MAR FOUNDATION FILLS A VALUABLE AND UNIQUE ROLE IN THE COMMUNITY.

TO OUR DONORS, SPONSORS AND VOLUNTEERS, THANK YOU FOR ANOTHER GREAT YEAR!