

## 2017 S.L. Gimbel Foundation Fund Grant Application

*\*NEW GUARANTEE*

Internal Use Only:
Grant No: _____

*GUARANTEE I.D. 23786*

### Organization / Agency Information

<b>Organization/Agency Name:</b> Vista Del Mar Child And Family Services		
<b>Physical Address:</b> 3200 Motor Avenue <b>City/State/Zip:</b> Los Angeles, CA 90034		
<b>Mailing Address:</b> 3200 Motor Avenue <b>City/State/Zip:</b> 32 Los Angeles, CA 90034		
<b>CEO or Director:</b> Mrs. Nancy Tallerino <b>Title:</b> President and CEO		
<b>Phone:</b> (310) 836-1223	<b>Fax:</b> (310) 839-2820	<b>Email:</b> NancyT@vistadelmar.org
<b>Contact Person:</b> Craig Horning		<b>Title:</b> Grants Manager
<b>Phone:</b> (310) 836-1223	<b>Fax:</b> (310) 839-2820	<b>Email:</b> craighorning@vistadelmar.org
<b>Web Site Address:</b> http://www.vistadelmar.org		<b>Tax ID:</b> 95-1647832

### Program / Grant Information

**Interest Area:** ☐ Animal Protection ☒ **Education** ☐ Environment ☐ Health ☐ Human Dignity

<b>Program/Project Name:</b> Therapeutic Arts Enrichment Program			<b>Amount of Grant Requested:</b> \$50,000
<b>Total Organization Budget:</b> \$45,676,000	<b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 86%	<b>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</b> 10.7%	<b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 13.7
<b>Purpose of Grant Request (one sentence):</b> Vista Del Mar's Therapeutic Arts Enrichment Program offers a wide variety of therapeutic arts classes, providing multiple opportunities to engage our children with special needs.			
<b>Program Start Date (Month and Year):</b> 8/16/2007		<b>Program End Date (Month and Year):</b> 8/16/2022	
<b>Gimbel Grants Received: List Year(s) and Award Amount(s)</b>			

**2017 S. L. Gimbel Foundation Fund Grant Application****Welcome Page****Welcome to the 2017 S. L. Gimbel Foundation Fund Grant Application**

Thank you for applying to the S. L. Gimbel Foundation Fund Grant. The mission of the S.L. Gimbel Foundation is to enhance the quality of life for people and animals by providing effective support in the Founder's specific fields of interest: Animal Protection, Education, Environmental Protection and Enhancement, Health, and Human Dignity. Please take a moment to review the grant application guidelines before continuing the process (use "Guidelines" link above). After you have read and understood the guidelines, please proceed with the grant application process. Should you have any questions, please check the "FAQs" link above or refer to "Application Procedures" on our website. If your questions are not answered via FAQs or Application Procedures, contact us using the "Contact Us" link above.

**Organization Information**

**NOTE: If you have already started an online application and would like to resume, please CLICK HERE to login to your Applicant Account Page.**

**Organization/Agency Information**

Organization/Agency Name

(If operating as a DBA, enter DBA name here)

Vista Del Mar Child And Family Services

Legal Name

Vista Del Mar Child And Family Services

Tax ID

951647832

Tax Status

501(c)3

Organization Mailing Address

Street Address or P.O. Box

3200 Motor Avenue

City

Los Angeles

State

CA

Zip Code

90034

Organization Physical Address (Street No. and Name, City, State, Zip)

*No residential addresses, please*

3200 Motor Avenue  
Los Angeles, CA 90034

Website Address

<http://www.vistadelmar.org>

**Organizational Leadership** (Please list CEO, President, Board Chair, Executive Director)

Prefix

Mrs.

First Name

Nancy

Last Name

Tallerino

Title

President and CEO

Work Phone

(xxx-xxx-xxxx)

310-836-1223

Extension

200

Cell Phone

(xxx-xxx-xxxx)

Fax

(xxx-xxx-xxxx)

310-204-4134

E-mail Address

NancyT@vistadelmar.org

**Program/Project Contact Person**

Check this box if the Program/Project Contact Person is the same as the organization's primary contact listed above

Fields in this section will auto-fill.

Prefix

Mr.

First Name

Craig

Last Name

Horning

Title

Grants Manager

Work Phone

(xxx-xxx-xxxx)

310-836-1223

Extension

545

Fax

310-839-2820

E-mail Address

craighorning@vistadelmar.org

## **Organization/Agency Background**

### **Organization Background**

What is the history, mission, and purpose of your organization?

Founded in 1908 as The Jewish Orphan's Home of Southern California, Vista Del Mar has continually evolved to serve the changing needs of children and families in our community by offering high-quality treatment programs for children with significant emotional, social, learning, and developmental disabilities. Today, we offer a range of exceptional programs in education, mental health, autism, adoption, residential care, prevention and early intervention that are nurturing and accessible to over 5,800 children and families annually.

Mission: Vista Del Mar provides comprehensive, family-centered, social, educational and behavioral health services that encourage children, adolescents and their families to lead self-reliant, stable and productive lives.

### **Length of Service (number of years)**

How long has the organization been providing programs and services to the community?

108

### **Organizational Accomplishments**

What are some of your past organizational accomplishments in the last 3 years?

Upgraded Board policies and governance, attracting a more diverse set of community and business leaders to our Board of Directors.

Created agency strategic plan to guide Vista into the next 100 years of service.

Created and implemented young leadership program to introduce new Board members and other up and coming philanthropists to Vista Del Mar.

Implemented a new Autism Diagnosis Program for low-income families.

Implemented new "Premier Philanthropy" approach to fundraising, attracting major donors who have the ability to make a large impact gift.

Began preparations for implementation of the Continuum of Care Reform Act, which will impact the agency across multiple departments.

Expanded and improved our Arts Enrichment Program.

Served more than 5,000 children and families with special needs.

## Programs and Activities

What are some of your current key programs and activities? Describe the communities you serve. Include populations and geographic locations.

Services currently provided by our agency include: a non-public school (K-12) for youth with learning and behavioral challenges or developmental delays; therapeutic residential treatment for emotionally disturbed youth; a network of mental health and case management services for children at-risk for out-of-home placement; clinic and school-based mental health services for children and families; therapeutic services for children with autism and other special needs; individual and group counseling for children and families; educational assessment and treatment; child abuse prevention services; early childhood care and provider training; and private adoption services for domestic and international adoptions.

## Program/Project Information

### Program / Project Information

#### Interest Area

Education

#### Program or Project Name

Therapeutic Arts Enrichment Program

#### Amount of Grant Requested

Use whole dollars, do not use \$ sign, comma, or decimal

50000

#### Total Organization Operating Budget

Use whole dollars, do not use \$ sign, comma, or decimal

45676000

#### Per 990, Percentage of Program Service Expenses

Column B divided by Column A, x 100

86

#### Per 990, Percentage of Management & General Expenses Only

Column C divided by Column A, x 100

10.7

**Per 990, Percentage of Management & General Expenses and Fundraising**

Column C + Column D, divided by Column A, x 100

13.7

**Purpose of Grant Request**

Please summarize the project (in 25 words or less).

Vista Del Mar's Therapeutic Arts Enrichment Program offers a wide variety of therapeutic arts classes, providing multiple opportunities to engage our children with special needs.

**Project Start Date**

Month and Year

August 16, 2007

**Project End Date**

Month and Year

August 16, 2022

**Gimbel Grants Received**

List Years and Award Amounts

0

**Statement of Need**

Specify the community need you want to address and are seeking funds for.

Vista Del Mar's K-12 non-public school serves up to 350 children a year who have been referred to us by public school districts around Los Angeles due to their difficulties in succeeding in a traditional classroom environment. About half of our students are children with developmental disabilities such as autism spectrum disorder, and the other half are those with learning disabilities or social, emotional, and behavioral problems.

A key component in engaging these children is our Therapeutic Arts Enrichment Program, which offers a wide variety of therapeutic arts classes. These classes are available to any student at The Vista School for whom they are an appropriate method of reaching their educational goals. It is one of our most successful programs, and is now in its 10th year.

Many children at Vista Del Mar have a history of severe trauma including neglect, and/or physical and emotional abuse. For them, arts classes become a critical adjunct to their therapy by providing them with a safe and creative environment to express emotions that may previously have been dormant. Research shows that, rather than acting out by becoming violent or aggressive, students enrolled in arts classes learn a conscious and positive way to express themselves.

Because of their emotional disturbances, many students at Vista Del Mar are also at risk of dropping out of school altogether. Research shows that an arts education can be instrumental in encouraging students to attend class.

Arts education programs also have a tremendous impact on the developmental growth of children, and are effective in helping developmentally delayed children, such as those on the Autism Spectrum, enhance motor control and other.

Unfortunately, despite the benefits this program imparts to our students, the reimbursements from local school districts is inadequate to support it. Therefore, this program is entirely funded by private donors and foundations.

**Project Description**

Describe your project. How will this project enable this organization to better meet community needs? What is unique and innovative about this project?

Offered as a part of our accredited, non-public school curriculum, Vista Del Mar's Arts Enrichment Program includes elective classes in:

- **Theater Arts:** Acting, dance, sign language and voice lessons are offered to elementary, middle, and high school students on a daily basis. At the end of each semester, students showcase their work in a live stage performance, giving every student the opportunity to experience live theater. These classes build self-esteem, teach social skills through collaboration with others, and allow expression of emotions in a safe environment.
  - **Theater Production:** This class offers instruction on stage management, lighting, sound, set design and coordination with other aspects of a theater production.
  - **Music/Instrument Workshop:** This daily class provides high school students with an overview of musical genres, music history, instrument families, world music and basic notation. Students also have the option of learning to play guitar, bass guitar, piano, harp, recorder, and woodwind instruments. Listening activities are included in each day, and students write music reviews, and are tested on what they have learned. Students also learn how to record, mix, and edit their own music. This class gives students a unique opportunity to develop their creative potential, develop a greater appreciation of music, and acquire career skills.
  - **Fine Arts:** Offered daily to middle and high school students and weekly to elementary school students. Classes include critique and analysis of past and current artists, observational drawing skills, and using a variety of media to express artistic creation.
  - **Ceramics:** Available to all students, this weekly class focuses on "hand building" projects, including pinch pots, coil pots, and slab building. Students learn how to glaze their creations and about the properties of clay and the chemical reactions that occur as it transforms from gray mud into a permanent artifact. Since many students have a low tolerance for frustration, this class helps students to learn how to deal with frustration by correcting their mistakes, re-doing projects, and coping with the possibility that their pieces may not come out the way they intended.
- When appropriate, classes include field trips to museums, art galleries, and other appropriate venues to enhance the overall learning process. Twice each year, students are encouraged to showcase their work either via a theatric performance, an exhibit, or at Vista Del Mar events.
- Our therapeutic Arts Enrichment Program is vital to helping our children achieve their goals; in fact, many children who reach their goals as stated in their IEP choose to remain at Vista Del Mar because these classes are not currently available in the public school system.

**Project Goal, Objectives, Activities, Expected Outcomes, and Evaluation:** In fields below, state in the following order: **1. ONE Project Goal** that is a broad, aspirational statement of purpose for the project and **ONE Objective** that is a specific, measurable, verifiable, action-oriented, realistic, and time-specific statement intended to guide your organization's activities toward achieving the goal. **2. Specify the Project Activities** you will undertake to meet the objective and number of participants for each activity. **3. Expected Outcomes** are the individual, organizational, or community-level changes that can reasonably occur during the grant period as a result of the proposed activities or services. What are the key anticipated outcomes of the project and impact on participants? State in quantifiable and verifiable terms. **4. Evaluation** How will progress towards the objectives be tracked and outcomes measured? Provide specific information on how you will collect relevant data and statistics that meet your objective and validate your expected outcomes in a quantifiable manner as you describe your evaluation process.

### 1. Project Goal and Objective

**GOAL:** Enroll all eligible students at Vista Del Mar in one or more therapeutic arts classes to help them progress towards the goals documented in their Individualized Education Plan (IEP) within one semester.  
**OBJECTIVE:** Engage at least 200 students in our therapeutic arts classes during the 2017 academic year.



## 2. Project Activities

PROJECT ACTIVITIES: Engage students creatively in Performing Arts (75 students), Theater Production (12 students), Music (100 Students), Fine Arts (25 Students), or Ceramics (12 Students), thereby increasing their sense of achievement and self-esteem, all while having fun.

## 3. Expected Outcomes

EXPECTED OUTCOMES: We expect at least 150 students (75%) in our arts classes will demonstrate a reduced rate of disruptive behavior, an increased ability to collaborate with fellow students, improved attendance and improved academic performance, thereby making progress towards IEP goals.

## 4. Evaluation

Using Vista Del Mar's TIER client tracking system, track each child's progress towards the goals documented in his or her individualized IEP, that progress is noted on the IEP. From this information, generate reports on progress observed in children who participate in our therapeutic arts classes. Account for higher or lower than expected success rate.

**\*Below are some examples of how to list your Goals, Objectives, Activities, Expected Outcomes, and Evaluation:** Objective, Outcome, and Evaluation should align and should be written in a linear format, using actual numbers and data that are quantifiable and verifiable.

### **STATE ONE GOAL, ONE OBJECTIVE, ONE OUTCOME:**

- GOAL: House all homeless youth ages 18-24 in Mariposa County who are physically, mentally, and legally able to work within 24 hours and help them become self-sufficient in 90 days.
  - OBJECTIVE: House up to 145 homeless youth referred or who contact us within 24 hours.
  - OUTCOME: We expect to provide rapid rehousing to over 45 homeless youth in 2017.
- EVALUATION: Using Build Futures' Salesforce database client management and tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 youth. Account for additional success or lower numbers of youth in the program.

## Target Population

Who will this grant serve? How many people will be impacted? Provide a breakdown: Number of children, youth, adults, seniors, animals.

Children/Families

## Project Timeline

Provide a timeline for implementing the project. Include timeframes for specific activities, as appropriate.

Vista Del Mar's Therapeutic Arts Program is an ongoing program at Vista Del Mar. All classes are offered as electives throughout the academic year, which coincides with the LAUSD academic year. Depending upon the class, up to seven class periods of a particular art form (music, for example) may be offered each day. Results of the program will be measured following each school semester.

## Projects in the Community

How does this project relate to other existing projects in the community? Who else in the community is providing this service or has a similar project? Who are your community partners, if any? How are you utilizing volunteers?



Although several other agencies in the community have non-public schools (Kayne-Eras, Hillside, Optimist Youth Homes, Five Acres) none have made the commitment to a therapeutic arts program we have. Our community partners are the 20 public school districts from which our students are referred. Due to the challenging nature of the children we serve, volunteers are not used in this program. However, volunteers/mentors are used in our therapeutic residential program.

## **Project Future**

### **Project Future / Sustainability**

Explain how you will support the project after the grant performance period. Include plans for fundraising or increasing financial support designated for the project.

Vista Del Mar's Therapeutic Arts Enrichment Program is now in its 10th year. During that time, it has been funded solely by private donations and foundations, due to the fact that public school funding does not cover such programs. This situation is unlikely to change, and Vista's Development Department plans to continue active fundraising for the foreseeable future. However, in recent years we have sought larger gifts to endow portions of this program, which should reduce the annual amount we need to raise.

## **Governance, Executive Leadership, and Key Personnel / Staff Qualifications**

### **Governance**

Governance: Describe your Board of Directors and the role it plays in the organization. What committees exist within your Board? How does your Board make decisions?

Board members are responsible for maintaining, protecting and articulating Vista's mission, vision, planning, and policy decisions as well as assuring adequate funding and resources. A Board member has an absolute duty of loyalty to the organization. As a Board, the members are responsible for establishing the mission, goals, philosophies and objectives that, as individuals, they support. Board committees include: Executive, Governance, Nominating, Budget and Finance, Development, Audit, Investment, Program Outcomes/Quality Assurance, Education, Government Relations, Compensation, and Legal/Human Resources. Decisions are made at Board meetings through a vote process.

### **Executive Leadership**

Management: Describe the qualifications of key personnel/staff responsible for implementing the project.

Nancy Tallerino, L.C.S.W., President and CEO has nearly 40 years' experience working with abuse and neglect victims, pregnant and parenting teens, children and families living on skid row, and children and adults with severe mental health needs.

Didi Watts, Vice President of Education is an educator with nineteen years of experience, including six years as a teacher, and more than ten years as a school psychologist. Fueled by a desire to provide excellent support to special education students and families, Didi accepted the position of Assistant Director of Special Education within ICEF where she created the Specialized Academic Instruction (SAI) program to complement the resource program and address the needs of diverse learners.

## **Attachments**

### **Attachments**

**REQUIRED .PDF ATTACHMENTS:** The maximum size for all attachments combined is 25 MB. Please note that files with certain extensions such as "exe", "com", "vbs", or "bat" cannot be uploaded. You must **1.**

**BROWSE FILES** on your computer, **2. SELECT FILES**, then **3. CLICK UPLOAD** to attach files.

**\*IMPORTANT:** For each set of required documents below, please scan all pages of each set into one .pdf, as only a single document upload is permitted for each item being requested.

### **1. Project Budget and Budget Narrative**

Please provide a detailed line-item budget for your **entire** project. Download the **V. Project Budget and Narrative Worksheet**, complete, and **Upload**. SEE **SAMPLE Budget & Narratives Worksheet**,

[2017-Gimbel-App-Project-Budget-and-Narrative.pdf](#)

### **2. Sources of Funding**

Please list your current sources of funding and amounts. Download the **VI. Sources of Funding Worksheet**, complete, and **Upload**.

[2017-Gimbel-App-Sources-of-Funding.pdf](#)

### **3. Financial Analysis**

Please provide all information requested for your **entire organization**. Included any notes that may explain any extraordinary circumstances. Download the **VII. Financial Analysis Worksheet**, complete, and **Upload**.

[2017-Gimbel-App-Financial-Analysis.pdf](#)

### **4. Current Year Operating Budget**

Please provide a copy of your current year's operating budget

[Vista Del Mar Organization Budget FY2017-2018.xls](#)

### **5. Budget Comparison**

Download the **SAMPLE Budget Comparison Worksheet**, complete, and **Upload**.

[Budget Comparison.pdf](#)

### **6. Part IX only of the 990 form**

Statement of Functional Expenses (one page). If you completed a 990-EZ, Download the **Part IX Functional Expenses sample** of the 990 form using figures from your 990 EZ, complete, and **Upload**.

[Part IX Functional Expenses.pdf](#)

### **7. Financial Statements**

Please provide a copy of your most recent year-end financial statements (audited, if possible)

[Vista Del Mar FY2016 Audited Financial Statement.pdf](#)

### **8. Most Recent 990**

Please provide a copy of your most recent 990 form

[Vista Del Mar Form 990 - FY2016.pdf](#)

### **9. Tax Exemption Letter**

Please provide an electronic copy of your IRS 501 (c) (3) determination letter.

[Vista Del Mar 501\(c\)\(3\) Letter.pdf](#)

### **10. Board of Directors List**

Please provide a list of your current Board of Directors, including their name, position on the board, and professional affiliation(s).

[Vista Del Mar Board of Directors 2017-2018.xls](#)

### **11. Evaluation & Expenditure Report**

For past grantees, provide a copy of your most recent final evaluation report, including your most recent expenditure report.



## 2017 S.L. Gimbel Foundation APPLICATION

### V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) **Budget Table:** Provide a detailed line-item budget for your entire project by completing the table below. Requested line items should be limited to Ten (10) line items. The less the better.

**A breakdown of specific line item requests and attendant costs should include:**

- 1) Line item requests for materials, supplies, equipment and others:
  - a. Identify and list the type of materials, supplies, equipment, etc.
  - b. **Specify the unit cost, number of units, and total cost**
  - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
  - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
  - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above:  
Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Performing Arts Instructor	Full-time salary: \$59,160		\$59,160		\$59,160
Theater Production Instructor	Full-time salary: \$48,960		\$48,960		\$48,960
Music Teacher	Full-time salary: \$59,123		\$59,123		\$59,123
Fine Arts Teacher	50% time teacher: \$18,911	<b>\$8,911</b>		\$10,000	\$18,911
Teaching Assistant	Full-time assistant @ \$14.28/hour			\$28,560	\$28,560
Arts Enrichment Assistant	Full-time salary: \$36,290	<b>\$3,533</b>	\$32,757		\$36,290
<b>Benefits</b>	Taxes, insurance, etc.	<b>\$71,333</b>			\$71,333
3 Contractors - Voice teacher, drumming teacher, w	\$25 per hour; 400 drumming, 600 voice, 800 woodwind		\$40,000	\$5,000	\$45,000
<b>Supplies</b>	Instruments, costumes art supplies, etc.		\$15,000	\$6,440	\$21,440
<b>TOTALS:</b>		<b>\$83,777</b>	\$255,000	\$50,000	\$388,777

**B) Narrative:** The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

1. Performing Arts Instructor - Full-time teacher who teaches performing arts to more than 100 students from elementary through high school, coordinates twice-yearly productions and any and all appearances at fund-raising events.
  2. Theater Production Instructor - Full-time teacher who teaches theater production class, including sound, lighting, sets, animation, etc. Also coordinates fund-raising appearances.
  3. Music Teacher - Full-time teacher who teaches music classes to more than 100 students from middle and high school. Coordinates twice annual musicians showcase, arranges field trips.
  4. Fine Arts Teacher - Teaches painting, drawing, sculpting classes, coordinates field trips to art museums and other appropriate venues. This is a half-time position.
  5. Teaching Assistant - Assists Music Teacher during classes.
  6. Arts Enrichment Assistant - Assists Performing Arts Instructor.
  7. Benefits - Payroll taxes, health insurance, disability insurance, etc.
  8. Contractors - Guest teachers who assist in both the performing arts classes and music classes with voice, drumming and woodwind (and any other instruments the Music Teacher does not play).
- Supplies - New musical instruments (\$5,000), instrument repair (\$5,000), costumes (both rental and building/creation - \$1,000), art supplies (paint, canvas, clay other instructional materials - \$7,500), printing and advertising for shows (\$940).

## 2017 S.L. Gimbel Foundation APPLICATION

**VI. Sources of Funding:** Please list your current sources of funding and amounts.

### *Secured/Awarded*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>
Windsong Trust	\$150,000
Rose Hills Foundation	\$30,000
Johnny Carson Foundation	\$25,000
Jerry and Terri Kohl Family Foundation	\$25,000
Variety: The Children's Charity	\$25,000
Total:	\$255,000

### *Pending*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>	<b>Decision Date</b>
S.L. Gimbel Foundation	50,000	unknown

**Diversity of Funding Sources:** A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>	<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>
Contributions	\$ 1,849,125	4.7	Program Fees	\$ 1,297,105	3.3
Fundraising/Special Events	\$ 278,497	.8	Interest Income	\$ 2,428,329	6.1
Corp/Foundation Grants	\$ 950,000	2.4	Other: Bequests	\$ 800,038	1.3
Government Grants	\$ 32,309,345	80.3	Other: In-Kind	\$ 359,108	1.1

**Notes:**

Vista Del Mar maintains contracts with the Department of Mental Health, the Department of Children and Family Services, the Department of Probation, and approximately 20 local school districts. We also have an Early Head Start grant through the federal government. the sources of funding listed in the top two tables on this page represent those for the Arts Enrichment Program only, and not the entire agency. The percentages listed in the Diversity of Funding Sources section of the page represents ALL sources for the entire agency.

## 2017 S.L. Gimbel Foundation APPLICATION

### VII. Financial Analysis

Agency Name: Vista Del Mar Child and Family Svices

Most Current Fiscal Year (Dates): From 6-30-2018 To: 6-30-2018

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

#### Form 990, Part IX: Statement of Functional Expenses

**1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)**

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$41,891,223	\$36,129,187	\$4,482,427	\$1,279,609

**2) Calculate the percentages of Columns B, C, and D, over A (per totals above)**

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
100	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	86.3 %	10.7 %	3 %

**3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)**

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
9.9 %	10.7 %	.8 %

If the differential is above (+) or below (-) 10%, provide an explanation:



## **2017 S.L. Gimbel Foundation APPLICATION**

**Quick Ratio:** Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

<b>Cash</b>	<b>+ Accounts Receivables</b>	<b>/Current Liabilities</b>	<b>= Quick Ratio</b>
\$ 2,514,402	\$ 6,155,951	6,469,375	1.34

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### **Excess or Deficit for the Year:**

<b>Excess or (Deficit) Most recent fiscal year end</b>	<b>Excess or (Deficit) Prior fiscal year end</b>
\$ (2,650,487)	\$ (3,270,695)

### **Notes:**

The back-to-back deficits experienced by Vista Del Mar in the 2015 and 2016 fiscal years resulted from a combination of unusual circumstances that should not happen again. In 2015, the agency made the decision to exit a pension plan that benefit only about one third of our employees. Unfortunately, we had to contribute a large sum to the plan to keep the fund viable for those employees who were already enrolled in it. In 2016 we negotiated a higher rate of reimbursement from the Los Angeles Unified School District (LAUSD), the primary referring agency for our school. During the Arbitration for the higher rate, LAUSD referred no students to our school (per policy), so our population, and therefore our income, dropped. We managed to negotiate a higher rate, and we expect this deficit to disappear as our school population increases.



**VISTA DEL MAR**  
CHILD AND FAMILY SERVICES

<b>OPERATING REVENUE</b>	<b>FY 2017-18</b>
<b>Program Service Revenue</b>	
Government Contracts & Fees	37,227,000
Client Service Fees	1,200,000
<b>Sub-Total, Program Service Revenue</b>	<b>38,427,000</b>
<b>Public Support</b>	
Grants and Contributions	3,283,000
Legacies and Bequests	810,000
Special Events, Net	63,000
In-Kind Contributions	485,000
<b>Sub-Total, Public Support</b>	<b>4,641,000</b>
<b>TOTAL OPERATING REVENUE</b>	<b>\$ 43,068,000</b>
<b>OPERATING EXPENSES</b>	
<b>Personnel</b>	
Professional Salaries	26,420,000
Payroll Taxes and Employee Benefits	7,300,000
<b>Sub-Total, Personnel</b>	<b>33,720,000</b>
<b>Non-Personnel</b>	
Contracts & Professional Services	1,480,000
Direct Services	2,366,000
Transportation Costs	1,640,000
Occupancy	2,190,000
Food and Provisions	1,279,000
Depreciation	835,000
Supplies	715,000
In-Kind Expense	485,000
Telephone and Postage	290,000
Liability Insurance	244,000
Conferences and Meetings	329,000
Publications, Printing and Artwork	88,000
Miscellaneous	15,000
<b>Sub-Total, Non-Personnel</b>	<b>11,956,000</b>
<b>TOTAL EXPENSES</b>	<b>\$ 45,676,000</b>
<b>OPERATIONAL SURPLUS/(DEFICIT) BEFORE INVESTMENT INCOME</b>	<b>\$ (2,608,000)</b>
<b>NON-OPERATING REVENUE</b>	
Investment Income	2,270,000
Other Income	338,000
<b>TOTAL NON-OPERATING REVENUE</b>	<b>\$ 2,608,000</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ -</b>

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22	78,486.	78,486.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,012,787.	896,590.	88,468.	27,729.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	23,176,567.	20,554,051.	1,971,094.	651,422.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	819,563.	715,224.	86,664.	17,675.
9 Other employee benefits	4,067,609.	3,549,757.	430,126.	87,726.
10 Payroll taxes	1,744,997.	1,522,840.	184,523.	37,634.
11 Fees for services (non-employees):				
a Management				
b Legal	78,054.		78,054.	
c Accounting	88,632.		88,632.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17	108,000.			108,000.
f Investment management fees	21,222.		21,222.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	1,824,860.	1,124,411.	669,324.	31,125.
12 Advertising and promotion	25,686.	16,089.	4,849.	4,748.
13 Office expenses	1,019,114.	696,432.	233,065.	89,617.
14 Information technology				
15 Royalties				
16 Occupancy	1,851,011.	1,580,780.	245,281.	24,950.
17 Travel	1,669,288.	1,663,848.	4,378.	1,062.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	346,872.	190,184.	38,491.	118,197.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	731,290.	654,586.	72,904.	3,800.
23 Insurance	226,309.		226,309.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a DIRECT SERVICES	1,478,570.	1,478,570.		
b FOOD AND PROVISIONS	1,207,317.	1,207,317.		
c PROGRAM SUPPLIES	200,022.	200,022.		
d				
e All other expenses	114,967.		39,043.	75,924.
25 Total functional expenses. Add lines 1 through 24e	41,891,223.	36,129,187.	4,482,427.	1,279,609.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ If following SOP 98-2 (ASC 958-720)


# Vista Del Mar Child and Family Services

## Budget Comparison

Income	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
	2016-2017	2017-2018	
<b>Program Service Revenue</b>			
Government Contracts & Fees	38,091,739	37,227,000	864,739
Client Service Fees	624,672	1,200,000	-575,328
<b>Sub-Total, Program Service Revenue</b>	<b>38,716,411</b>	<b>38,427,000</b>	<b>289,411</b>
			0
<b>Public Support</b>			0
Grants and Contributions	2,796,000	3,046,000	-250,000
Legacies and Bequests	980,000	810,000	170,000
Special Events, Net	540,500	300,000	240,500
In-Kind Contributions	570,694	485,000	85,694
<b>Sub-Total, Public Support</b>	<b>4,887,194</b>	<b>4,641,000</b>	<b>246,194</b>
			0
<b>Total Income</b>	<b>\$ 43,603,605</b>	<b>\$ 43,068,000</b>	<b>535,605</b>
			0
<b>Expenditures</b>			0
<b>Personnel</b>			0
Professional Salaries	25,500,912	26,420,000	-919,088
Payroll Taxes and Employee Benefits	7,110,947	7,300,000	-189,053
<b>Sub-Total, Personnel</b>	<b>32,611,859</b>	<b>33,720,000</b>	<b>-1,108,141</b>
<b>General Program/Administrative</b>			
Contracts & Professional Services	1,726,322	1,480,000	246,322
Direct Services	2,383,177	2,366,000	17,177
Transportation Costs	1,801,495	1,640,000	161,495
Occupancy	2,091,166	2,190,000	-98,834
Food and Provisions	952,291	1,279,000	-326,709
Depreciation	818,465	835,000	-16,535
Supplies	906,957	715,000	191,957
In-Kind Expense	570,694	485,000	85,694
Telephone and Postage	310,962	290,000	20,962
Liability Insurance	230,002	244,000	-13,998
Conferences and Meetings	447,815	329,000	118,815
Publications, Printing and Artwork	241,249	88,000	153,249
Miscellaneous	122,535	15,000	107,535
<b>Total General Program/Administrative</b>	<b>12,603,130</b>	<b>11,956,000</b>	<b>647,130</b>
<b>Total Expenditures</b>	<b>\$ 45,214,989</b>	<b>\$ 45,676,000</b>	<b>-461,011</b>
<b>Operational Surplus/(Deficit) Before Investment Income</b>	<b>\$ (1,611,384)</b>	<b>\$ (2,608,000)</b>	<b>996,616</b>
<b>Non-operating Revenue</b>			
Investment Income	1,352,700	2,270,000	-917,300
Other Income	266,319	338,000	-71,681
<b>Total Non-operating Revenue</b>	<b>\$ 1,619,019</b>	<b>\$ 2,608,000</b>	<b>-988,981</b>
<b>Revenue Less Expense</b>	<b>\$ 7,635</b>	<b>\$ -</b>	<b>7,635</b>

**Vista Del Mar Child and Family Services  
2017-2018 Board**

NAME	POSITION ON THE BOARD	AFFILIATION
	<b><i>Officers</i></b>	
Laurie Konheim	Chair	Philanthropist
Janis Black-Warner	Secretary	Philanthropist / Real Estate Investor
Dorian Redding	Treasurer	Partner, Ernst & Young
	<b><i>Directors</i></b>	
Dan Bucatinsky	Board Member	Actor, Writer, Producer
Christy Cherniss	Board Member	Philanthropist
Matt Cherniss	Board Member	President & General Manager, WGN America and Tribune Studios
Craig Cooper	Board Member	Attorney & Family Office Director, Taper Family Enterprises
Irvin Cooper	Board Member	Contractor / Developer
Susan Corwin	Board Member	Writer, BET
Nancy Epstein	Board Member	Educator, Mentor, Child advocate
Mimi Feldman	Board Member	Philanthropist / Businesswoman
Laurie Harbert	Board Member	Philanthropist
Marla Kantor	Board Member	Philanthropist / M. Kantor & Associates
David Konheim	Board Member	Realtor, Hilton & Hyland Realty Company
Jon Konheim	Board Member	EVP & CFO, Acromil Corporation
Cantor Nathan Lam	Board Member	Stephen Wise Temple
Dar Rollins	Board Member	Co-Head & Partner, ICM Partners
Dan Rozansky	Board Member	Attorney/Partner, Jenner & Block
Joshua Schechter	Board Member	VP Sales, Post Production, Technicolor
Philip M. Stein	Board Member	Co-owner, P&S Properties
Yelena Vayner	Board Member	SVP, Sr. Trust & Fiduciary Specialist, Wells Fargo
Douglas Warner	Board Member	President, Warner Artist Management

 **IRS** Department of the Treasury  
Internal Revenue Service  
P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248206044  
Oct. 28, 2015 LTR 4168C 0  
95-1647832 000000 00  
00015631  
BODC: TE

VISTA DEL MAR CHILD AND FAMILY  
SERVICES  
JEWISH ORPHANS HOME OF SOUTHERN CAL  
% CLAUDIA GARZEL  
3200 MOTOR AVE  
LOS ANGELES CA 90034

004958

Employer Identification Number: 95-1647832  
Person to Contact: Ms. Smith  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Oct. 19, 2015, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in March 1935.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

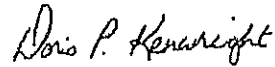
Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

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Oct. 28, 2015 LTR 4168C 0  
95-1647832 000000 00  
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VISTA DEL MAR CHILD AND FAMILY  
SERVICES  
JEWISH ORPHANS HOME OF SOUTHERN CAL  
% CLAUDIA GARZEL  
3200 MOTOR AVE  
LOS ANGELES CA 90034

If you have any questions, please call us at the telephone number  
shown in the heading of this letter.

Sincerely yours,



Doris Kenwright, Operation Mgr.  
Accounts Management Operations 1





Strengthening Inland Southern California through Philanthropy

BOARD OF DIRECTORS

Sean Varner  
Chair of the Board

J. Sergio Bohon  
Vice Chair of the Board

Pat Spafford, CPA  
Chief Financial Officer

Dr. Paulette Brown-Hinds  
Secretary of the Board

Rabbi Hillel Cohn

Paul Granillo

Stanley Grube

Dr. Fred Jandt

Andrew Jaramillo

Nefertiti Long

Kirtland Mahlum

Brian McDonald

Meredyth "Charlie" Meredith

Susan Ovitt

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Philip Savage IV  
Immediate Past Board Chair

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Paula Myles  
Interim President and CEO

November 30, 2017

*S. L. Gimbel Foundation Fund*

Mrs. Nancy Tallerino  
President & CEO  
Vista Del Mar Child and Family Services  
3200 Motor Avenue  
Los Angeles, CA 90034

Dear Mrs. Tallerino:

Congratulations! A grant has been approved for **Vista Del Mar Child and Family Services** in the amount of \$50,000.00 from the S.L. Gimbel Foundation. **The performance period for this grant is December 1, 2017 to November 30, 2018.** Additional funding beyond the performance period is not guaranteed. It is highly recommended that alternative funding sources be sought accordingly. The grant is to support the following as specified in your proposal:

*To support the Therapeutic Arts Enrichment Program for special needs children*

This grant is subject to the terms outlined in the enclosed Grant Agreement. After you have reviewed the terms and conditions of the Grant Agreement, **please sign and date the agreement and return with original signature to The Community Foundation by Friday, December 29, 2017.** Be sure to copy the signed agreement for your records. Funds will be released upon receipt of the signed Grant Agreement.

A condition of this grant is that you agree to submit the Grant Evaluation Form which includes a narrative report and fiscal report. **The Grant Evaluation is due by December 15, 2018** and will be available online at:  
<https://www.thecommunityfoundation.net/grants/grants/forms>.

We wish you great success and look forward to working with you during the grant performance period. If you have any questions, please feel free to contact me at 951-241-7777.

Sincerely,

Celia Cudiamat  
Executive Vice President of Programs

23786 Vista Del Mar Child and Family Services

20170868 GIMB

