CUESTA COLLEGE

Foundation

Cuesta College Foundation
Executive Committee Meeting Minutes
Monday, July 6, 2026 | 3 p.m.
Zoom Conference Call

A. Call to Order

Foundation Board President Craig Darnell called the meeting to order at 3:03 p.m.

B. Roll Call

A quorum was present.

Board Members Present:	Board Members Absent:	Foundation Staff Present:
Craig Darnell, *President*	Jim Anderson	Rick Camarillo
Stuart Campbell	Eric Holmen	Andrea Horvath
Jeff Darnton		Katie Osman
Grigger Jones		Jessica Strano
Scott Lathrop (late)		
Patrick Mullen		
Debbie Perrault		
Jill Stearns, Ph.D.		

C. Approval of Agenda

Motion: Approve the agenda as presented. (Darnton/Jones)
Result: Motion passed unanimously.

D. Public Comment

None.

E. Approval of Minutes

Motion: Approve the minutes from May 4, 2026. (Campbell/Mullen)
Result: Motion passed unanimously.

F. Executive Reports

1. Foundation Board President

Foundation Board President Craig Darnell reported that he and Katie Osman continue to meet regularly to maintain open communication between the Foundation Board and Foundation staff. He emphasized the value of their standing Teams meetings as an opportunity to discuss current Foundation activities and priorities. No action was taken.

2. Superintendent/President

Superintendent/President Dr. Jill Stearns reported that enrollment continues to show strong growth. Summer enrollment has exceeded last year's record, bringing overall enrollment to pre-pandemic levels, with strong fall enrollment also anticipated. Dr. Stearns shared plans for the fall convocation, which will feature a more interactive format. Employees will participate in discussions about their Cuesta College story and identify actions to support the Educational Master Plan goal of awarding 5,000 degrees and certificates in 2030. The College awarded 4,635 degrees and certificates this year. She also announced an Aug. 5 ribbon-cutting ceremony for the new instructional building at the North County campus. No action was taken.

3. Board of Trustees

Trustee Patrick Mullen encouraged Board members to attend the Aug. 5 opening of the North County Instructional Building. He also encouraged Board members to read a recent Tribune article featuring comments from Dr. Stearns about the bond, how the funds were used, and the resulting improvements to campus facilities for students. He concluded by emphasizing the positive progress and continued improvements resulting from the bond-funded projects. No action was taken.

4. Foundation Executive Director

Executive Director Katie Osman welcomed the Board to the new fiscal year and recognized the Foundation's strong momentum and outlook. She highlighted the launch of the finalized Strategic Plan on July 1 and shared that she is developing a dashboard to track progress toward its goals, objectives, and key performance indicators. The dashboard will be presented at each full Board meeting beginning in August. Katie reported that the Foundation is on track to award more than $1 million in annual scholarships this year, marking the first time in Foundation history that annual scholarship awards will exceed $1 million. The Foundation also recently surpassed 10,000 students supported through the Cuesta Promise. A press release highlighting these milestones and their local student impact will be issued during the week of the Scholarship Reception. Katie also plans to attend local city council and Board of Supervisors meetings to share the Foundation's community impact. Board members were reminded to complete the committee and Board member intake surveys in preparation for the August Board meeting. They were also encouraged to attend the North County Campus Instructional Building ribbon-cutting ceremony on Aug. 5 and the Foundation's 37th Annual Scholarship Reception on Aug. 6. Katie explained that the Scholarship Reception will feature a new format focused on celebrating scholarship recipients and creating opportunities for students and donors to connect. More than 350 attendees had already registered, with approximately 400 expected. Katie also reported that the Foundation closed FY26 with approximately $546,000 in annual giving against a $250,000 goal, exceeding 200% of the target, compared with approximately $244,000 at the same point the prior year. Board giving was also exceptionally strong, with more than $70,000 contributed by Board members. Finally, Katie shared that the Board of Trustees approved naming the Foundation conference room in memory of Bob Wacker, recognizing his decades of Board service and contributions to the Foundation's financial practices. No action was taken.

G. Committee Chair Reports

1. Alumni Relations Committee

Alumni Relations Committee Chair Jeff Darnton provided his first report in his new role. He reported that three alumni have been selected for this year's Honored Alumni Awards, with a recognition ceremony anticipated for October. Jeff pointed out that alumni engagement is included in the Foundation's strategic plan, with goals related to outreach, engagement, and donor participation. A key priority will be improving alumni data and coordination with the College to ensure accurate, accessible information that can be used effectively for alumni outreach and engagement. No action was taken.

2. Development Committee

Jeff Darnton reported in Development Committee Chair Eric Holmen's absence. Jeff reported that the Foundation closed the fiscal year on a strong note, exceeding its fundraising goal by more than double. Board giving participation was exceptionally strong, although 100% Board giving was not achieved. Jeff expressed optimism about the Foundation's development efforts and confidence in Eric's leadership moving forward. No action was taken.

3. Finance Committee

Finance Committee Chair Stuart Campbell reported another strong year of investment performance. He highlighted the Committee's work on private equity. Looking ahead, Stuart shared that the Committee plans to work with Mercer to take a broader look at the portfolio's underlying holdings and overall investment strategy. He emphasized the portfolio's strong long-term performance, including a 9.6% return since inception, despite significant periods of market volatility. The Finance Committee credited the portfolio's diversification, low-cost investment approach, and management by Mercer and Vanguard with strong returns and effective downside risk management. No action was taken.

4. Nominating Committee

Nominating Committee Chair Scott Lathrop had not yet arrived at the meeting. No report was presented. No action was taken.

H. Information Items

1. Financial Report

Rick Camarillo presented the Financial Report, which reflected activity through May, with year-to-date gifts totaling approximately $3.5 million, a 64% increase over the prior year. General Fund giving totaled $546,000; department accounts increased by approximately $113,000, primarily due to the Rodeo fundraiser; scholarship giving totaled $894,000; and endowment gifts totaled $1.1 million, largely due to a $1 million bequest. Board of Directors giving totaled approximately $68,500. The General Fund is projected to finish the fiscal year significantly ahead of budget, shifting from an originally budgeted deficit of $238,000 to a projected surplus. Discussion also noted a trend toward fewer but larger gifts, reinforcing major giving as an important focus of the Foundation's strategic plan. No action was taken.

2. Strategic Plan Update

Executive Director Katie Osman provided an update on implementation of the Foundation's 2026–2029 Strategic Plan. As mentioned earlier, she emphasized that a quarterly dashboard is being developed to track key performance indicators and progress toward strategic goals. Foundation staff are developing supporting plans, including development and alumni engagement strategies, to ensure progress toward established goals and provide accountability to the Board. Katie also presented the finalized Strategic Plan document, which will be provided to board members and shared with donors and community partners. She highlighted that the document was designed to consistently connect the Foundation's operational and organizational goals to its impact on students and programs. No action was taken.

I. Action Items

A. FY27 Board Priorities and Governance Planning

Craig Darnell led a discussion on ways to strengthen Board engagement and ensure members have an active role in supporting implementation of the Foundation's Strategic Plan. The discussion focused on keeping the Strategic Plan and its KPIs central to Board and committee work, better aligning specific strategic initiatives with the appropriate committees, and ensuring committees have sufficient participation. The Board's role as ambassadors for the Foundation was also highlighted, including the importance of members feeling informed and prepared to speak about Foundation priorities with donors, prospective Board members, College representatives, and the community. The Committee discussed additional opportunities to build engagement and relationships outside of regular meetings, including a possible future retreat or informal gathering.

Motion: No motion was made.

Result: No formal action was taken.

B. FY27 Board Meeting Calendar and Program Mapping

Katie Osman reviewed the proposed FY27 meeting calendar and discussed potential programming topics for the year. She also proposed bringing in an external facilitator in October to lead a workshop focused on developing effective board member elevator pitches.

Motion: No motion was made.

Result: No formal action was taken.

C. Bylaw Review Discussion

The Executive Committee reviewed the Foundation's bylaws and discussed areas that may warrant revision. Executive Director Katie Osman also shared

information regarding governance practices and Board composition to inform the discussion. The Committee agreed to table next steps pending further review. Katie will work with legal counsel to develop proposed updates and bring them back to the Executive Committee for consideration.
Motion: No motion was made.
Result: No formal action was taken.

D. Foundation Board of Directors Meeting Agenda for Monday, Aug. 3, 2026
Motion: Craig Darnell presented the proposed agenda for the Aug. 3, 2026, Board of Directors meeting. The agenda was prepared in accordance with applicable open meeting requirements.
Motion: Approve the agenda as presented, with the removal of Item C, Bylaw Review Process and Proposed Updates. (Lathrop/Perrault)
Result: Motion passed unanimously.

J. Comments by Staff
Katie Osman noted ongoing efforts to strengthen relationships with local community partners.

K. Comments by Committee Members
None.

Adjournment
Meeting adjourned at 4:46 p.m.

Next Executive Committee Meeting Date: Monday, Sept. 14, 2026, on Zoom. Please note that the meeting is off cycle due to the Labor Day Holiday.