



AGENDA

July 25, 2025

Rancho Los Amigos Foundation
7601 E. Imperial Highway, HB2011
Downey, CA 90242
11:30am – 1:00pm

- | | | |
|-------|---|---|
| I. | Welcome and Call to Order | Board President, David Kantar |
| II. | Approval of June 27, 2025 Minutes | Board President, David Kantar |
| III. | Financial Report <ul style="list-style-type: none">• Approval of FY 25-26 Budget | Board Treasurer, Chris Caria |
| IV. | RLA National Rehabilitation Center Report | CEO Dr. Konita Wilks |
| V. | RLA Foundation Staff Report <ul style="list-style-type: none">- Executive Director Report<ul style="list-style-type: none">• Website• Special Events –<ul style="list-style-type: none">○ Golf Tournament/Art Show• IT Systems• Grants | RLAF Executive Director, Andrea Salazar |
| VI. | Old Business <ul style="list-style-type: none">• Funded Programs FY 25-26• Las Floristas• Pending Funding Program Requests | Board President, David Kantar |
| VII. | New Business <ul style="list-style-type: none">• Board Phone Polls | Board President, David Kantar |
| VIII. | Open Discussion | All |
| IX. | Executive Session | |

Adjournment

Next Board Meeting: August 22, 2025 at 11:30am

Mission Statement: It is the mission of the Foundation to help pediatric and adult patients, whose lives have been forever changed through disabling injuries or illnesses experience the Restoration of Health, the Rebuilding of Lives, and the Revitalization of Hope.

D. Las Floristas Concerns with Rancho Foundation

- Las Floristas have discussed with the Foundation staff that they are unhappy with their current recognition on the Foundation's donor wall, that they are not listed on Rancho's website, and with the verbiage of the Foundation's 990. There is a meeting being scheduled between their board members, the Foundation's Executive Director/Board Chair, and Rancho's CEO.

VI. Old Business

- Amistad – Board members have recommended that staff identify new potential venues for the 2026 Amistad Gala and that they review the Downey Collective prior to booking a date.

VII. Open Discussion

- N/A

VIII. Executive Session

IX. Adjourn – 1:12pm

Moved to accept: Chris Caira 2nd: Debbie Tomlinson Aye: 4 Nay: 0 Abs: 0

Rancho Los Amigos Foundation, Inc.
Balance Sheet
As of June 30, 2025

Jun 30, 25

ASSETS

Current Assets

Checking/Savings

1001 · Flipcause	36,792.20
1014 · Financial Partners CU Money Mkt	1,182,922.40
1015 · Farmers and Merchant Bank Ckg	121,225.64

Total Checking/Savings 1,340,940.24

Accounts Receivable

1110 · Accounts Receivable	7,350.00
----------------------------	----------

Total Accounts Receivable 7,350.00

Other Current Assets

1557 · MassMutual Investment Account	4,287,566.15
--------------------------------------	--------------

Total Other Current Assets 4,287,566.15

Total Current Assets 5,635,856.39

TOTAL ASSETS 5,635,856.39

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

2060 · FPCU Business Credit Card	18,548.73
----------------------------------	-----------

Total Credit Cards 18,548.73

Other Current Liabilities

2100 · Payroll Liabilities	14.00
----------------------------	-------

Total Other Current Liabilities 14.00

Total Current Liabilities 18,562.73

Total Liabilities 18,562.73

Equity

3000 · Restricted Funds

3005 · Net Assets - Managed Funds

100 · Managed Funds

101 · C.A.R.T Fund	2,368.81
102 · Adopt-A-Fam/Holiday Basket	1,948.51
104 · Conf & Educational Outreach	8,900.85
105 · Dental Fund	29,584.01
106 · Women's Conference Fund	4,339.97
107 · Rancho Volunteer Recognition	2,686.11
109 · Peds Muscle Support Group Fund	351.50
110 · Continuing Ed. General Fund	
110-01 · CE General Fund	14,983.69
110-02 · CE Comm Disorder	1,619.71
110-03 · CE Skin Wound Assessment Team	590.90
110-05 · CE Nursing	2,769.11
110-06 · CE Occ Therapy	-978.54

Rancho Los Amigos Foundation, Inc.
Balance Sheet
As of June 30, 2025

	<u>Jun 30, 25</u>
110-07 · CE Pharmacy	130.00
110-08 · CE Phy Therapy	30,662.41
110-11 · CE Rec Therapy	2,890.29
110-12 · CE Resp Therapy	971.52
110-13 · CE Social Work	92.84
110-16 · CE Info Systems	300.00
110-21 · CE ABI Inter	<u>1,100.00</u>
Total 110 · Continuing Ed. General Fund	55,131.93
112 · Nursing Star Fund	4,385.54
113 · Pediatrics Fund	7,115.22
121 · Pastoral Care Fund	4,557.59
122 · Rancho Hospital Fund	23,572.96
128 · Nursing Education Fund	14,807.57
131 · Children's Dream Fund	1,021.37
132 · Art Fund	11,092.14
136 · P.A.R. - Performance	19,588.79
138 · Spinal Injury Games Fund	40,587.07
139 · Stroke Wellness Fund	2,166.16
140 · Day Rehab & Wellness Fund	5,259.70
141 · Peds Rec Therapy Fund	57.10
142 · LF/Peds Dentistry	-69.58
144 · LF/Peds. General Fund	4,413.72
145 · LF/Scholarship Program	4,354.09
146 · LF/Peds Rec Therapy Prgram Fund	2,860.98
147 · LF/Peds Adol. Support Prgm Fund	874.11
148 · LF/Peds Art Program	1,678.73
149 · LF W/C Sports Program Fund	24,874.73
152 · LF W/C Sports Personnel	6,300.48
165 · LF/Peds P/R & Marketing Fund	1,035.00
171 · SCI Service Educational Fund	1,889.87
173 · Language & Cult. Res. Ctr. Fund	30,417.01
174 · Know Barriers Program Fund	26,119.09
175 · Innovation Fund	10,063.64
176 · ABI Day Rehab Center Fund	2,016.07
179 · Pediatric Carnival Fund	510.61
180 · International Rehab Fund	6,514.60
181 · Leaders Are Learners Fund	3,157.45
183 · RLA Fdn Contingency Fund	15,000.00
184 · Wheelchair Sports Program Fund	2,000.00
186 · Restorative Garden Fund	8,548.78
187 · Brain Injury Fund	6,937.81
191 · Diabetes Education Fund	6,314.52
193 · Pressure Ulcer Management Fund	422.44

Rancho Los Amigos Foundation, Inc.
Balance Sheet
As of June 30, 2025

	<u>Jun 30, 25</u>
194 · Wellness Center Scholarship	9,989.58
195 · Quality Fund	6,646.76
196 · R.Rios Artistry Scholarship	3,135.00
197 · BI Fashion Show Fund	4,887.82
201 · RT Adaptive Outdoor Adv	324.98
202 · Emerging Tech Lab-CART	3,173.05
203 · Adult Art Program	27,760.68
204 · Pediatric Care Fund	71,312.52
205 · Business Development Fund	617.72
206 · Labor Relations Committee	758.89
207 · Occupational Therapy	12,175.10
208 · Nursing General Fund	21,926.04
210 · LF/Education Scholarship Grant	5,385.29
212 · Employee Recognition	4,664.51
213 · DHS Nursing Fund	3,365.12
214 · P.A.R. - Programmatic	2,441.82
215 · Physician's General Fund	24,844.14
216 · LF/Driving Program	9,274.00
217 · LF/Wellness Center Scholarships	12,458.32
218 · EVS Fund	2,282.14
219 · APSO Fund	1,744.90
221 · LF/Shark Clinic	2,640.46
222 · LF/Occupational Therapy	242.78
223 · CBIP Fund	475.00
224 · Facilities Fund	2,064.62
226 · LF/Animal Assisted Training	1.01
227 · Violence Recovery & Prevention	1,000.00
Total 100 · Managed Funds	<u>641,349.30</u>
Total 3005 · Net Assets - Managed Funds	<u>641,349.30</u>
3008 · Net Assets - Grants	
300 · Grants	
317 · ILP-CATE Grant	-8,333.12
330 · CIA Grant - Adult Art	1,790.09
332 · Joan M Wismer Foundation Grant	31,164.66
Total 300 · Grants	<u>24,621.63</u>
Total 3008 · Net Assets - Grants	<u>24,621.63</u>
Total 3000 · Restricted Funds	665,970.93
3100 · Dedicated Funds	
3110 · Net Assets - Amigos Funds	
700 · Amigos Funds	
701 · Amigos Fund	
701-ID1 · IDT Neuro DRC Outings	401.12
701-ID2 · IDT Patient Commencement	1,407.76

Rancho Los Amigos Foundation, Inc.
Balance Sheet
As of June 30, 2025

	<u>Jun 30, 25</u>
701-OT1 · OT Community Outings	571.08
701-OT2 · OT Custom Patient Equipment	-75.35
701-OT3 · OT Driver Training	15,100.00
701-OT5 · OT Stepping Out Group	0.17
701-PT1 · PT Knitting is my Therapy	-139.17
701-PT2 · PT Function & Mobility Program	5,926.72
701-RT1 · RT Community Outings	24.26
701-RT2 · RT Aromatherapy Program	-3.58
701-RT3 · RT Drumming Therapy	-200.00
701-RT4 · RT I'm Sew Thrilled	-90.12
701-SW1 · SW Patient Services	159.10
701-SW2 · SW HOME Program	730.00
701-VS1 · VS Marbling Program	49.77
Total 701 · Amigos Fund	<u>23,861.76</u>
Total 700 · Amigos Funds	<u>23,861.76</u>
Total 3110 · Net Assets - Amigos Funds	<u>23,861.76</u>
3120 · Net Assets - Unrestricted Funds	
900 · RLA Foundation Fund	
901 · RLA Operations	4,937,534.41
Total 900 · RLA Foundation Fund	<u>4,937,534.41</u>
Total 3120 · Net Assets - Unrestricted Funds	<u>4,937,534.41</u>
Total 3100 · Dedicated Funds	4,961,396.17
Net Income	<u>-10,073.44</u>
Total Equity	<u>5,617,293.66</u>
TOTAL LIABILITIES & EQUITY	<u><u>5,635,856.39</u></u>

Rancho Los Amigos Foundation, Inc.
Profit & Loss YTD Comparison
June 2025

	Jun 25	Jul '24 - Jun 25
Ordinary Income/Expense		
Income		
4100 · Admin Fee Rev	0.00	9,368.82
4330 · Dividend/Interest Income	12,236.20	117,170.19
4350 · Donations		
4351 · Donations	0.00	10,000.00
4350 · Donations - Other	24,040.88	143,947.51
Total 4350 · Donations	24,040.88	153,947.51
4355 · Donation-Restricted	250.00	302,170.50
4400 · Fund Raising	28,675.00	271,067.04
4500 · Grants-Temp Restricted		
4517 · Grant-ILP CATE	4,718.02	40,534.99
4500 · Grants-Temp Restricted - Other	0.00	10,100.00
Total 4500 · Grants-Temp Restricted	4,718.02	50,634.99
4775 · Professional Services/Visitor	0.00	300.00
4850 · Sales		
4851 · Non-Taxable Sales	1,420.00	11,556.00
Total 4850 · Sales	1,420.00	11,556.00
4900 · Tributes & Memorials	0.00	1,200.00
Total Income	71,340.10	917,415.05
Cost of Goods Sold		
5000 · Cost of Goods Sold	-158.50	-158.50
Total COGS	-158.50	-158.50
Gross Profit	71,498.60	917,573.55
Expense		
6010 · Accounting		
6011 · Bookkeeping	0.00	2,300.00
6013 · Consulting	5,234.46	52,292.68
Total 6010 · Accounting	5,234.46	54,592.68
6015 · Admin Fee	0.00	9,368.82
6020 · Marketing		
6021 · Advertising	0.00	50.00
6022 · Marketing Materials	15.00	10,805.00
6020 · Marketing - Other	1,500.00	2,100.00
Total 6020 · Marketing	1,515.00	12,955.00
6075 · Audit	0.00	23,919.00
6080 · Automobile Expenses	0.00	265.00
6090 · Awards/Gifts/Trophies	3,264.16	18,650.60
6110 · Bank & CC Fees	136.02	2,488.05
6150 · Computer Software	1,222.15	7,824.88
6155 · Comp./Hardware/Supp	7,052.14	20,358.88
6175 · Cons. & Contract Serv.	4,693.44	142,265.37

Rancho Los Amigos Foundation, Inc.
Profit & Loss YTD Comparison
June 2025

	<u>Jun 25</u>	<u>Jul '24 - Jun 25</u>
6210 · Donor Wall	0.00	1,700.45
6225 · Dues, Subscriptions, Ref Mat.	167.99	5,134.97
6240 · Equipment	0.00	131.70
6245 · Equipment Rental	0.00	4,291.38
6300 · Flowers	0.00	224.00
6400 · Fund Raising Expenses		
6400-02 · Amistad Gala Expenses	356.79	79,025.60
6400-03 · Golf Tournament Expenses	5,906.66	42,166.09
6400 · Fund Raising Expenses - Other	0.00	53.25
Total 6400 · Fund Raising Expenses	<u>6,263.45</u>	<u>121,244.94</u>
6500 · Grant Exp.(Temp Res.)		
6517 · ILP CATE Grant Expense	152.84	23,575.76
6530 · CIA Grant - Adult Art Exps	500.00	6,578.83
Total 6500 · Grant Exp.(Temp Res.)	<u>652.84</u>	<u>30,154.59</u>
6575 · Insurance		
6577 · Insurance - D & O	178.50	2,142.00
6578 · Insurance - Worker's Comp	1,112.50	3,531.30
6580 · Insurance - Property	307.94	1,778.56
Total 6575 · Insurance	<u>1,598.94</u>	<u>7,451.86</u>
6590 · Investment Management Fees	3,288.00	40,059.16
6600 · Legal Fees	0.00	9,630.05
6615 · Meals	1,020.43	12,804.82
6620 · Meeting Expenses	0.00	283.87
6700 · Office Supplies	800.00	9,879.38
6730 · Patient/Prog. Needs/Event	18,550.05	117,574.16
6750 · Payroll Expenses		
6751 · Salaries & Wages	25,333.36	191,946.21
6753 · Payroll Tax	1,857.61	14,891.99
6755 · Payroll Service Fees	721.00	822.00
6758 · Medical/Dental/Vision	4,252.62	10,226.83
Total 6750 · Payroll Expenses	<u>32,164.59</u>	<u>217,887.03</u>
6760 · Postage	0.00	1,242.60
6765 · Printing	181.73	366.50
6769 · Professional Dues	0.00	1,637.00
6770 · Professional Dev. & Ed	919.00	9,026.50
6777 · Registration	0.00	18,905.94
6780 · Repairs & Maintenance	0.00	543.94
6785 · Research Technology	0.00	7,418.90
6800 · Scholarship Fund	1,980.00	59,160.82
6810 · Shows/Exhibits/Events.	0.00	6,598.03
6820 · Speaker Fee	0.00	3,400.00
6823 · Sponsorships	3,500.00	11,800.00

Rancho Los Amigos Foundation, Inc.
Profit & Loss YTD Comparison
June 2025

	Jun 25	Jul '24 - Jun 25
6830 · Supplies	1,441.50	19,271.53
6840 · Tangible Donations to Rancho	1,111.40	33,744.76
6850 · Taxes, Licenses & Permits	20.00	350.00
6855 · Telephone	105.56	2,076.09
6870 · Travel		
6871 · Airfare	0.00	53,998.79
6872 · Local Transportation	0.00	11,200.74
6873 · Lodging	965.20	32,027.13
6874 · Meals	0.00	145.44
6875 · Parking	0.00	357.40
6870 · Travel - Other	0.00	4,439.10
Total 6870 · Travel	965.20	102,168.60
6998 · Misc Expenses	-13,127.62	-13,127.62
Total Expense	84,720.43	1,135,724.23
Net Ordinary Income	-13,221.83	-218,150.68
Other Income/Expense		
Other Income		
4450 · Fund Transfer	0.00	395,421.38
4921 · Unrealized Gain/Loss MassMutual	159,308.32	203,878.47
4922 · Unrealized Gain/Loss LPL	0.00	4,323.77
Total Other Income	159,308.32	603,623.62
Other Expense		
7000 · Fund Transfer Expense	0.00	395,421.38
9999 · Penalties & Late Fees	0.00	125.00
Total Other Expense	0.00	395,546.38
Net Other Income	159,308.32	208,077.24
Net Income	146,086.49	-10,073.44

Rancho Los Amigos Foundation, Inc. Statement of Cash Flows

July 2024 through June 2025

Jul '24 - Jun 25

OPERATING ACTIVITIES

Net Income	-10,073.44
Adjustments to reconcile Net Income	
to net cash provided by operations:	
1110 · Accounts Receivable	11,000.00
1410 · Prepaid Insurance	472.06
1450 · Prepaid Expenses	3,754.57
1455 · Deposits - W/Comp	2,369.30
2010 · Accounts Payable	-2,710.00
2060 · FPCU Business Credit Card	7,695.41

Net cash provided by Operating Activities 12,507.90

INVESTING ACTIVITIES

1530 · LPL Financial Investment Acct	261,414.17
1557 · MassMutual Investment Account	-278,844.02

Net cash provided by Investing Activities -17,429.85

FINANCING ACTIVITIES

101 · C.A.R.T Fund	-68.91
102 · Adopt-A-Fam/Holiday Basket	-1,161.14
105 · Dental Fund	1,150.00
107 · Rancho Volunteer Recognition	800.84
110-01 · CE General Fund	-938.82
110-06 · CE Occ Therapy	-13,015.07
110-08 · CE Phy Therapy	-2,246.63
110-11 · CE Rec Therapy	-125.00
112 · Nursing Star Fund	-1,076.16
121 · Pastoral Care Fund	-139.11
122 · Rancho Hospital Fund	15,024.78
128 · Nursing Education Fund	830.00
132 · Art Fund	-334.28
136 · P.A.R. - Performance	-377.55
138 · Spinal Injury Games Fund	-757.20
139 · Stroke Wellness Fund	-9,755.14
142 · LF/Peds Dentistry	-263.36
144 · LF/Peds. General Fund	-943.67
145 · LF/Scholarship Program	3,113.64
146 · LF/Peds Rec Therapy Prgram Fund	199.35
147 · LF/Peds Adol. Support Prgm Fund	89.77
148 · LF/Peds Art Program	180.82
149 · LF W/C Sports Program Fund	19,919.01
152 · LF W/C Sports Personnel	6,300.48
164 · LF/Peds Pulmonologist Fund	-4,275.00
173 · Language & Cult. Res. Ctr. Fund	-584.84
174 · Know Barriers Program Fund	-13,896.94

Rancho Los Amigos Foundation, Inc. Statement of Cash Flows

July 2024 through June 2025

Jul '24 - Jun 25

176 · ABI Day Rehab Center Fund	396.78
184 · Wheelchair Sports Program Fund	2,000.00
186 · Restorative Garden Fund	334.85
194 · Wellness Center Scholarship	-2,390.00
201 · RT Adaptive Outdoor Adv	324.98
202 · Emerging Tech Lab-CART	1,035.55
203 · Adult Art Program	-250.58
207 · Occupational Therapy	-188.95
208 · Nursing General Fund	3,855.53
210 · LF/Education Scholarship Grant	5,385.29
212 · Employee Recognition	172.36
213 · DHS Nursing Fund	-824.77
215 · Physician's General Fund	3,696.25
216 · LF/Driving Program	7,821.00
217 · LF/Wellness Center Scholarships	5,419.75
218 · EVS Fund	-276.35
219 · APSO Fund	737.44
220 · LF/Social Work	-2,002.00
221 · LF/Shark Clinic	-3,759.50
222 · LF/Occupational Therapy	-479.76
224 · Facilities Fund	1,162.78
317 · ILP-CATE Grant	12,216.63
330 · CIA Grant - Adult Art	-1,813.77
701-ID1 · IDT Neuro DRC Outings	401.12
701-ID2 · IDT Patient Commencement	1,407.76
701-OT1 · OT Community Outings	571.08
701-OT2 · OT Custom Patient Equipment	-75.35
701-OT3 · OT Driver Training	15,100.00
701-OT5 · OT Stepping Out Group	0.17
701-PT1 · PT Knitting is my Therapy	-139.17
701-PT2 · PT Function & Mobility Program	5,926.72
701-RT1 · RT Community Outings	24.26
701-RT2 · RT Aromatherapy Program	-3.58
701-RT3 · RT Drumming Therapy	-200.00
701-RT4 · RT I'm Sew Thrilled	-90.12
701-SW1 · SW Patient Services	159.10
701-SW2 · SW HOME Program	730.00
701-VS1 · VS Marbling Program	49.77
901 · RLA Operations	-177,806.52
3998 · Retained Earnings	122,720.37
226 · LF/Animal Assisted Training	1.01
227 · Violence Recovery & Prevention	1,000.00
Net cash provided by Financing Activities	<u>0.00</u>

Rancho Los Amigos Foundation, Inc.
Statement of Cash Flows

July 2024 through June 2025

Jul '24 - Jun 25

Net cash increase for period	<u>-4,921.95</u>
Cash at beginning of period	1,345,862.19
Cash at end of period	<u><u>1,340,940.24</u></u>



RLA Foundation FY '25-'26 Operating Budget Proposal

Income	FY '24-'25 Actuals	FY '25-'26 Proposed	Difference
4100 · Admin Fee Rev			
Las Floristas Admin Fee	\$6,926.89	\$7,500.00	\$573.11
Managed Funds Admin Fee	\$2,441.93	\$2,500.00	\$58.07
4330 · Dividend/Interest Income			
Mass Mutual	\$114,034.94	\$115,000.00	\$965.06
Financial Partners	\$3,135.25	\$3,000.00	(\$135.25)
4350 · Donations			
Employee Giving	\$82,896.18	\$85,000.00	\$2,103.82
Donations	\$113,604.19	\$115,000.00	\$1,395.81
4355 · Donation-Restricted			
Las Floristas Funding	\$252,098.27	\$245,000.00	(\$7,098.27)
Campus Events (SIG & RAR)	\$34,050.00	\$2,500.00	(\$31,550.00)
4400 · Fund Raising			
Amistad	\$169,639.00	\$200,000.00	\$30,361.00
Golf Tournament	\$69,646.00	\$100,000.00	\$30,354.00
Art Show	\$1,500.00	\$2,500.00	\$1,000.00
4450 · Fund Transfer			
Fund Transfer Income	\$395,421.38	\$0.00	(\$395,421.38)
4500 · Grants-Temp Restricted			
Restricted Funding	\$50,634.90	\$45,000.00	(\$5,634.90)
Unrestricted Grant Funding	\$0.00	\$200,000.00	\$200,000.00
4700 · Unrealized Gain/Loss on Investments			
LPL Investments	\$4,323.77	\$0.00	(\$4,323.77)
MassMutual Trust Investments	\$203,878.47	\$220,000.00	\$16,121.53
4850 · Sales			
Volunteer Aprons & T-Shirt Sales	\$5,456.00	\$5,500.00	\$44.00
4900 · Tributes & Memorials			
Tree of Life Memorials	\$1,000.00	\$2,000.00	\$1,000.00
4950 · Year End Appeal			
Annual end of year letter Campaign	10,510.00	12,000.00	\$1,490.00
Total Income	1,521,197.17	1,362,500.00	(158,697.17)



RLA Foundation FY '25-'26 Operating Budget Proposal

Expenses	FY '24-'25 Actuals	FY '25-'26 Proposed	Difference
6010 · Bookkeeping/Consulting	(54,592.68)	(15,000.00)	\$39,592.68
6015 - Admin Fee	(9,368.82)	(10,000.00)	(\$631.18)
6020 · Marketing	(12,955.00)	(7,500.00)	\$5,455.00
6075 · Audit	(23,919.00)	(12,000.00)	\$11,919.00
6080 · Automobile Expenses (parking/mil	(265.00)	(1,500.00)	(\$1,235.00)
6090 · Awards/Gifts/Trophies	(18,650.60)	(10,000.00)	\$8,650.60
6110 · Bank & CC Fees	(2,488.05)	(2,500.00)	(\$11.95)
6150 · Computer Software	(7,824.88)	(7,500.00)	\$324.88
6155 · Comp./Hardware/Supp (Britecity)	(20,358.88)	(27,000.00)	(\$6,641.12)
6175 · Cons. & Contract Serv.	(142,265.37)	(85,000.00)	\$57,265.37
6210 · Donor Wall	(1,700.45)	(2,000.00)	(\$299.55)
6225 · Dues, Subscriptions, Ref Mat.	(5,134.97)	(5,000.00)	\$134.97
6240/45 - Equipment, Rental	(4,423.08)	(5,000.00)	(\$576.92)
6300 - Flowers	(224.00)	0.00	\$224.00
6400 · Fund Raising Expenses	(121,244.94)	(125,000.00)	(\$3,755.06)
6500 - Grant Expenses (CART/CIAG)	(30,154.59)	(30,000.00)	\$154.59
6575 · Insurance (D&O, Comercial Liabilit	(7,451.86)	(6,500.00)	\$951.86
6590 · Investment Management Fees	(40,059.16)	(40,000.00)	\$59.16
6600 · Legal Fees	(9,630.05)	(5,000.00)	\$4,630.05
6615 · Meals (programs)	(10,244.07)	(8,000.00)	\$2,244.07
6615 - Meals (foundation)	(2,560.75)	(2,500.00)	\$60.75
6620 · Meeting Expenses	(283.87)	(1,000.00)	(\$716.13)
6700 · Office Supplies	(1,433.69)	(1,500.00)	(\$66.31)
6700 - Office Supplies Foundation	(8,445.69)	(7,500.00)	\$945.69
6730 · Patient/Prog. Needs/Event	(117,574.16)	(115,000.00)	\$2,574.16
6750 · Payroll Expenses	(217,887.03)	(380,000.00)	(\$162,112.97)
6760 · Postage	(1,242.60)	(1,750.00)	(\$507.40)
6765 · Printing	(366.50)	(500.00)	(\$133.50)
6769 - Prof Dues	(1,637.00)	(1,500.00)	\$137.00
6770 - Prof. Dev. & Ed (programs)	(9,026.50)	(7,500.00)	\$1,526.50
6777 - Registration	(18,905.94)	(15,000.00)	\$3,905.94
6780 - Repairs and Maint (AOA)	(543.94)	(500.00)	\$43.94
6785 - Research and Technology (Las Flor	(7,418.90)	0.00	\$7,418.90
6800 - Scholarship Fund	(59,160.82)	(50,000.00)	\$9,160.82
6810 - Shows/Exhibits/Events	(6,598.03)	(5,500.00)	\$1,098.03
6820 - Speaker Fee	(3,400.00)	(2,500.00)	\$900.00
6823 - Sponsorships (Internal transfers fo	(11,800.00)	(8,500.00)	\$3,300.00
6830 · Supplies (programs)	(14,170.03)	(15,000.00)	(\$829.97)
6830 · Supplies (foundation)	(5,101.50)	(5,000.00)	\$101.50
6840 - Tangible Donations	(33,744.76)	(34,000.00)	(\$255.24)
6850 · Taxes, Licenses & Permits	(350.00)	(400.00)	(\$50.00)
6855 · Telephone	(2,076.09)	(2,500.00)	(\$423.91)
6870 - Travel (programs)	(102,168.60)	(105,000.00)	(\$2,831.40)
7000 · Fund Transfer Expense	(395,421.38)	0.00	\$395,421.38



Miscellaneous		(1,000.00)	(\$1,000.00)
Las Floristas Funds Expense			
Misc, Penalties (checks voided)	13,002.62		
Total Expense	(1,531,270.61)	(1,168,150.00)	363,120.61
Net Income	(10,073.44)	194,350.00	204,423.44



Executive Director Report July 2025 – Board of Directors Meeting

Information Technology

The installation of new computers was completed on Monday, July 7, and the system conversion was completed over the course of the week. I am pleased to report that the Rancho staff has expressed great satisfaction with the upgraded IT systems.

Rebranding

Our new website is currently under construction, and I had the opportunity to preview it on Monday morning. It looks great. It's engaging, modern, and reflective of our mission. I'm excited to soon share it with our Board of Directors and our external stakeholders. As part of our rebranding efforts, our photographer was on campus Tuesday and Friday to capture images of our Foundation's hospital programs and the patients we serve. These updated photos will play a key role in enhancing our website and marketing materials, helping us better convey our story.

Golf Tournament 2025

I'm pleased to share that the flyer for our upcoming *Hope for Rancho Golf Classic* is now complete! We're offering an early registration discount of 10% through September 1, 2025, to encourage timely sign-ups.

Save the Date postcards are also now available and will be distributed to all members of the Board of Directors.

On Friday afternoon, I will email the official flyer to all board members. This email will include a message I've prepared for your use and the promotional video we featured at the Amistad Gala.

To ensure the tournament's success, it is vital that we work together as partners. I'm asking each of you to support this effort by helping us secure sponsorships and sell foursomes. Your commitment and outreach are essential to selling out this event.

Another important revenue stream for the tournament is our raffle, which will take place on the day of the event. I kindly ask each of you to donate or help secure at least one raffle item to contribute to its success.

We've reached out to all past sponsors and are actively engaging with new prospects to grow our impact.

Together, we can make this year's tournament our most successful yet.

Art Show

We're excited to announce that this year's Art Show will take place on Thursday, August 14, 2025, at 5:00 PM. We're introducing a powerful new element to the program that highlights the healing impact of art therapy.

As many of you know, art therapy plays a vital role in the recovery journey of patients. That's why the Rancho Foundation proudly supports numerous art therapy programs throughout the year. To help highlight the importance of the art programs, I've invited the Robert Thome Family to participate in this year's event, along with our Chief Psychologist, Dr. Charolette Sykora, who will speak about the therapeutic value of art in rehabilitation and healing.

As in years past, we will also unveil the updated Rancho Foundation Donor Wall, honoring our newest donors and recognizing past supporters who have increased their contributions over the last year.

We hope you'll join us for this inspiring evening. You have been sent a calendar invite for this event.

Programs

In our last board meeting the Board approved the following funded programs.

- Adult Wheelchair Sports Program - \$65,000.00
- Neuro Day Rehab Program- \$3,500.00
- Artists on the Rise- \$3,700.00
- Occupational Therapy Amigos Fund- \$2,500.00
- Driver Training Scholarships- \$7,500.00
- Outpatient Occupational Therapy Adapted Knitting Program- \$500.00
- Occupational Therapy Gardening Program- \$2,500.00
- Acquired Brain Injury Day Rehab Center- \$3,000.00
- Accelerate My Wellness Outpatient PT Program- \$7,500.00
- Recreation Therapy Community Fund - \$7,200.00
- Aromatherapy Program- \$550.00
- Therapeutic Drumming Inpatient Program- \$1,200.00
- I'm Sew Thrilled- \$500.00
- Adaptive Outdoor Adventure Program- \$10,000.00
- Patient Services Program- \$2,500.00
- HOME Program- \$1,500.00
- Marbling Program- \$500.00
- SCI Day Rehab- \$500.00
- OT Life Balance- \$1,000.00
- Wellness Wednesdays- \$1,000.00
- IOS Therapy Apps- \$1,950.00
- Assistive Technology - \$2,500.00
- Spinal Injury Games- \$5,000.00
- Artists of Rancho Art Show- \$1,500.00

This year, I created an award letter that had to be signed by both the staff managing the program and the Executive Committee Member. The purpose of this letter is to outline specific criteria designed to keep the Foundation informed of activities related to the programs we fund.

As the Foundation is currently undergoing a rebranding process, one of our key strategies is to enhance our social media presence by showcasing the impact of these funded programs. One goal is to ensure ongoing communication and event awareness that allow us to highlight the meaningful work the Foundation is funding and the visibility of our mission.

Grants

I recently made the decision to part ways with our previous grant writer due to a significant increase in her monthly fee, which exceeded our budget. I've since partnered with a new grant writer, Walter, and we've had a few productive initial meetings. He is helping us get back on track. Now that we've finalized the programs we'll be funding, we can begin to focus our efforts more strategically on program-specific grants and requests for operational funding.

Respectfully submitted,
Andrea Salazar