

# ADMINISTRATIVE AFFAIRS COMMITTEE

**Frank D. Lanterman Regional Center**

**Administrative Affairs Committee**

**March 8, 2022**

**MINUTES**

**PRESENT**

Larry DeBoer, Chair  
Jack Gilbertson  
Marjorie Heller  
Al Marsella

**NOT PRESENT**

Allison Fuller  
Greg Schaffer  
Dr. Tony Stein

**STAFF**

Melinda Sullivan  
David Romer  
Kaye Quintero

**GUESTS**

Steve Cobb, California Community Foundation  
Elizabeth Hernandez, California Community Foundation

**CALL TO ORDER**

The meeting was called to order at 12:01 P.M. via Zoom.

**REVIEW OF MINUTES**

The minutes of February 8, 2022 were reviewed and approved by consensus.

**CHAIRPERSON'S REPORT**

No report was given.

## **ENDOWMENT FUND PRESENTATION**

Mr. Steve Cobb and Ms. Elizabeth Hernandez from the California Community Foundation were present to review a comprehensive overview of our fund. The presentation included endowment pool administration, portfolio evolution, returns, asset allocation, and investment pool options, including a social impact endowment pool, conservative balance pool, and capital preservation pools. Discussion followed.

## **FY 2020-21 B-4 CONTRACT ALLOCATION**

Ms. Quintero reported that all centers received about \$45,000 in the B-4 allocation in additional CPP CRDP funding. We expect that this will be the last allocation for that year.

## **REVIEW OF FINANCIAL STATEMENTS**

### **CASH FLOW**

Mr. Romer stated that we are projected to have \$31,935,000 available at the end of May 31, 2022.

Mr. Romer reviewed the financial statements through January 31, 2022.

### *Fiscal Year to date 2021-2022 (C-2)*

In Operations (main contract) we have spent \$14,390,419 (48.7% of budget). In Purchase of services (main contract) we have spent \$150,585,842 before we add late bills. Including projected late bills, we will have spent \$155,534,642 (52.6% of budget).

### *Fiscal Year 2020-2021 (B-3)*

This month we recorded \$80,918 in OPS and \$289,902 in POS. To date, we have spent 96% of our OPS and 98% of our POS allocations.

### *Fiscal Year 2019 - 2020 (A-8)*

This month we did not make any OPS payments. We recorded \$67,060 in POS. To date, we have spent 99% of our POS allocations.

Ms. Heller suggested moving information from the summary graph page to the long sheets. Ms. Sullivan and Mr. DeBoer suggested leaving the graph page as is and also adding notes that Ms. Heller suggested.

Note: There is a correction that Mr. Romer will make to the bottom of page 3 under active caseload totals.

## **NEXT MEETING**

The next meeting is scheduled on April 12, 2022.

## **ADJOURNMENT**

The meeting was adjourned at 12:40 P.M.

/gs

DRAFT



**DEPARTMENT OF DEVELOPMENTAL SERVICES**

1215 O Street, MS 9-90  
Sacramento, CA 95814  
TTY: 711  
(916) 654-1897



February 16, 2022

TO: REGIONAL CENTER EXECUTIVE DIRECTORS  
REGIONAL CENTER ADMINISTRATORS

SUBJECT: B-4 ALLOCATION FOR FISCAL YEAR 2020-21

Please find enclosed information regarding the allocation amounts to be included in the Fiscal Year 2020-21, B-4 Contract Amendment that your regional center will receive within the next few days.

If you have any questions regarding the Community Placement Plan (CPP) allocation, please contact Tiffani Andrade, Assistant Deputy Director, Office of Community Development, at [Tiffani.Andrade@dds.ca.gov](mailto:Tiffani.Andrade@dds.ca.gov) or (916) 654-3016.

If you have any questions regarding this allocation, please contact Darla Keys, Manager, Regional Center Allocation Unit, Budget Section, at [Darla.Keys@dds.ca.gov](mailto:Darla.Keys@dds.ca.gov) or (916) 654-2255.

Sincerely,

*Original Signed by:*

BRIAN WINFIELD  
Chief Deputy Director

Enclosures

cc: Regional Center Controllers  
Regional Center Directors of Consumer Services  
Regional Center Community Services Directors  
Amy Westling, Association of Regional Center Agencies  
Vivian Umenei, Association of Regional Center Agencies  
Jim Knight, Department of Developmental Services  
Steven Pavlov, Department of Developmental Services  
Betty Lai, Department of Developmental Services  
Tina Watson, Department of Developmental Services  
Maricris Acon, Department of Developmental Services  
Tiffani Andrade, Department of Developmental Services  
Ernie Cruz, Department of Developmental Services

**“Building Partnerships, Supporting Choices”**

## **Explanation of Items for FY 2020-21 B-4 Amendment**

### **Operations (OPS)**

**Early Start Recovery:** Allocation is for completion of projects related to Early Start recovery.

**Community Placement Plan/Community Resource Development Plan (CPP/CRDP):** Allocation is based on Department-approved positions.

**Foster Grandparent/Senior Companion Program:** Net zero allocation, contract adjusts for line item transfer request; please refer to Attachment A, or the Budget Allocation Sheets provided to the FG/SCP Program Coordinator for details.

### **Purchase of Services (POS)**

**Community Placement Plan/Community Resource Development Plan (CPP/CRDP):** Allocation is based on Department-approved start-up projects, assessment, and placement costs.

**Fiscal Year 2020-21 B-4 Allocation****Operations (Ops) Summary**

(Whole Dollars)

Regional Center	Early Start Recovery	Total Regular CPP/CRDP	Total Ops Allocation
	1	2	3=1+2
Alta California	\$0	\$45,238	\$45,238
Central Valley	0	151,275	151,275
East Bay	0	45,238	45,238
Eastern L.A.	0	45,238	45,238
Far Northern	0	45,238	45,238
L.A. County/Frank Lanterman	0	45,238	45,238
Golden Gate	0	45,238	45,238
Harbor	0	45,238	45,238
Inland	0	45,238	45,238
Kern	0	45,238	45,238
North Bay	0	45,238	45,238
North L.A.	0	45,238	45,238
Orange	0	45,238	45,238
Redwood Coast	0	45,238	45,238
San Andreas	0	45,238	45,238
San Diego	0	45,238	45,238
San Gabriel/Pomona	1,022,780	45,238	1,068,018
South Central L.A.	0	45,238	45,238
Tri-Counties	0	45,238	45,238
Valley Mountain	0	45,238	45,238
Coastal/Westside	0	45,238	45,238
<b>Total</b>	<b>\$1,022,780</b>	<b>\$1,056,035</b>	<b>\$2,078,815</b>
<i>Harbor, (no IP)</i>	<i>\$0</i>	<i>45,238</i>	<i>45,238</i>
<i>Harbor IP only</i>	<i>0</i>	<i>0</i>	<i>0</i>
<b>Total Harbor includes IP<sup>1/</sup></b>	<b>\$0</b>	<b>\$45,238</b>	<b>\$45,238</b>

**Fiscal Year 2020-21 B-4 Allocation**  
**Purchase of Services (POS) Summary**  
 (Whole Dollars)

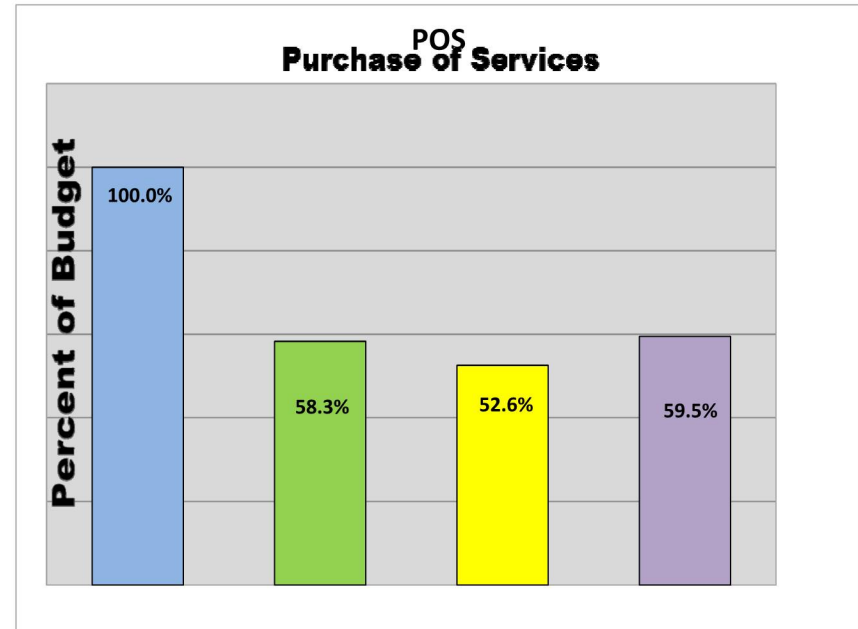
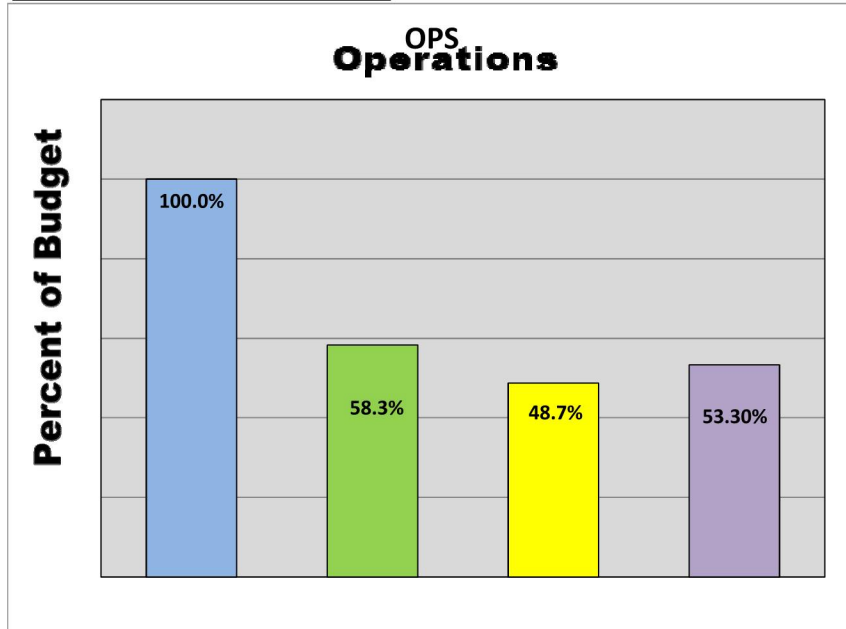
Regional Center	Community Placement Program			Total POS Allocation
	Start-Up	Assessment	Placement	
	1	2	3	
Alta California	\$0	\$0	\$0	\$0
Central Valley	51,144	0	0	51,144
East Bay	185,300	1,674	2,456	189,430
Eastern L.A.	0	52,807	272,559	325,366
Far Northern	0	0	10,948	10,948
L.A. County/Frank Lanterman	0	0	0	0
Golden Gate	0	0	9,331	9,331
Harbor	0	3,750	30,122	33,872
Inland	(637)	0	285,828	285,191
Kern	(435,139)	0	0	(435,139)
North Bay	0	0	0	0
North L.A.	0	0	0	0
Orange	0	0	0	0
Redwood Coast	0	0	0	0
San Andreas	136,418	636	0	137,054
San Diego	0	0	0	0
San Gab/Pomona	75,836	0	0	75,836
South Central	0	5,053	0	5,053
Tri-Counties	0	0	0	0
Valley Mountain	0	0	0	0
Coastal/Westside	0	17,737	0	17,737
<b>Total</b>	<b>\$12,922</b>	<b>\$81,657</b>	<b>\$611,244</b>	<b>\$705,823</b>
<i>Harbor, (no IP)</i>	<i>\$0</i>	<i>3,750</i>	<i>30,122</i>	<i>33,872</i>
<i>Harbor IP only</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
<b>Total Harbor</b>	<b>\$0</b>	<b>\$3,750</b>	<b>\$30,122</b>	<b>\$33,872</b>

**FRANK D. LANTERMAN REGIONAL CENTER**  
**PROJECTED CASH FLOW ANALYSIS**  
**MARCH 1 THROUGH MAY 31, 2022**

DATE	ACTIVITY	DEPOSIT (PAYMENT)	BALANCE
1-Mar	BEGINNING BALANCE		52,036,000
3-Mar	OPS	(400,000)	51,636,000
3-Mar	PAYROLL	(760,000)	50,876,000
4-Mar	STATE CLAIM REIMB JANUARY	24,994,000	75,870,000
10-Mar	OPS	(75,000)	75,795,000
10-Mar	POS	(19,000,000)	56,795,000
17-Mar	OPS	(75,000)	56,720,000
17-Mar	PAYROLL	(760,000)	55,960,000
18-Mar	POS	(3,000,000)	52,960,000
24-Mar	OPS	(75,000)	52,885,000
31-Mar	OPS	(400,000)	52,485,000
31-Mar	POS	(1,500,000)	50,985,000
31-Mar	PAYROLL	(760,000)	50,225,000
7-Apr	OPS	(75,000)	50,150,000
8-Apr	STATE CLAIM FEBRUARY	22,000,000	72,150,000
11-Apr	POS	(19,000,000)	53,150,000
14-Apr	OPS	(75,000)	53,075,000
14-Apr	PAYROLL	(760,000)	52,315,000
18-Apr	POS	(3,000,000)	49,315,000
21-Apr	OPS	(75,000)	49,240,000
28-Apr	OPS	(400,000)	48,840,000
28-Apr	PAYROLL	(760,000)	48,080,000
28-Apr	POS	(1,500,000)	46,580,000
5-May	OPS	(75,000)	46,505,000
6-May	STATE CLAIM MARCH ( 50%)	11,000,000	57,505,000
10-May	POS	(19,000,000)	38,505,000
12-May	OPS	(75,000)	38,430,000
12-May	PAYROLL	(760,000)	37,670,000
18-May	POS	(3,000,000)	34,670,000
19-May	OPS	(75,000)	34,595,000
26-May	POS	(1,500,000)	33,095,000
26-May	PAYROLL	(760,000)	32,335,000
26-May	OPS	(400,000)	31,935,000
31-May	ENDING BALANCE		\$ 31,935,000

**FRANK D. LANTERMAN REGIONAL CENTER  
FINANCIAL STATEMENT SUMMARY - MAIN CONTRACT  
ACTIVITY THROUGH  
JANUARY 31, 2022**

**Fiscal Year-To-Date 2021-2022 (C-2)**



	1 Current Year Annual Budget (C-2)	2 Current Year 7 Month Budget (C-2)	3 Current Year Actual 7 Months YTD	4 Prior Year Actual 7 Months YTD (B-4)
<b>OPS</b>				
Actual	\$29,531,680	\$17,226,813	14,390,419	\$13,965,563
	100.0%	58.3%	48.7%	53.3%

	1 Current Year Annual Budget (C-2)	2 Current Year 7 Month Budget (C-2)	3 Current Year Actual 7 Months YTD	4 Prior Year Actual 7 Months YTD (B-4)
<b>POS</b>				
Actual	\$295,765,731	\$172,530,010	\$150,585,842	\$138,102,632
Projected Late Bills			\$4,948,800	
Adjusted Total	\$295,765,731	\$172,530,010	\$155,534,642	\$138,102,632
	100.0%	58.3%	52.6%	59.5%

**Fiscal Year 2020-2021 (B-3)**

This month we recorded \$80,918 in OPS and \$289,902 in POS. To date, we have spent 96% of our OPS and 98% of our POS allocations.

**Fiscal Year 2019 - 2020 (A-8)**

This month we did not make any OPS payments. We recorded \$67,060 in POS. To date, we have spent 96% of our OPS and 99% of our POS allocations.



FRANK D. LANTERMAN REGIONAL CENTER  
NOTES TO FINANCIAL STATEMENTS  
FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

**2021-2022**

**INVESTMENT SUMMARY**

As of January 31, approximately \$48 million was maintained in our business checking account with City National Bank. Interest earnings of \$463 was recorded for the month. ICF SPA administrative fees of \$638 were recognized.

**Page 2   OPERATIONS**

**Line 2 Temporary Help.** Several vendors billed approximately \$20k for prior month services.

**Page 3   PURCHASE OF SERVICES**

**Line 24 Camps.** A service provider late billed \$22k for seasonal camp attendance.

*Note: There were 21 Service days in January and 23 service days in December. Our active caseload increased by 44 clients, bringing our total caseload to 11,484*

**Page 4   COMMUNITY PLACEMENT PLAN (CPP)**

We have three client placements in CPP. There was one new placement this month. We have no material variances to report.

**Page 6   2020-2021**

**Line 2 Operating Expenses.** Includes purchase of data processing equipment. \$80,918

**Line 13 Other Services.** Purchase of services includes Community Integration, In-Home Respite and Other Authorized Services.

**Page 7   2019-2020**

**Line 13 Other Services.** Purchase of services includes of Community Integration, In-Home Respite and Other Authorized Services.

FRANK D. LANTERMAN REGIONAL CENTER  
ANALYSIS OF REVENUE AND EXPENDITURES  
FISCAL YEAR 2021 - 2022  
FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

DESCRIPTION	APPROVED BUDGET		EXPENDITURES						
	2021-22 C-2 (1)	2020-21 B 4 (2)	THIS MONTH * (3)	Y-T-D 2021-22 (4)	Y-T-D 2020-21 (5)	PERCENT 2021-22 C-2 (6)	PERCENT 2020-21 B4 (7)	PERCENT 2019-20 (8)	2021-22 BUDGET AVAILABLE (9)
OPERATIONS - MAIN CONTRACT									
PERSONAL SERVICES	22,197,162	20,599,573	1,639,409	11,924,065	9,720,956	53.7%	47.2%	40.1%	10,273,097
OPERATING EXPENSES	7,389,518	4,879,411	372,657	2,473,243	1,967,314	33.5%	40.3%	36.1%	4,916,275
TOTAL EXPENSES:	29,586,680	25,478,984	2,012,066	14,397,307	11,688,270	48.7%	45.9%	39.2%	15,189,373
LESS: INTEREST INCOME	(25,000)	(100,000)	(463)	(2,087)	(19,482)	8.3%	19.5%	55.5%	(22,913)
LESS: OTHER INCOME	(30,000)	(16,000)	(638)	(4,801)	(5,358)	16.0%	33.5%	45.4%	(25,199)
TOTAL INTEREST & OTHER INCOME :	(55,000)	(116,000)	(1,101)	(6,888)	(24,840)	12.5%	21.4%	53.5%	(48,112)
	29,531,680	25,362,984	2,010,965	14,390,419	11,663,430	48.7%	46.0%	39.2%	15,141,261
PURCH OF SERVICES - MAIN CONTRACT									
OUT-OF-HOME	70,959,214	66,722,363	5,630,546	39,062,149	33,468,668	55.0%	50.2%	38.8%	31,897,065
DAY PROGRAM	28,374,545	29,544,429	2,093,659	14,682,854	12,649,945	51.7%	42.8%	38.0%	13,691,691
OTHER SERVICES	175,459,857	154,827,012	14,576,609	97,159,111	70,921,544	55.4%	45.8%	36.9%	78,300,746
TOTAL POS BEFORE ADJUSTMENTS:	274,793,616	251,093,804	22,300,813	150,904,114	117,040,157	54.9%	46.6%	37.6%	123,889,502
LESS: ICF SPA PROGRAM	(582,321)	(1,000,000)	(42,537)	(318,272)	(356,820)	54.7%	35.7%	25.2%	(264,049)
BUDGET ALLOCATION SURPLUS/(DEFICIT)	(20,289,796)	12,278,179	0	0	0	0.0%	0.0%	25.2%	(20,289,796)
TOTAL ADJUSTMENTS:	(20,872,117)	11,278,179	(42,537)	(318,272)	(356,820)	1.5%	-3.2%	-13.7%	(20,553,845)
TOTAL PURCHASE OF SERVICES:	295,665,731	262,371,983	22,258,277	150,585,842	116,683,337	50.9%	44.5%	36.8%	145,079,889
COMMUNITY PLACEMENT PLAN									
PERSONAL SERVICES	329,620	601,662	55,484	432,354	354,966	131.2%	59.0%	44.1%	(102,734)
OPERATING EXPENSES	0	112,438	2,267	16,260	13,597	0.0%	12.1%	18.4%	(16,260)
TOTAL OPERATIONS:	329,620	714,100	57,750	448,614	368,563	136.1%	51.6%	41.5%	(118,994)
PURCHASE OF SERVICES	250,000	1,758,843	11,941	51,427	27,386	20.6%	1.6%	21.3%	198,573
TOTAL CPP :	579,620	2,472,943	69,692	500,042	395,949	86.3%	16.0%	25.5%	79,578
FAMILY RESOURCE CENTER									
TOTAL FRC EXPENSES:	155,701	155,701	12,737	86,974	77,041	55.9%	49.5%	39.3%	68,727
GRAND TOTAL :	325,932,732	290,363,611	24,351,670	165,563,277	128,819,757	50.8%	44.4%	36.9%	160,369,456
RECAP OF TOTAL CONTRACT									
OPERATIONS	30,017,001	26,232,785	2,081,452	14,926,007	12,109,034	49.7%	46.2%	39.3%	15,090,994
PURCHASE OF SERVICES	295,915,731	264,130,826	22,270,218	150,637,269	116,710,723	50.9%	44.2%	36.6%	145,278,462
TOTAL CONTRACT:	325,932,732	290,363,611	24,351,670	165,563,277	128,819,757	50.8%	44.4%	36.9%	160,369,456

\* Column (3) represents payments made in the month following the last service months.



FRANK D. LANTERMAN REGIONAL CENTER  
OPERATIONS - MAIN CONTRACT FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

	BUDGET CATEGORY	BUDGET C-2	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	TOTAL EXPENDED	PERCENT EXPENDED	BALANCE OF BUDGET	
	PERSONAL SERVICES																	
1	SALARIES & WAGES	16,851,614	1,245,629	1,152,962	1,734,977	1,205,891	1,198,594	1,208,065	1,195,298						8,941,414	53.1%	7,910,200	1
2	TEMPORARY HELP	300,000	49,528	66,986	38,724	32,504	56,126	35,427	79,785						359,080	119.7%	(59,080)	2
3	CONTRACT SERVICES	395,000	17,768	19,466	38,538	35,090	27,211	18,916	18,149						175,137	44.3%	219,863	3
4	SUB-TOTAL:	17,546,614	1,312,925	1,239,414	1,812,239	1,273,484	1,281,930	1,262,407	1,293,233	0	0	0	0	0	9,475,632	54.0%	8,070,982	4
5	BENEFITS																	5
6	RETIREMENT/PENSION	1,853,678	138,434	128,310	192,837	134,081	133,287	134,233	133,131						994,313	53.6%	859,365	6
7	MEDICARE TAX	244,348	17,726	9,641	21,388	17,845	17,871	18,175	17,957						120,603	49.4%	123,745	7
8	HEALTH BENEFITS	2,278,405	155,883	181,394	171,086	159,380	172,045	159,659	171,537						1,170,983	51.4%	1,107,422	8
9	WORKERS' COMPENSATION	80,888	8,871	8,870	8,742	8,871	8,868	8,824	8,876						61,923	76.6%	18,965	9
10	UNEMPLOYMENT INSURANCE SUI	79,842	5,848	5,600	5,665	5,848	5,599	5,703	5,785						40,047	50.2%	39,795	10
11	NON-INDUSTRIAL DISABILITY	64,719	5,133	5,004	5,061	5,004	5,645	5,084	5,463						36,394	56.2%	28,325	11
12	LIFE INSURANCE	48,668	3,512	3,455	3,347	3,456	3,525	3,448	3,428						24,170	49.7%	24,498	12
13	SUBTOTAL:	4,650,548	335,407	342,274	408,125	334,485	346,839	335,127	346,177	0	0	0	0	0	2,448,433	52.6%	2,202,115	13
14																		14
15	TOTAL PERSONAL SERVICES:	22,197,162	1,648,332	1,581,687	2,220,364	1,607,969	1,628,769	1,597,534	1,639,409	0	0	0	0	0	11,924,065	53.7%	10,273,097	15
16	OPERATING EXPENSES																	16
17	EQUIPMENT MAINTENANCE	93,000	6,675	5,079	1,043	5,059	8,130	6,341	215						32,543	35.0%	60,457	17
18	FACILITY RENT	2,670,998	212,274	209,729	209,452	210,212	207,933	208,218	214,476						1,472,294	55.1%	1,198,704	18
19	FACILITY MAINTENANCE	162,783	21,495	4,172	877	18,312	750	1,508	1,116						48,231	29.6%	114,552	19
20	COMMUNICATION	408,000	23,721	28,671	30,518	31,620	17,818	21,342	28,650						182,340	44.7%	225,660	20
21	GENERAL OFFICE EXPENSES	95,000	10,408	6,458	3,133	4,882	4,807	5,943	6,220						41,852	44.1%	53,148	21
22	PRINTING	32,000	0	0	2,802	368	2,157	0	424						5,752	18.0%	26,248	22
23	INSURANCE	252,000	19,209	19,209	19,209	19,209	20,719	20,844	21,017						139,417	55.3%	112,583	23
24	DATA PROCESSING	341,000	24,898	28,826	31,116	19,677	24,212	10,503	33,996						173,227	50.8%	167,773	24
25	DATA PROCESSING MAINTENANCE	382,000	21,608	12,560	36,934	16,998	31,965	17,706	30,085						167,856	43.9%	214,144	25
26	INTEREST EXPENSE	1,015	0	1,015	0	0	0	0	0						1,015	100.0%	(0)	26
27	BANK FEES	14,000	0	20	0	0	0	0	0						20	0.1%	13,980	27
28	LEGAL FEES	263,000	722	19,304	0	22,685	15,433	4,943	5,119						68,206	25.9%	194,794	28
29	BOARD AND COMMITTEE EXPENSES	21,000	0	0	55	0	0	0	0						55	0.3%	20,945	29
30	ACCOUNTING FEES	60,500	0	0	0	0	0	0	0						0	0.0%	60,500	30
31	EQUIPMENT PURCHASES	100,000	0	0	0	0	0	3,404	0						3,404	3.4%	96,596	31
32	CONSULTING/TRAINING	180,000	10,500	16,638	1,534	1,530	0	1,099	7,189						38,490	21.4%	141,510	32
33	TRAVEL	15,000	324	19	599	929	715	262	796						3,644	24.3%	11,356	33
34	ARCA DUES	68,389	5,699	5,699	5,699	5,699	5,699	5,699	5,699						39,893	58.3%	28,496	34
35	GENERAL EXPENSES	65,000	9,808	4,752	19,485	(9,563)	4,486	8,383	15,762						53,112	81.7%	11,888	35
36	PRIOR YEAR CLAIMS	0	0	0	0	0	0	0	1,891						1,891	0.0%	(1,891)	36
37	START FUNDING	1,135,000	0	0	0	0	0	0	0						0	0.0%	1,135,000	37
38	OTHER	1,029,833	0	0	0	0	0	0	0						0	0.0%	1,029,833	38
39	TOTAL OPERATING EXPENSES:	7,389,518	367,341	362,150	362,458	347,616	344,824	316,195	372,657	0	0	0	0	0	2,473,243	33.5%	4,916,275	39
40																		40
41	TOTAL EXPENSES:	29,586,680	2,015,673	1,943,838	2,582,822	1,955,585	1,973,594	1,913,729	2,012,066	0	0	0	0	0	14,397,307	48.7%	15,189,373	41
42																		42
43	LESS: INTEREST INCOME	(25,000)	(185)	(290)	(267)	(208)	(284)	(389)	(463)						(2,087)	8.3%	(22,913)	43
44	LESS: OTHER INCOME	(30,000)	(745)	(741)	(727)	(727)	(612)	(612)	(638)						(4,801)	16.0%	(25,199)	44
45	TOTAL INTEREST & OTHER INCOME:	(55,000)	(930)	(1,030)	(994)	(935)	(896)	(1,001)	(1,101)	0	0	0	0	0	(6,888)	12.5%	(48,112)	45
46																		46
47																		47
48	NET OPERATIONS:	29,531,680	2,014,743	1,942,807	2,581,828	1,954,651	1,972,698	1,912,728	2,010,965	0	0	0	0	0	14,390,419	48.7%	15,141,261	48

FRANK D. LANTERMAN REGIONAL CENTER

PURCHASE OF SERVICES - MAIN CONTRACT FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

F.Y. 21 - 22  
PAGE 3

	BUDGET CATEGORY	BUDGET C-2	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	TOTAL EXPENDED	PERCENT EXPENDED	BALANCE OF BUDGET	
	NO. OF SERVICE DAYS		22	22	22	21	22	23	21	20	23	21	21	22				
	OUT-OF-HOME																	
1	COMMUNITY CARE FACILITY	69,065,374	5,383,081	5,556,171	5,120,081	5,551,033	5,390,146	5,545,209	5,453,026						37,998,747	55.0%	31,066,627	1
2	ICF/SNF FACILITY	1,893,840	59,040	66,363	150,885	178,637	236,196	194,762	177,520						1,063,402	56.2%	830,438	2
3	TOTAL OUT-OF-HOME:	70,959,214	5,442,121	5,622,534	5,270,965	5,729,670	5,626,342	5,739,970	5,630,546	0	0	0	0	0	39,062,149	55.0%	31,897,065	3
4	DAY PROGRAMS																	
5	DAY CARE	569,139	28,000	23,956	26,202	20,995	22,378	29,225	21,551						172,307	30.3%	396,832	4
6	DAY TRAINING	25,403,666	1,854,529	1,982,951	1,915,518	1,821,667	2,010,755	1,852,766	1,884,744						13,322,930	52.4%	12,080,736	5
7	SUPPORTED EMPLOYMENT (SEP)	2,372,787	102,797	172,055	152,057	214,843	237,834	107,255	185,923						1,172,764	49.4%	1,200,023	6
8	WORK ACTIVITY PROGRAM (WAP)	28,953	3,745	2,434	1,470	2,002	2,032	1,730	1,440						14,853	51.3%	14,100	7
9	TOTAL DAY PROGRAMS:	28,374,545	1,989,071	2,181,396	2,095,247	2,059,506	2,272,999	1,990,975	2,093,659	0	0	0	0	0	14,682,854	51.7%	13,691,691	8
10	OTHER SERVICES																	
11	NON-MEDICAL-PROFESSIONAL	17,072,588	670,558	1,808,251	1,293,198	1,394,845	1,258,503	1,184,590	1,448,308						9,058,253	53.1%	8,014,335	9
12	NON-MEDICAL-PROGRAM	20,305,820	1,490,558	1,513,572	1,674,798	1,695,699	1,705,766	1,598,639	1,613,258						11,292,290	55.6%	9,013,530	10
13	HOME CARE SERVICES	5,128,343	271,547	302,340	552,975	485,954	458,772	474,623	542,774						3,088,984	60.2%	2,039,359	11
14	TRANSPORTATION	2,704,907	155,019	168,750	179,271	166,604	135,712	154,221	231,100						1,190,677	44.0%	1,514,230	12
15	PREVENTION	16,660,553	1,215,940	1,371,281	1,465,548	1,395,643	1,343,459	1,255,867	1,468,786						9,516,525	57.1%	7,144,028	13
16	OTHER AUTHORIZED	48,671,499	3,155,522	3,337,067	3,628,055	4,240,790	3,626,597	4,459,347	4,078,262						26,525,640	54.5%	22,145,859	14
17	P&I EXPENSES	152,261	20,103	10,673	10,535	8,879	9,569	11,023	10,208						80,989	53.2%	71,272	15
18	HOSPITAL CARE	2,291,229	192,038	192,038	163,288	119,818	187,038	153,288	168,331						1,175,839	51.3%	1,115,390	16
19	MEDICAL EQUIPMENT	128,787	3,913	6,099	9,028	16,514	10,914	4,117	13,541						64,124	49.8%	64,663	17
20	MEDICAL CARE-PROFESSIONAL	4,843,762	299,692	320,462	431,080	383,805	489,741	501,355	408,362						2,834,497	58.5%	2,009,265	18
21	MEDICAL CARE-PROGRAM	553,917	28,524	36,914	41,181	50,465	25,788	43,162	67,252						293,286	52.9%	260,631	19
22	RESPIRE-IN-HOME	56,691,629	4,048,382	4,433,053	4,412,069	4,832,582	3,294,019	6,460,188	4,504,857						31,985,150	56.4%	24,706,479	20
23	RESPIRE-OUT-OF-HOME	0	0	0	0	0	0	1,549							0		0	21
24	CAMPS	254,562	15,805	9,923	5,200	360	0	0	21,570						52,858	20.8%	201,704	22
25	TOTAL OTHER SERVICES:	175,459,857	11,567,601	13,510,423	13,866,225	14,791,958	12,545,876	16,301,969	14,576,609	0	0	0	0	0	97,159,111	55.4%	78,300,746	23
26																		
27	TOTAL POS BEFORE ADJUSTMENTS:	274,793,616	18,998,793	21,314,353	21,232,437	22,581,135	20,445,217	24,032,914	22,300,813	0	0	0	0	0	150,904,114	54.9%	123,889,502	24
28	ADJUSTMENTS																	
29	LESS: ICF SPA PROGRAM	(582,321)	(47,484)	(49,391)	(48,450)	(48,782)	(40,814)	(40,814)	(42,537)						(318,272)	54.7%	(264,049)	25
30	PLUS: BUDGET ALLOCATION SURPLUS	(20,289,796)	0	0	0	0	0	0	0						0	0.0%	(20,289,796)	26
31	TOTAL ADJUSTMENTS:	(20,872,117)	(47,484)	(49,391)	(48,450)	(48,782)	(40,814)	(40,814)	(42,537)	0	0	0	0	0	(318,272)	1.5%	(20,553,845)	27
32																		
33																		
34	TOTAL PURCHASE OF SERVICES:	295,665,731	18,951,309	21,264,962	21,183,987	22,532,353	20,404,403	23,992,100	22,258,277	0	0	0	0	0	150,585,842	50.9%	145,079,889	28
35	ACTIVE CASELOAD:		11,079	11,135	11,191	11,293	11,374	11,440	11,484						11,440			29
36	CHANGE FROM PRIOR MONTH:		50	56	56	102	81	66	44		0	0	0	0	455	4.13%		30



FRANK D. LANTERMAN REGIONAL CENTER

COMMUNITY PLACEMENT PLAN (CPP) FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

F.Y. 21 - 22

PAGE 4

	BUDGET	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL	PERCENT	BALANCE OF
	C-2	2021	2021	2021	2021	2021	2021	2022	2022	2022	2022	2022	2022	EXPENDED	EXPENDED	BUDGET
PERSONAL SERVICES																
1STAFFING - CPP		27,389	27,667	41,448	27,926	27,632	37,749	26,669						216,478		
2PERSONAL SERVICES - CPP	0	27,389	27,667	41,448	27,926	27,632	37,749	26,669	0	0	0	0	0	216,478	0.0%	(216,478)
3																
4STAFFING - LDC		29,121	29,106	42,112	28,592	29,560	28,570	28,815					0	215,876		
5CONTRACT SERVICES - LDC		0	0	0	0	0	0							0		
6PERSONAL SERVICES - LDC	0	29,121	29,106	42,112	28,592	29,560	28,570	28,815	0	0	0	0	0	215,876	0.0%	(215,876)
7																
8TOTAL PERSONAL SERVICES	329,620	56,510	56,772	83,560	56,518	57,191	66,320	55,484	0	0	0	0	0	432,354	131.2%	(102,734)
9OPERATING EXPENSES																
10CONSULTING/TRAINING - CPP		0	0	0	0	0	0							0		
11GENERAL EXPENSES - CPP		1,133	1,529	1,133	1,133	1,133	1,133	1,133						8,329		
12OPERATING EXPENSES - CPP	0	1,133	1,529	1,133	1,133	1,133	1,133	1,133	0	0	0	0	0	8,329	0.0%	(8,329)
13																
14CONSULTING/TRAINING - LDC	0	0	0	0	0	0	0							0		
15GENERAL EXPENSES - LDC		1,133	1,133	1,133	1,133	1,133	1,133	1,133						7,932		
16OPERATING EXPENSES - LDC	0	1,133	1,133	1,133	1,133	1,133	1,133	1,133	0	0	0	0	0	7,932	0.0%	(7,932)
17																
18TOTAL OPERATING EXPENSES	0	2,266	2,662	2,267	2,266	2,266	2,266	2,267	0	0	0	0	0	16,260	0.0%	
19																
20TOTAL OPERATIONS:	329,620	58,776	59,435	85,826	58,784	59,458	68,586	57,750	0	0	0	0	0	448,614	136.1%	(118,994)
21OUT-OF-HOME																
22COMMUNITY CARE FACILITY	100,000	0	0	0	0	9,379	17,690	11,215						38,284	38.3%	61,716
23ICF/SNF FACILITY	0	0	0	0	0	0	0							0		
24SUB-TOTAL:	100,000	0	0	0	0	9,379	17,690	11,215	0	0	0	0	0	38,284	38.3%	61,716
25DAY PROGRAMS																
26DAY TRAINING	0	0	0	0										0		
27SUB-TOTAL:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	
28OTHERS																
29NON-MEDICAL PROFESSIONAL	0	0	0	0	0	0	0							0		0
30NON-MEDICAL PROGRAM	0	0	0	0	0	0	0							0		0
31HOME CARE SERVICES	0	0	0	0	0	0	0							0		0
32TRANSPORTATION	0	0	0	963	0	708	727	727						3,124		(3,124)
33OTHER AUTHORIZED	150,000	0	0	0	0	0	0							0	0.0%	150,000
34P & I EXPENSE	0	0	0	0	0	0	0							0		0
35MEDICAL EQUIPMENT	0	0	0	0	0	0	0							0		0
36MEDICAL CARE - PROFESSIONAL	0	0	0	0	0	0	0							0		0
37MEDICAL CARE - PROGRAM	0	0	0	0	0	0	0							0		0
38RESPIRE - IN HOME	0	0	0	3,559	0	687	5,773							10,019		(10,019)
39RESPIRE - OUT OF HOME	0	0	0	0	0	0	0							0		0
40OTHER	0	0	0	0	0	0	0							0		0
41SUB-TOTAL:	150,000	0	0	4,521	0	1,395	6,500	727	0	0	0	0	0	13,143	8.8%	136,857
42																
43IN EXCESS OF BUDGET ALLOCATION	0	0	0	0	0	0	0	0	0	0	0	0	0			
44																
45TOTAL POS:	250,000	0	0	4,521	0	10,775	24,190	11,941	0	0	0	0	0	51,427	8.8%	198,573
46																
47TOTAL CPP :	579,620	58,776	59,435	90,348	58,784	70,232	92,776	69,692	0	0	0	0	0	500,042	86.3%	79,578
48																
49NUMBER OF CPP PLACEMENTS		0	0	0	0	0	2	1						3		

FRANK D. LANTERMAN REGIONAL CENTER  
FAMILY RESOURCE CENTER FOR THE 7 SERVICE MONTHS ENDED JANUARY 31, 2022

F.Y. 21 - 22  
PAGE 5

BUDGET CATEGORY		BUDGET C-2	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	TOTAL EXPENDED	PERCENT EXPENDED	BALANCE OF BUDGET
PERSONAL SERVICES																	
1	FAMILY SUPPORT SPECIALIST	75,624	6,302	6,312	6,312	6,312	6,312	6,312	6,312						44,174	58.4%	31,450
2	RESOURCE & INFO COORDINATOR	46,300	3,858	3,858	3,858	3,858	3,858	3,858	3,858						27,006	58.3%	19,294
3	RESOURCE & INFO SPECIALIST	23,717	1,967	1,967	1,967	1,967	1,967	1,967	1,967						13,769	58.1%	9,948
4	TOTAL FRC PERSONAL SERVICES	145,641	12,127	12,137	12,137	12,137	12,137	12,137	12,137	0	0	0	0	0	84,949	58.3%	60,692
5	FRC ACTIVITIES/PROJECTS																
6	INFO DISSEMINATION & REFERRAL	3,560	0	0	0	0	0	0							0	0.0%	3,560
7	PUBLIC AWARENESS	1,200	0	0	0	0	0	0	200						200	16.7%	1,000
8	FAMILY/PROFESSIONAL COLLABORATION	5,300	0	0	400	425	600	0	400						1,825	34.4%	3,475
9	TOTAL FRC ACTIVITIES/PROJECTS	10,060	0	0	400	425	600	0	600	0	0	-	0	0	2,025	20.1%	8,035
10																	
11	TOTAL FAMILY RESOURCE CENTER:	155,701	12,127	12,137	12,537	12,562	12,737	12,137	12,737	0	0	0	0	0	86,974	55.9%	68,727

**FRANK D. LANTERMAN REGIONAL CENTER  
ANALYSIS OF REVENUE AND EXPENDITURES  
FISCAL YEAR 2020 - 2021  
THROUGH JANUARY 31, 2022**

F.Y. 20 - 21  
PAGE 6

	DESCRIPTION	APPROVED BUDGET		EXPENDITURES			PERCENT 2020-21 B 4 (6)	PERCENT 2019-20 A 8 (7)	PERCENT 2018-19 E 5 (8)	2020-21 BUDGET AVAILABLE (9)
		2020-21 B 4 (1)	2019-20 A 8 (2)	THIS MONTH * (3)	Y-T-D 2020-21 (4)	Y-T-D 2019-20 (5)				
	<b>OPERATIONS - MAIN CONTRACT</b>									
1	PERSONAL SERVICES	20,599,573	19,250,502	0	19,876,754	18,859,445	96.5%	98.0%	97.6%	722,819
2	OPERATING EXPENSES	4,879,411	5,242,771	80,918	4,505,890	4,713,352	92.3%	89.9%	110.8%	373,521
3	<b>TOTAL EXPENSES:</b>	<b>25,478,984</b>	<b>24,493,273</b>	<b>80,918</b>	<b>24,382,644</b>	<b>23,572,797</b>	<b>95.7%</b>	<b>96.2%</b>	<b>100.2%</b>	<b>1,096,340</b>
4	LESS: INTEREST INCOME	(100,000)	(75,000)	0	(21,267)	(118,699)	21.3%	158.3%	225.7%	(78,733)
5	LESS: OTHER INCOME	(16,000)	(18,000)	0	(26,584)	(16,079)	166.1%	89.3%	100.1%	10,584
6	<b>TOTAL INTEREST &amp; OTHER INCOME :</b>	<b>(116,000)</b>	<b>(93,000)</b>	<b>0</b>	<b>(47,851)</b>	<b>(134,778)</b>	<b>41.3%</b>	<b>144.9%</b>	<b>192.4%</b>	<b>(68,149)</b>
7										
8		25,362,984	24,400,273	80,918	24,334,793	23,438,019	95.9%	96.1%	99.9%	1,028,191
9	<b>PURCH OF SERVICES - MAIN CONTRACT</b>									
10										
11	OUT-OF-HOME	66,722,363	55,363,050	(2,452)	69,785,020	57,371,185	104.6%	103.6%	101.6%	(3,062,657)
12	DAY PROGRAM	29,544,429	30,674,804	28,769	25,756,411	28,687,522	87.2%	93.5%	93.6%	3,788,018
13	OTHER SERVICES	154,827,012	122,996,028	263,585	163,331,050	123,662,902	105.5%	100.5%	101.8%	(8,504,038)
14	<b>TOTAL POS BEFORE ADJUSTMENTS:</b>	<b>251,093,804</b>	<b>209,033,882</b>	<b>289,902</b>	<b>258,872,480</b>	<b>209,721,609</b>	<b>103.1%</b>	<b>100.3%</b>	<b>100.4%</b>	<b>(7,778,676)</b>
15	LESS: ICF SPA PROGRAM	(1,000,000)	(1,178,612)	0	(624,406)	(1,043,918)	62.4%	88.6%	104.8%	(375,594)
16	BUDGET ALLOCATION SURPLUS/(DEFICIT)	12,278,179	5,171,845	0	0		--	--	--	12,278,179
17	<b>TOTAL ADJUSTMENTS:</b>	<b>11,278,179</b>	<b>3,993,233</b>	<b>0</b>	<b>(624,406)</b>	<b>(1,043,918)</b>	<b>-5.5%</b>	<b>-26.1%</b>	<b>-53.4%</b>	<b>11,902,585</b>
18										
19	<b>TOTAL PURCHASE OF SERVICES:</b>	<b>262,371,983</b>	<b>213,027,115</b>	<b>289,902</b>	<b>258,248,074</b>	<b>208,677,691</b>	<b>98.4%</b>	<b>98.0%</b>	<b>98.5%</b>	<b>4,123,909</b>
20	<b>COMMUNITY PLACEMENT PLAN</b>									
21										
22	PERSONAL SERVICES	601,662	632,424	0	524,833	561,835	87.2%	88.8%	92.6%	76,829
23	OPERATING EXPENSES	112,438	70,900	0	17,874	36,686	15.9%	51.7%	52.1%	94,564
24										
25	<b>TOTAL OPERATIONS:</b>	<b>714,100</b>	<b>703,324</b>	<b>0</b>	<b>542,707</b>	<b>598,521</b>	<b>76.0%</b>	<b>85.1%</b>	<b>88.5%</b>	<b>171,393</b>
26	PURCHASE OF SERVICES	1,758,843	2,660,330	5,000	35,019	1,882,145	2.0%	70.7%	55.5%	1,723,824
27										
28	<b>TOTAL CPP :</b>	<b>2,472,943</b>	<b>3,363,654</b>	<b>5,000</b>	<b>577,726</b>	<b>2,480,666</b>	<b>23.4%</b>	<b>73.7%</b>	<b>65.4%</b>	<b>1,895,217</b>
29	<b>FAMILY RESOURCE CENTER</b>									
30										
31	<b>TOTAL FRC EXPENSES:</b>	<b>155,701</b>	<b>155,701</b>	<b>0</b>	<b>153,442</b>	<b>152,169</b>	<b>98.5%</b>	<b>97.7%</b>	<b>100.0%</b>	<b>2,259</b>
32										
33										
34	<b>GRAND TOTAL :</b>	<b>290,363,611</b>	<b>240,946,743</b>	<b>375,820</b>	<b>283,314,035</b>	<b>234,748,545</b>	<b>97.6%</b>	<b>97.4%</b>	<b>98.3%</b>	<b>7,049,576</b>
35										
36										
37	<b>RECAP OF TOTAL CONTRACT</b>									
38										
39	OPERATIONS	26,232,785	25,259,298	80,918	25,030,942	24,188,709	95.4%	95.8%	99.6%	1,201,843
40	PURCHASE OF SERVICES	264,130,826	215,687,445	294,902	258,283,093	210,559,836	97.8%	97.6%	98.1%	5,847,733
41										
42	<b>TOTAL CONTRACT:</b>	<b>290,363,611</b>	<b>240,946,743</b>	<b>375,820</b>	<b>283,314,035</b>	<b>234,748,545</b>	<b>97.6%</b>	<b>97.4%</b>	<b>98.3%</b>	<b>7,049,576</b>

\* Column (3) represents payments made in the month following the last service months.



**FRANK D. LANTERMAN REGIONAL CENTER**  
**ANALYSIS OF REVENUE AND EXPENDITURES**  
**FISCAL YEAR 2019 - 2020**  
**THROUGH JANUARY 31, 2022**

F.Y. 19 - 20  
PAGE 7

	DESCRIPTION	APPROVED BUDGET		EXPENDITURES						
		2019-20 A 8 (1)	2018-19 E 5 (2)	THIS MONTH * (3)	Y-T-D 2019-20 (4)	Y-T-D 2018-19 (5)	PERCENT 2019-20 A 8 (6)	PERCENT 2018-19 E 5 (7)	PERCENT 2017-18 D 5 (8)	2019-20 BUDGET AVAILABLE (9)
	<b>OPERATIONS - MAIN CONTRACT</b>									
1	PERSONAL SERVICES	19,250,502	18,401,767	0	18,842,496	17,956,997	97.9%	97.6%	97.0%	408,006
2	OPERATING EXPENSES	5,242,771	4,546,115	0	4,878,108	4,954,852	93.0%	109.0%	104.2%	364,664
3	<b>TOTAL EXPENSES:</b>	<b>24,493,273</b>	<b>22,947,882</b>	<b>0</b>	<b>23,720,603</b>	<b>22,911,849</b>	<b>96.8%</b>	<b>99.8%</b>	<b>98.9%</b>	<b>772,670</b>
4	LESS: INTEREST INCOME	(75,000)	(50,000)	0	(118,699)	(112,852)	158.3%	225.7%	171.6%	43,699
5	LESS: OTHER INCOME	(18,000)	(18,000)	0	(16,079)	(18,009)	89.3%	100.1%	95.6%	(1,921)
6	<b>TOTAL INTEREST &amp; OTHER INCOME :</b>	<b>(93,000)</b>	<b>(68,000)</b>	<b>0</b>	<b>(134,778)</b>	<b>(130,861)</b>	<b>144.9%</b>	<b>192.4%</b>	<b>109.0%</b>	<b>41,778</b>
7										
8	<b>NET OPERATIONS :</b>	<b>24,400,273</b>	<b>22,879,882</b>	<b>0</b>	<b>23,585,825</b>	<b>22,780,988</b>	<b>96.7%</b>	<b>99.6%</b>	<b>98.9%</b>	<b>814,448</b>
9										
10	<b>PURCH OF SERVICES - MAIN CONTRACT</b>									
11	OUT-OF-HOME	55,363,050	49,437,390	0	57,478,639	50,248,088	103.8%	101.6%	103.1%	(2,115,589)
12	DAY PROGRAM	30,674,804	30,402,015	1,500	28,787,616	28,469,520	93.8%	93.6%	101.8%	1,887,189
13	OTHER SERVICES	122,996,028	100,908,886	65,560	124,632,492	102,750,581	101.3%	101.8%	101.2%	(1,636,464)
14	<b>TOTAL POS BEFORE ADJUSTMENTS:</b>	<b>209,033,882</b>	<b>180,748,291</b>	<b>67,060</b>	<b>210,898,747</b>	<b>181,468,189</b>	<b>100.9%</b>	<b>100.4%</b>	<b>101.9%</b>	<b>(1,864,865)</b>
15	LESS: ICF SPA PROGRAM	(1,178,612)	(1,125,980)	0	(1,043,918)	(1,180,111)	88.6%	104.8%	91.3%	(134,694)
16	BUDGET ALLOCATION SURPLUS	5,171,845	3,337,875	0	0	0	--	--	--	
17	<b>TOTAL ADJUSTMENTS:</b>	<b>3,993,233</b>	<b>2,211,895</b>	<b>0</b>	<b>(1,043,918)</b>	<b>(1,180,111)</b>	<b>-26.1%</b>	<b>-53.4%</b>	<b>-105.5%</b>	<b>5,037,151</b>
18										
19	<b>TOTAL PURCHASE OF SERVICES:</b>	<b>213,027,115</b>	<b>182,960,186</b>	<b>67,060</b>	<b>209,854,829</b>	<b>180,288,078</b>	<b>98.5%</b>	<b>98.5%</b>	<b>99.7%</b>	<b>3,172,286</b>
20										
21	<b>COMMUNITY PLACEMENT PLAN</b>									
22	PERSONAL SERVICES	632,424	632,424	0	561,835	585,840	88.8%	92.6%	93.1%	70,589
23	OPERATING EXPENSES	70,900	70,900	0	36,686	36,929	51.7%	52.1%	52.9%	34,214
24										
25	<b>TOTAL OPERATIONS:</b>	<b>703,324</b>	<b>703,324</b>	<b>0</b>	<b>598,521</b>	<b>622,769</b>	<b>85.1%</b>	<b>88.5%</b>	<b>89.3%</b>	<b>104,803</b>
26	PURCHASE OF SERVICES	2,660,330	1,852,029	0	1,965,590	1,202,272	73.9%	64.9%	94.3%	694,740
27										
28	<b>TOTAL CPP :</b>	<b>3,363,654</b>	<b>2,555,353</b>	<b>0</b>	<b>2,564,111</b>	<b>1,825,041</b>	<b>76.2%</b>	<b>71.4%</b>	<b>93.2%</b>	<b>799,543</b>
29										
30	<b>FAMILY RESOURCE CENTER</b>									
31	<b>TOTAL FRC EXPENSES:</b>	<b>155,701</b>	<b>155,701</b>	<b>0</b>	<b>152,169</b>	<b>155,701</b>	<b>97.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>3,532</b>
32										
33										
34	<b>GRAND TOTAL :</b>	<b>240,946,743</b>	<b>208,551,122</b>	<b>67,060</b>	<b>236,156,934</b>	<b>205,049,808</b>	<b>98.0%</b>	<b>98.3%</b>	<b>99.4%</b>	<b>4,789,809</b>
35										
36										
37	<b>RECAP OF TOTAL CONTRACT</b>									
38										
39	<b>OPERATIONS</b>	<b>25,259,298</b>	<b>23,738,907</b>	<b>0</b>	<b>24,336,515</b>	<b>23,559,458</b>	<b>96.3%</b>	<b>99.2%</b>	<b>98.6%</b>	<b>922,783</b>
40	<b>PURCHASE OF SERVICES</b>	<b>215,687,445</b>	<b>184,812,215</b>	<b>67,060</b>	<b>211,820,418</b>	<b>181,490,350</b>	<b>98.2%</b>	<b>98.2%</b>	<b>99.6%</b>	<b>3,867,027</b>
41										
42	<b>TOTAL CONTRACT:</b>	<b>240,946,743</b>	<b>208,551,122</b>	<b>67,060</b>	<b>236,156,934</b>	<b>205,049,808</b>	<b>98.0%</b>	<b>98.3%</b>	<b>99.4%</b>	<b>4,789,809</b>

\* Column (3) represents payments made in the month following the last service months.



California  
**COMMUNITY**  
Foundation

# Lanterman Fund Restricted (V015) & Lanterman Fund (V374)

Investment Overview  
March 8, 2022

# CCF Finance Staff



**Steve Cobb – CFO** oversees the foundation’s investment management, financial and program reporting and cash management activities. Before joining CCF in 1998, Cobb was the chief financial officer for the Milken Family Foundation, a leading Southern California private foundation, and the Weingart Center, a comprehensive health and human services complex in Los Angeles’s Skid Row. He was also an auditor with Ernst & Young and an assistant controller for the Ticor Title Insurance Company of California.

Steve Cobb is a certified public accountant and a graduate of The UCLA Anderson School of Management, California Polytechnic State University, San Luis Obispo and Ventura College. He is a past recipient of the Los Angeles Business Journal Nonprofit CFO of the Year award and has been an adjunct professor at USC Sol Price School of Public Policy. He currently serves as a board member for The Community Foundations National Standards Board (CFNSB), Community Partners, and Pfaffinger Foundation.



**Elizabeth Hernández – Investments Officer** is responsible for a wide range of operational and analytical duties related to CCF investments. These comprise a comprehensive understanding of multiple asset classes, portfolio administration and investment accounting. Prior to re-joining CCF, was the General Ledger Accountant at Manatt, Phelps & Phillips and was a Finance Specialist at CCF for sixteen years.

Elizabeth Hernández received her Bachelor of Arts in bilingual secretariat from Oxford University in El Salvador.



# Endowment Pool Administration

## Investment Committee Board of Directors

1. Establishing and maintaining the Investment Policy Statement and Target Asset Allocation.
2. Monitoring the performance and risk profile of the Pool as a whole.
3. Reviewing the Outsource Chief Investment Officer (OCIO) implementation of the investment program.
4. Hiring, terminating, or replacing the OCIO.
5. Reviewing and addressing all potential conflicts of interest.

# Endowment Pool Administration (continue)

## CCF Finance Staff

1. Working closely with the OCIO to represent the Foundation's needs and interest on a day- to-day basis.
2. Act as the liaison between the Investment Committee and the OCIO for regular meetings and/or ad hoc requests.
3. Investment of "operating cash," under the advice of the OCIO, into appropriate market instruments.

# Endowment Pool Administration (continue)

## Hall Capital Partners - Outsource Chief Investment Officer (OCIO) – Effective 7/1/2021:

- Provides investment consulting services in the areas of:
  1. Selecting, rebalancing, terminating, and making tactical shifts between Investment Managers.
  2. Monitoring the appropriateness of each Investment Manager's strategy given the Pool's overall investment strategy, philosophy, and objectives.
  3. Monitoring the investment performance of each Investment Manager compared to the reference index established for that Investment Manager.
  4. Overseeing the Pool's investment assets and reporting on the status of the investments to the Investment Committee.
  5. Managing "investment cash" which includes the Pool's portfolio cash such as cash received from an investment liquidation or distribution awaiting reinvestment.



# HCP's Team - Biographical Information



**JESSICA E. REED SAOUAF**  
MANAGING DIRECTOR &  
CO-CHIEF INVESTMENT OFFICER

Jessica Reed Saouaf is Co-Chief Investment Officer and a Managing Director of Hall Capital Partners. She is a member of the firm's Executive Committee, Management Committee, and Investment Review Committee.

Ms. Reed Saouaf joined the firm in 1999 and has held a number of positions, among them Head of the Private Equity group, where she focused on private equity buyout growth and venture capital investments; Head of the Public Equity group, where she focused on public equity and equity hedge fund investments; Head of Distressed, where she focused on distressed investment strategies in the private and public markets; Research Associate; and Research Analyst. Ms. Reed Saouaf took a sabbatical to earn her M.B.A. at which time she also interned at Buena Vista Fund Management.

## Current Nonprofit Board/Committee Affiliations

- Finance and Investment Committee, American Civil Liberties Union, Northern CA
- Investment Committee, San Francisco Foundation
- Investment Committee, Stanford Business School Trust

## Education

- Wellesley College - B.A., Economics and Psychology
- Stanford Graduate School of Business - M.B.A.



**SARAH E. STEIN**  
MANAGING PARTNER

Sarah Stein is a Managing Partner at Hall Capital Partners. She is a member of the firm's Board of Directors, Executive Committee, Management Committee, and Investment Review Committee.

Ms. Stein joined the firm in 2002 in the Portfolio Management practice. She was promoted to Managing Director and moved to the Research Group in 2006 where she held several roles including Co-Director of Research and Head of Capital Markets. Ms. Stein was appointed President of the firm in 2012. Her prior experience includes working in the Investment Management Division at Goldman Sachs & Co., the Fisher Family Foundation, and teaching English in Guangzhou, China.

## Current Nonprofit Board/Committee Affiliations

- Board of Trustees, Princeton University
- Board of Directors, Princeton Endowment (PRINCO)
- Board of Trustees, San Francisco Day School
- Board of Directors and Investment Committee, Rosenberg Foundation
- Investment Committee, Gates Foundation Strategic Investment Fund

## Education

- Princeton University – A.B., History
- Stanford School of Education – M.A.
- Stanford Graduate School of Business - M.B.A.



**SARAH H. WHITELAW, CFA**  
MANAGING DIRECTOR

Sarah Whitelaw is a Managing Director in the firm's Portfolio Management practice in San Francisco. She is responsible for developing investment strategy and constructing, monitoring, and rebalancing client investment portfolios. Ms. Whitelaw also serves on the firm's Investment Review Committee.

Prior to joining the firm in 2008, Ms. Whitelaw was an Investment Representative in the Private Wealth Management group in the San Francisco office of Morgan Stanley where she advised clients on investment strategy, current market conditions, opportunities for portfolio diversification, trust and estate planning, and private banking needs. Previously, Ms. Whitelaw was an Assistant Vice President at Wellington Management Company where she was responsible for business development and relationship management with West Coast investment consultants to large corporate and public pension plans, endowments, and foundations. Ms. Whitelaw started her career with Brown Brothers Harriman & Company in Boston.

## Current Nonprofit Board/Committee Affiliations

- Board of Trustees and Investment Committee (Chair), Hanna Boys Center
- Board of Directors, Safe & Sound
- Investment Committee, Dominican Sisters of San Rafael

## Education

- Dickinson College – B.A., International Studies
- Tuck School of Business at Dartmouth – M.B.A.

# Hall Capital Partners Diversity, Equity & Inclusion (DEI) Mission Statement



## PURPOSE

In order to **thrive** as an organization, **align** our actions with our **core values** and achieve **superior outcomes** for our clients and **long-term success** for our firm, it is critical for Hall Capital to continue to invest in developing a **diverse** team, an **inclusive** culture and **equitable** practices.



## DIVERSITY

We are focused on increasing the **diversity** of our team so that it draws from the broadest possible spectrum of **high caliber talent** and comprises people with a **wide range of backgrounds and experiences**. We are dedicated to advancing diversity in investment management through **active engagement within the industry** and our managers specifically.



## INCLUSION

We are committed to fostering an **inclusive** culture in which **shared organizational values** and **trust** form the foundation of a **cohesive** team. We continue to cultivate a work environment in which all individuals are treated fairly and respectfully, have **equal access to opportunities** and are **empowered**. We believe this facilitates **active discourse and idea sharing** and allows everyone the opportunity to **contribute fully** to the organization.



## EQUITY

We are committed to using the **lens of equity** to evaluate and guide our **policies, practices and procedures**. We understand that addressing equity issues requires an **understanding of the root causes** of inequality. We strive to promote **inclusive approaches** to help **identify and eliminate these disparities** within our organization and across the industry.



## VISION

We believe that an **active and integrated** approach to **diversity, equity and inclusion aligns** with our **firm's values** and drives **dialogue** and **decisions** that benefit from different perspectives, rigorous debate and elevated creativity, ultimately resulting in **stronger investment performance** and superior **business results**.



# DEI: Investment Managers Selection

- Our engagement with investment managers regarding **DEI is an integral component** of our overall partnership. We approach this as a dynamic and ongoing dialog about the **strength and sustainability** of their organizations and their role in the broader ecosystem
  - There are no “right” answers or “one-size fits all” approaches, but we do expect the managers to have a thoughtful perspective and genuine approach to addressing DEI within their firms
- D&I discussions are a **part of late-stage diligence** for all new managers and ongoing monitoring of existing managers
  - Use core list of questions as starting point and roadmap for the conversation
  - Incorporate relevant aspects/considerations into our investment materials, discussions and decisions
  - Place manager on D&I continuum; track progress over time
- We **collect diversity stats on our approved managers** via an annual survey each summer and are in the process of partnering with Lenox Park to augment our existing survey and contribute **greater data standardization and availability** in investment management
- We track our **pipeline and approvals of funds led by women and people of color (“POC”)**
  - Over the past three years, approximately 1/3 of our new investments were led by women and/or people of color

## HCP Full Consequence Investing (FCI) Framework

We seek to apply our FCI framework across all of our investments and assess the extent to which managers evaluate environmental, social and governance related factors as part of their investment process.

**FCI Integrated** strategies incorporate social and/or environmental considerations into the investment process and make investments that reflect the ESG analysis, seeking market rate returns

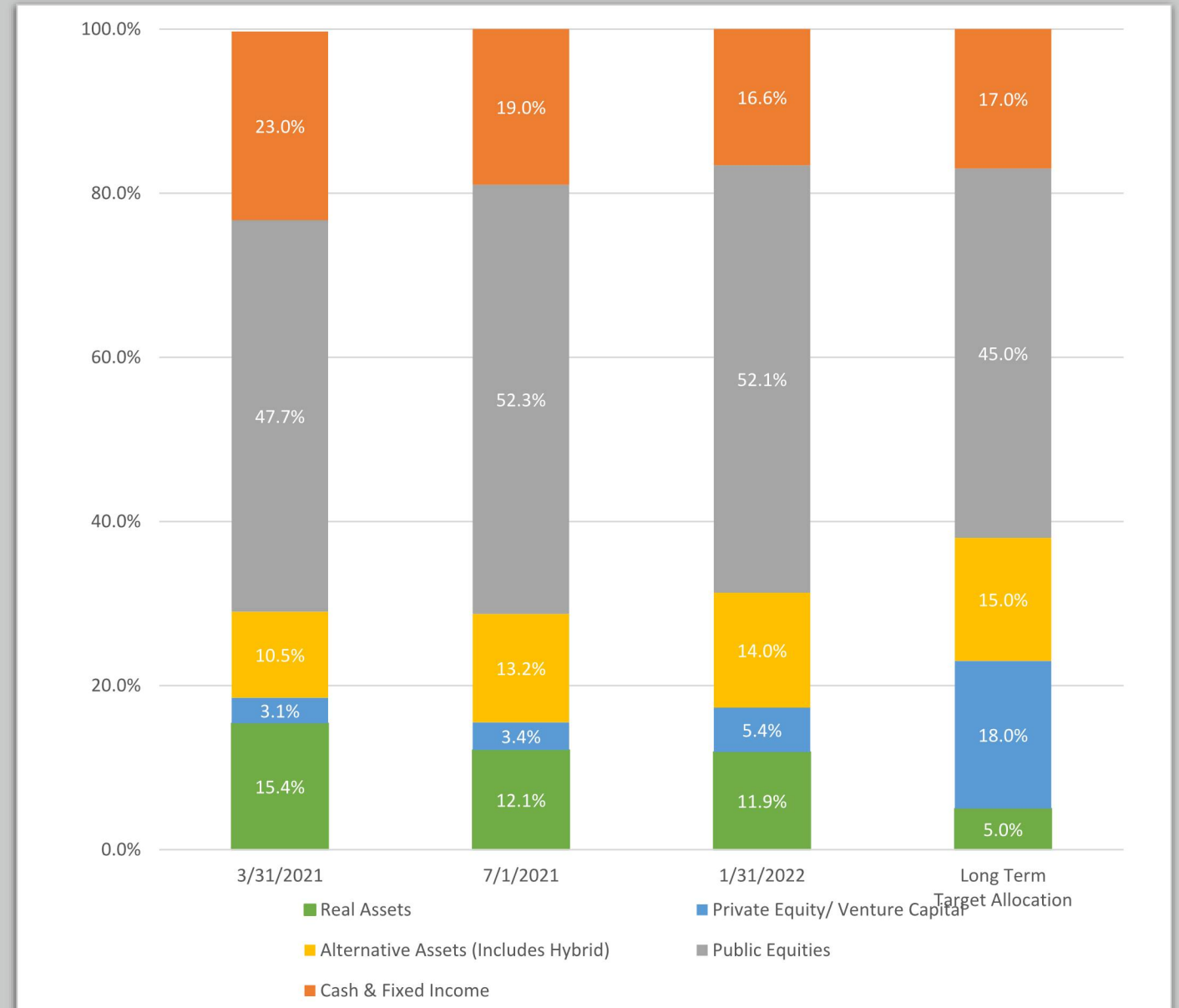
**FCI Central** strategies integrate social and/or environmental considerations into the investment process with intentionality and incorporate that lens to make investment decisions, aiming to generate positive measurable impact while seeking market rate returns. These strategies may also measure impact and/or seek additional or catalytic opportunities

**Impact First** strategies seek to catalyze measurable positive social and/or environmental impact and aim to generate positive absolute financial returns that may involve liquidity or other tradeoffs or more nascent market dynamics

	Market-Rate Returns				Positive Expected Returns	Capital Preservation	Capital Loss
	Full Consequence Investing					Program-Related	Grant Making
	Traditional Investing	FCI Integrated	FCI Central	Impact First	Impact Only		
			Impact Investments		Philanthropy		
Consider ESG factors	+	+	+	+			
Investment process integrates ESG analysis	+	+	+	+			
Investments reflect integrated ESG process		+	+	+			
Intentionally pursue impact opportunities			+	+			+
Measure impact			+	+			+
Additionality / Catalytic Capital			+	+			+
May involve structural, liquidity, or other tradeoffs				+			

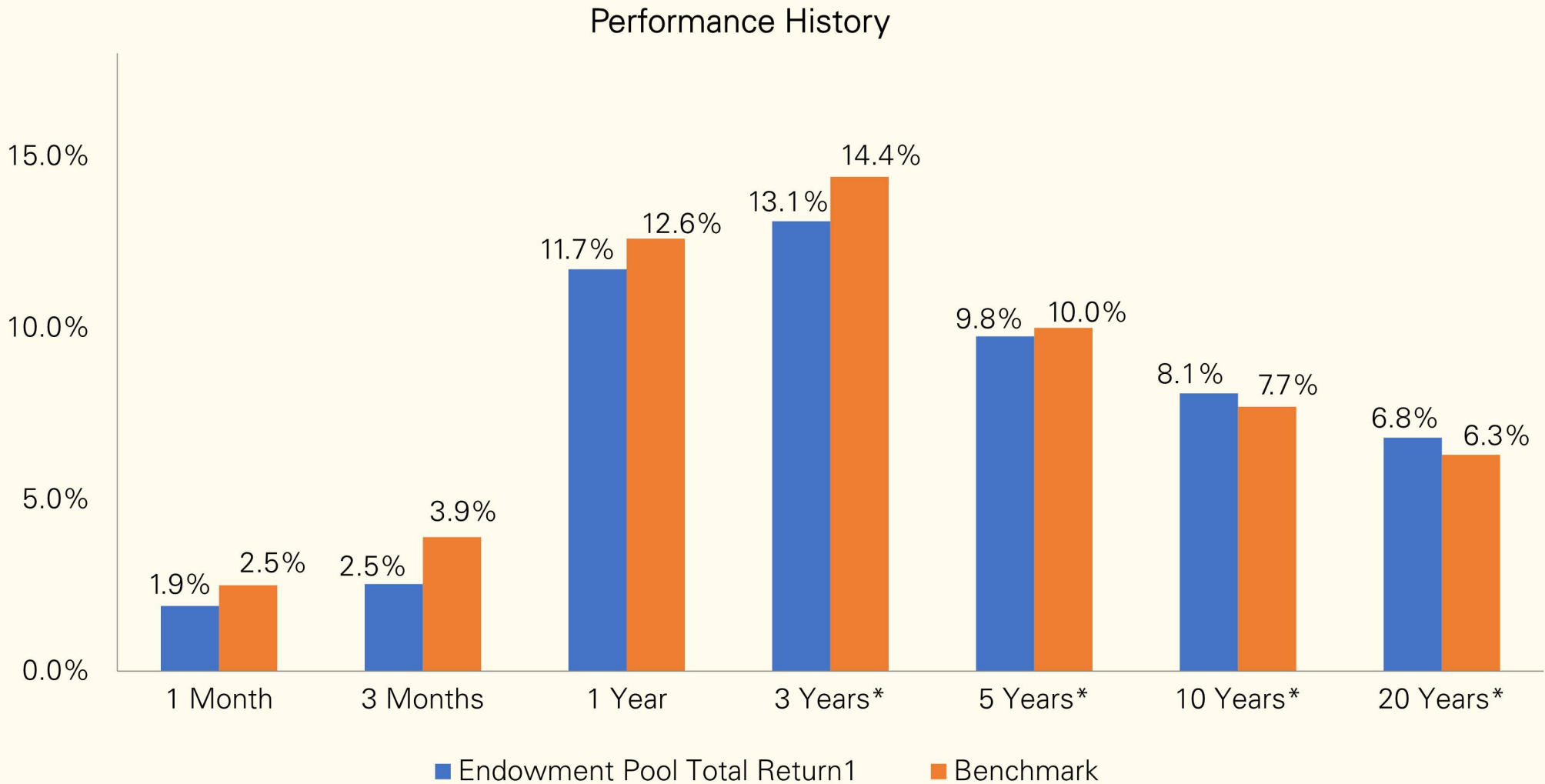
# Endowment Pool Portfolio Evolution Since 7/1/2021 12/31/2021

- Simplify Fixed Income to focus on capital preservation and liquidity
  - Particularly focused on expense in a low-rate environment
  - Access broader credit opportunities primarily through Hedge Funds and Hybrid structures
- Public Equities will stay relatively constant at ~45-50%, but managers will evolve
  - Concentrated approach with low-cost index paired with alpha generators
  - Over time, some Public Equities will shift to Private Equity
- Hedge Funds will increase slightly to maintain appropriate diversification of return drivers as we simplify the Fixed Income portfolio
- Increase Private Equity and decrease Real Assets over time
  - Emphasize Private Equity (buyout, growth, venture capital)
  - Continue investments in Real Estate
  - Reduce dedicated Energy / Natural Resources (liquid investments can be exited quickly; private structures will take time)



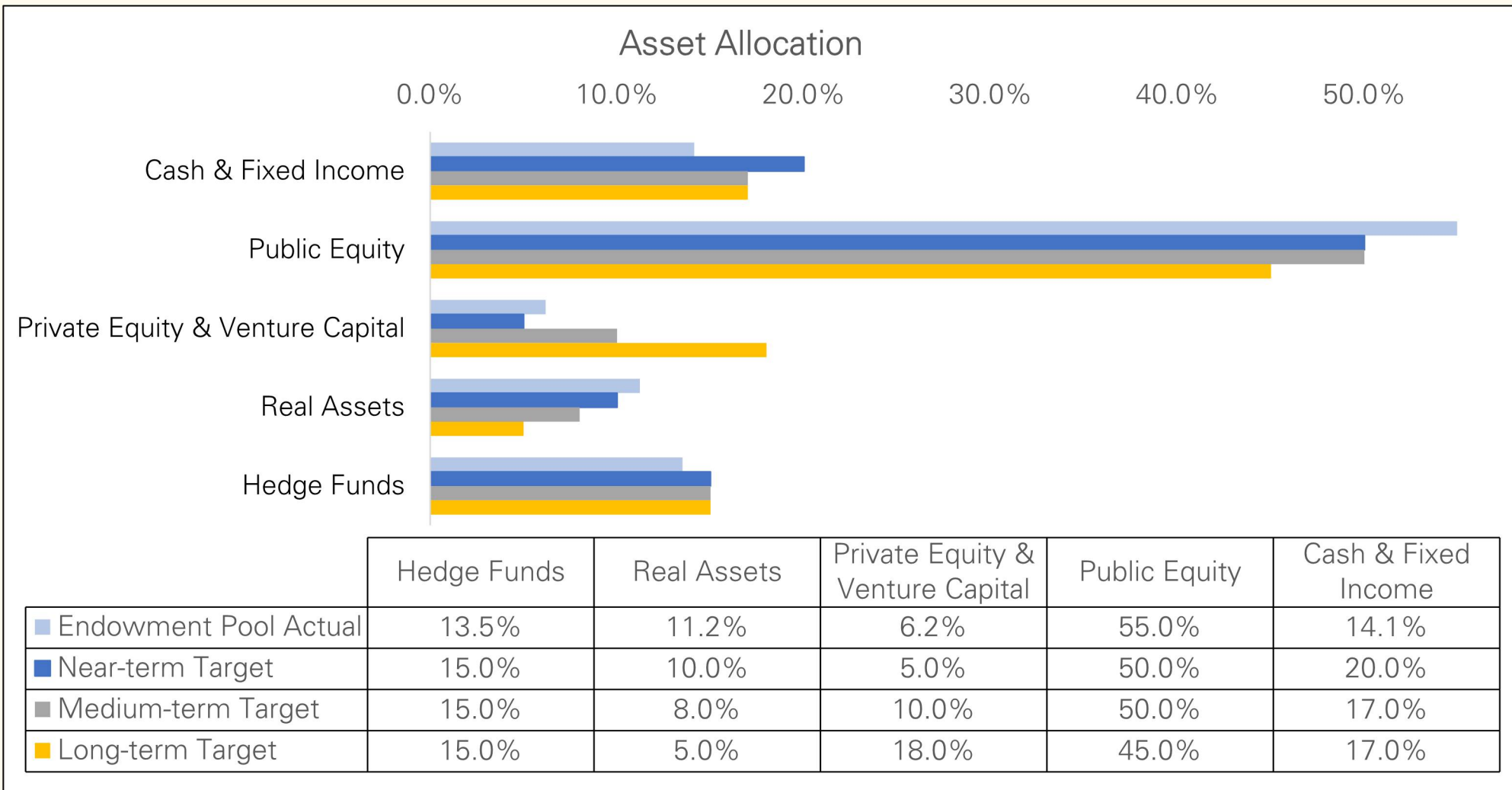


# Endowment Pool Returns – December 31, 2021



Market Value: \$1.42b

# Endowment Pool Asset Allocation – December 31, 2021



# Summary of Activity – Lanterman Fund Restricted (V015)

#	Description	01/1/2021 to 12/31/2021	Cumulative 7/1/1998 12/31/2021
1	Beginning Balance	\$1,186,592	\$ 336,453
2	Contribution	0	760,674
3	Total Returns, Net*	139,004	1,004,644
4	Fund Balance Transfer to Lanterman Fund (V374)	0	(680,561)
5	Grants	0	(95,614)
6	Total as of December 31, 2021	\$1,325,596	\$1,325,596

*\*Represents dividends and interest plus gains/losses, net of fees*

# Summary of Activity – Lanterman Fund (V374)

#	Description	01/1/2021 to 12/31/2021	Cumulative 5/1/2015 12/31/2021
1	Beginning Balance	\$237,690	\$ 680,561
2	Contribution	25	14,753
3	Total Returns, Net*	27,787	199,713
4	CCF Administrative Fees	(1,249)	(19,920)
5	Grants	0	(610,854)
6	Total as of December 31, 2021	\$264,252	\$264,252

*\*Represents dividends and interest plus gains/losses, net of fees*

# Other Investment Options

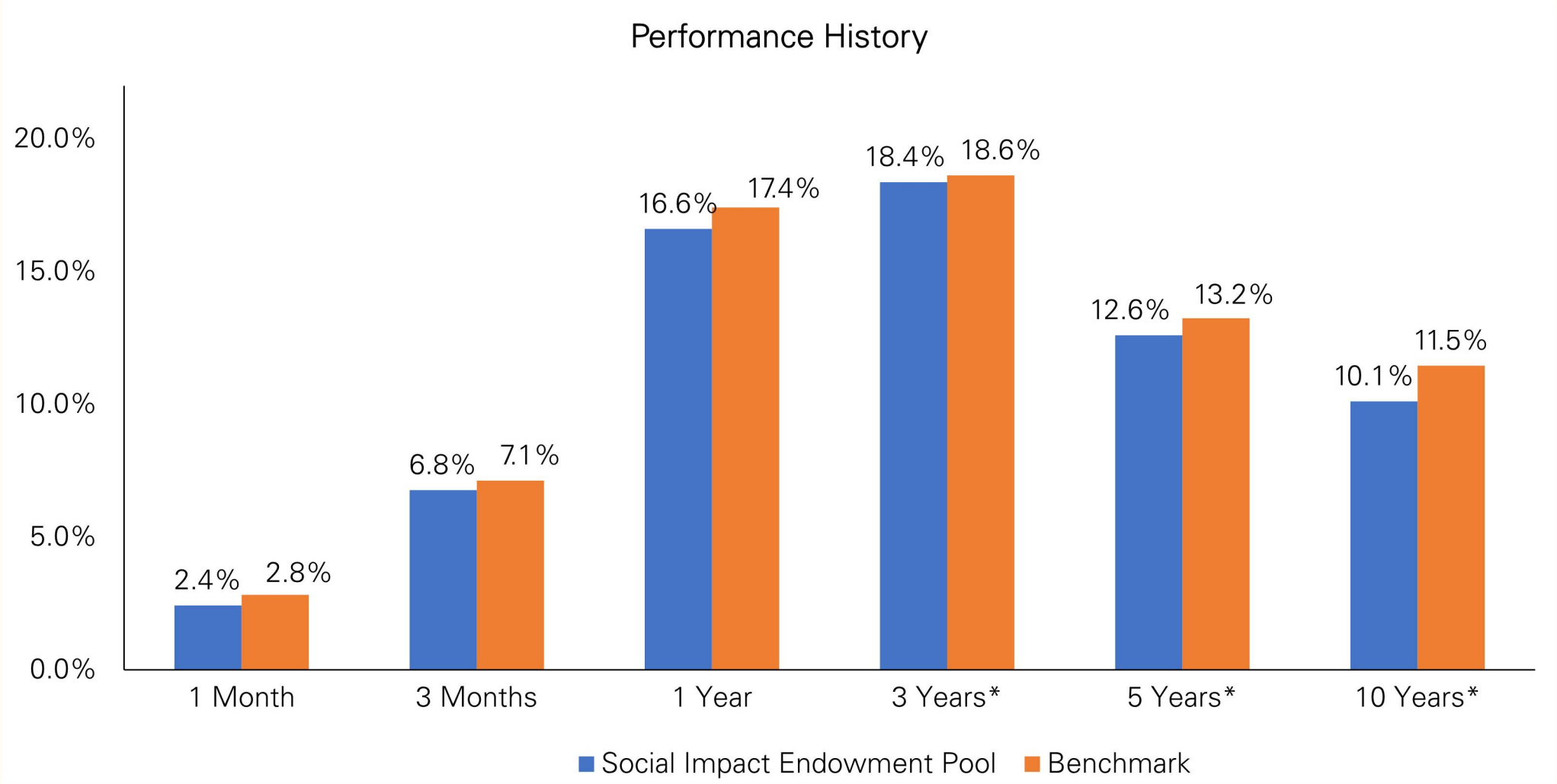
- Social Impact Endowment Pool: diversified pool aiming for capital growth for long-term grantmaking; underlying investments undergo rigorous environmental, social and governance analysis
- Conservative Balanced Pool: 30% equity/70% fixed income pool aiming for moderate growth for intermediate-term grantmaking
- Capital Preservation Pool: 100% short-term (under 6 months) investment grade fixed income pool aiming for preservation of principal and liquidity for short-term grantmaking

# Social Impact Endowment Pool

- Social Impact Endowment Pool: diversified pool aiming for capital growth for long-term grantmaking; underlying investments undergo rigorous environmental, social and governance analysis.
- Holdings:
  1. 67% Vanguard FTSE Social Index (VFTNX) - \$30,380,391.
  2. 22% Community Capital Management CRA Qualified Fund (CRANX) - \$9,701,495.
  3. 11% Vanguard Short-Term Bond Index (VBITX) - \$5,038,913.
- Seeks to track the performance of the FTSE4Good US Select Index.
- Market cap weighted index composed of large- and mid-capitalization stocks.
- Screened for certain environmental, social, and corporate governance (ESG) criteria.
- Specifically excludes stocks of certain companies in the following industries: adult entertainment, alcohol, tobacco, weapons, fossil fuels, gambling, and nuclear power.
- Excludes stocks of certain companies that do not meet standards of United Nation Global Compact Principles and companies that do not meet certain diversity criteria.



# Social Impact Endowment Pool Returns – (12/31/2021)



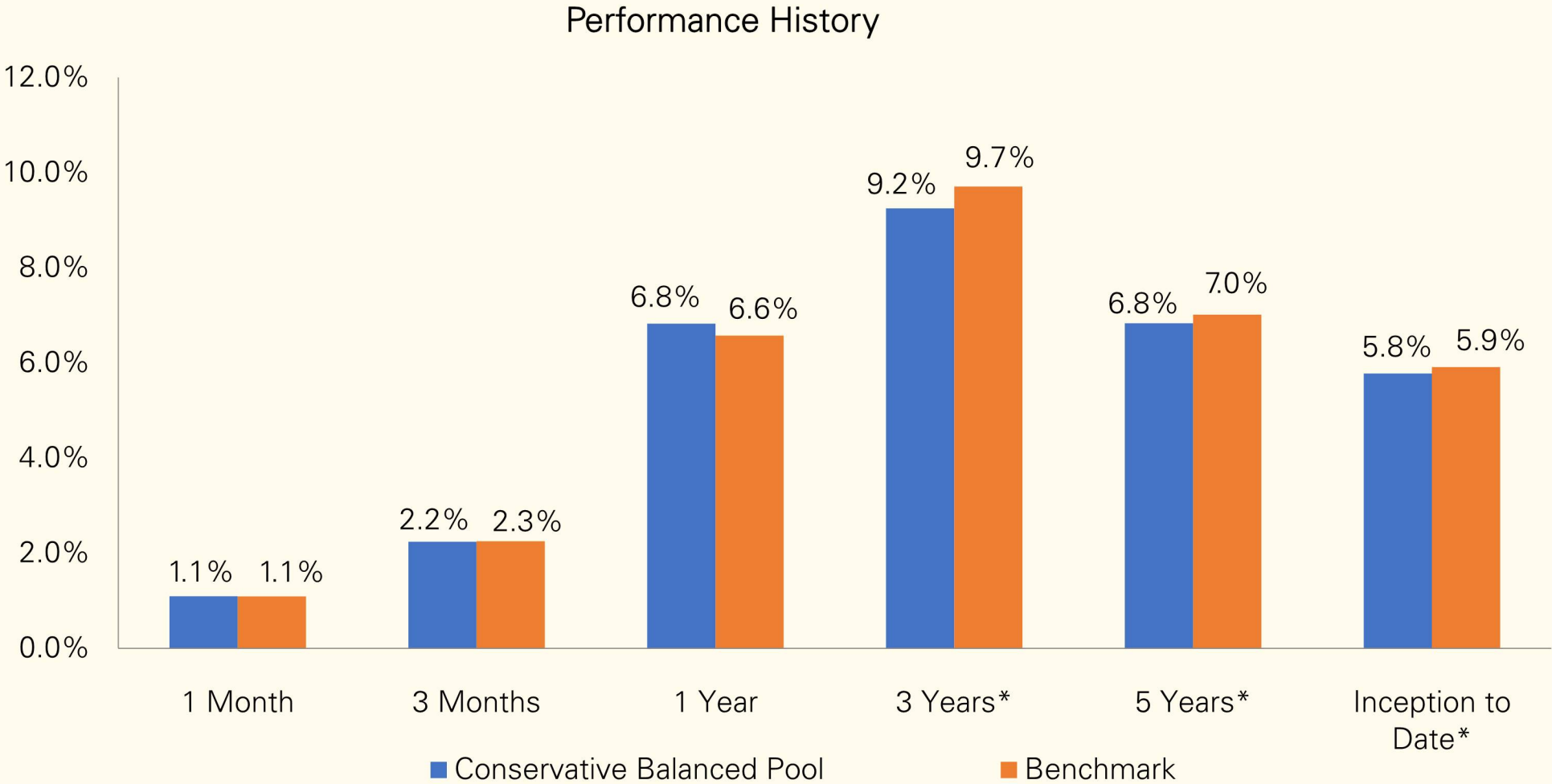
Market Value: \$45.12M

# Conservative Balanced Pool

- Conservative Balanced Pool: 30% equity/70% fixed income pool aiming for moderate growth for intermediate-term grantmaking. Total assets of \$51.40 million as of December 31, 2021.
- Holdings:
  1. 31.6% Vanguard Total Stock Market Index (VTSAX) - \$16,225,454.
  2. 68.4% Vanguard Short-Term Bond Index (VBITX) - \$35,173,488.



# Conservative Balanced Pool Returns – (12/31/2021)



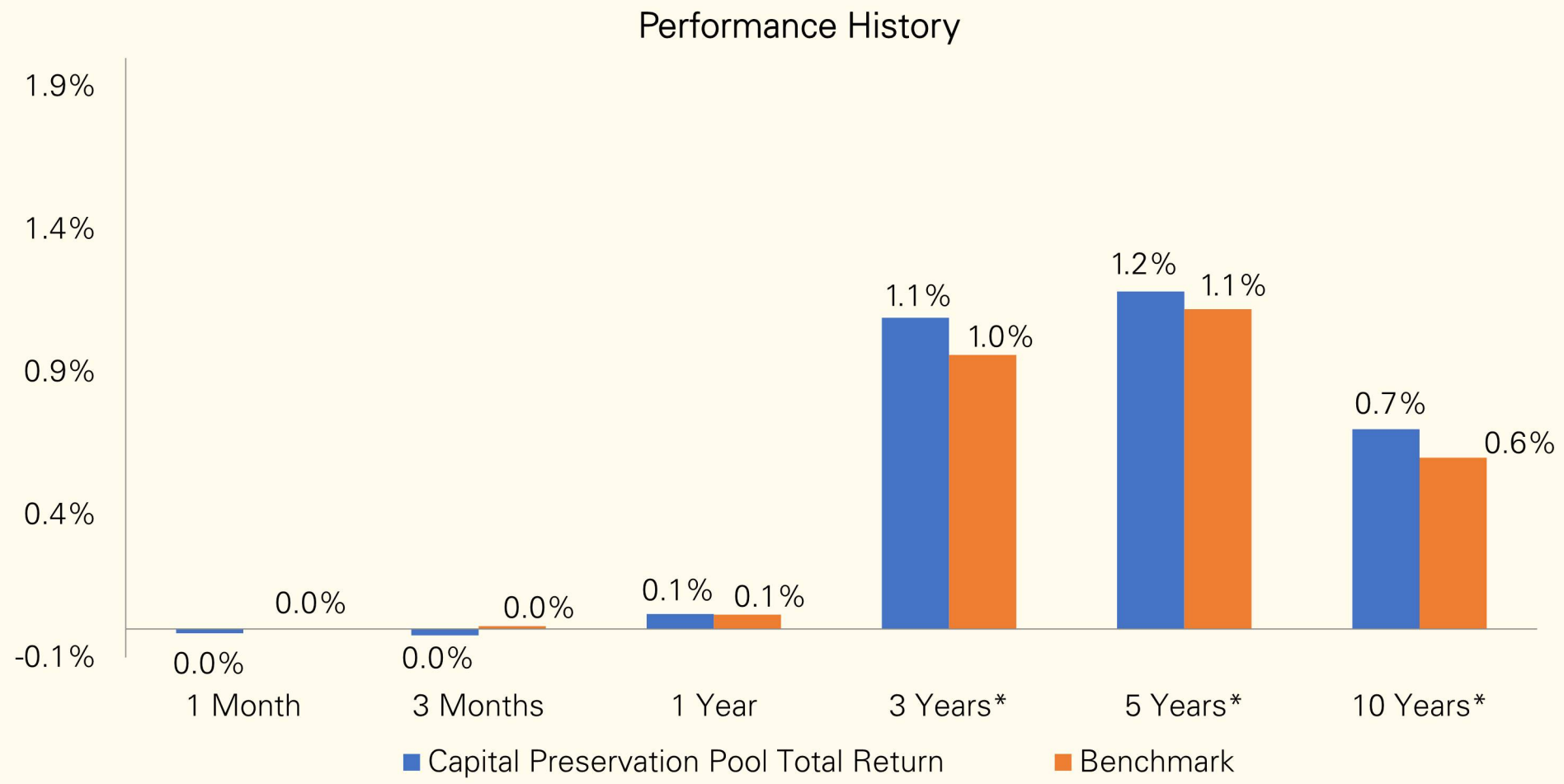
Market Value: \$51.40M

# Capital Preservation Pool

- Capital Preservation Pool: 100% short-term (under 6 months) investment grade fixed income pool aiming for preservation of principal and liquidity for short-term grantmaking
- Holdings:

#	Investment	\$	%
1	City First Bank (aka Broadway)	\$ 524,962	0.2%
2	Self-Help Credit Union	1,007,778	0.3%
3	First Choice Bank	500,000	0.2%
4	City National Bank	21,574,343	7.0%
5	City National Bank	44,491,355	14.4%
6	Payden & Rygel	21,652,304	7.0%
7	CNB Liquidity Management	218,360,603	70.9%
	<b>Total</b>	<b>\$308,111,344</b>	<b>100%</b>

# Capital Preservation Pool Returns – (12/31/2021)



Market Value: \$308.11M