

**COMMISSION MEETING**  
**August 9, 2016 – 5:30-7:30pm**  
**601 Texas Street, Conference Room B, Fairfield, CA 94533**

**CALL TO ORDER / SALUTE TO THE FLAG**

- |  |                    |
|--|--------------------|
| <b>I. Public Comment</b>   | <b>Information</b> |
| <i>This is the opportunity for members of the public to address the Commission on matters not listed on the Agenda that are otherwise within the subject matter jurisdiction of the Commission. Please submit a Speaker Card and limit your comments to 3 minutes.</i> |                    |
| <b>II. Consent Calendar</b> (5 min)  | <b>Action</b>      |
| A. Approve the August 9, 2016 Commission Meeting Agenda  |                    |
| B. Approve the June 7, 2016 Commission Meeting Minutes   |                    |
| C. Approve the 2017 Commission Meeting Schedule  |                    |
| <b>III. Honor Venis Jones Boyd</b> (20 min)  | <b>Action</b>      |
| A. Adopt and present Resolution #2016-02 honoring Venis Jones Boyd for 16 years of distinguished service to the First 5 Solano Children and Families Commission<br><i>Marisela Barbosa, Chair</i>  |                    |
| <b>IV. Vallejo Pre-Kindergarten Academy</b> (10 min)   | <b>Action</b>      |
| A. Consider approval of a sole source award of funding of up to \$20,000 to Vallejo City Unified School District for Pre-K Academy services in Vallejo for FY2017/18 (2 sessions)<br><i>Megan Richards, First 5 Solano</i>   |                    |
| <b>V. Solano Fund for Children Sales Tax Measure</b> (60 min)  | <b>Action</b>      |
| A. Consider taking a position of support on the Solano Fund for Children Sales Tax Initiative for the November 2016 ballot<br><i>Alan Kerzin, The Children's Network of Solano County; Juan Cisneros, Children's Alliance; Kim Thomas, Funding the Next Generation</i> |                    |
| B. Discuss Commissioner and staff roles in ballot measures<br><i>Dan Wolk, Solano County Counsel's Office</i>  |                    |
| <b>VI. Foundation Study Report</b> (30 min)  | <b>Information</b> |
| A. Receive a report on the status of Foundation Giving in the Bay Area<br><i>Lisa Nicolai, Applied Survey Research</i>   |                    |
| <b>VII. Committee Reports</b> (5 min)  | <b>Discussion</b>  |
| A. Systems and Policy Committee (Commissioner Niedziela)<br>No meeting   |                    |
| B. Program and Community Engagement Committee (Commissioner Hannigan)<br>No meeting  |                    |
| <b>VIII. Executive Director's Report</b> (5 min)   | <b>Information</b> |
| <i>Michele Harris, Executive Director</i>  |                    |

Marisela Barbosa, Chair  
Liz Niedziela, Vice Chair  
Jay Speck  
Elise Crane  
Erin Hannigan



Dan Ayala  
Aaron Crutison  
Gerald Huber  
Dana Dean  
Michele Harris, ED

CHILDREN ARE OUR BOTTOM LINE

**IX. Commissioner Remarks** (5 min)

**Information**

**X. Future Agenda Items, Meeting Time/Date/Location** (5 min)

**Information**

The next Commission meeting will be held on October 4, 2016 at 5:30 PM at 601 Texas Street, Conference Room B, Fairfield. Future agenda items include: Systems Change Update; Committee Reports; Community Health Needs Assessment; Retreat Planning; Annual Report; Annual Audit; Nominating Committee.

**ADJOURN**

**Vision:** All Solano County children are loved, healthy, confident, eager to learn, and nurtured by their families, caregivers and communities. **Mission:** First 5 Solano Children and Families Commission is a leader that fosters and sustains effective programs and partnerships with the community to promote, support and improve the lives of young children, their families and their communities.

*The First 5 Solano Children and Families Commission does not discriminate against persons with disabilities. If you require a disability-related modification or accommodation in order to participate in the meeting, please call (707) 784.1332 at least 24 hours in advance of the meeting to make arrangements. Non-confidential materials related to an item on this Agenda submitted to the Commission are available for public inspection at the First 5 Solano business office, 601 Texas Street, Suite 210, Fairfield, CA during normal business hours.*

**First 5 Solano Children and Families Commission  
Commission Meeting**

June 7, 2016, 5:30 PM – 7:30 PM  
601 Texas Street, Suite 210, Fairfield, CA

**Minutes**

Commissioners present: Marisela Barbosa (Chair), Liz Niedziela (Vice Chair), Jay Speck, Dan Ayala, Erin Hannigan (arrived 5:33pm), Aaron Crutison, and Dana Dean

First 5 Solano Staff present: Michele Harris, Megan Richards, Ciara Gonsalves, Venis Boyd, and Christiana Lewis

Members of the public present: Maria Vicondoa (EMQ FamiliesFirst), Nazlin Huerta and Nancy Calvo (H&SS), Debbi Davis (Children's Nurturing Project), Lisette Estrella-Henderson (Solano County Office of Education), David and Jody Dorroh, Diane Schoonover, Diane Dalenberg, Stacy Bouchard, Anne Caya, James Woods, Betty Harrington, Elizabeth Casey, Cristina Wells, Jonathan Sanger, W. Phillips (Fairfield-Suisun Unified School District)

Chair Barbosa called the meeting to order at 5:31pm.

**I. Public Comment**

None.

**II. Consent Calendar**

- A. Approve the June 7, 2016 Commission Meeting Agenda
- B. Approve the April 5, 2016 Commission Meeting Minutes

***Motion: Approve the Commission Meeting Agenda for June 7, 2016, and approve minutes of the April 5, 2016 Commission Meeting.***

**Moved by Commissioner Speck; Seconded by Commissioner Ayala  
Approved 7-0-0**

**Yea: Commissioners Barbosa, Niedziela, Speck, Ayala, Hannigan, Crutison,  
and Dean**

**Nay: None**

**Abstain: None**

**III. Program Presentations**

Due to the large number of meeting attendees for speak on behalf of the SPACE Program, Chair Barbosa recommended and the Commission agreed to receive the presentation on the Fairfield-Suisun Unified School District SPACE Parent Education Program before the BabyFirst Solano Prenatal Program presentation.

- A. Ms. Stumbaugh thanked the Commission for funding the SPACE program since 2012 and presented program pictures and highlights from the last three years including Family Literacy Nights and Kindergarten Readiness Roundup. SPACE began with twelve families and now has 67 participating families; thirteen of these families have children attending kindergarten this year. The program offers parent education in the classroom and online, covering topics like encouragement and positive discipline techniques. The program won the Golden Bell award and will continue to serve families thanks to funding from Fairfield-Suisun Unified School District.
- B. Ms. Huerta presented an overview of BabyFirst Solano and explained how the Commission has supported the program since 2003. The program offers prenatal support services to at-risk populations. The Commission supported funding for BabyFirst Solano to bring an evidence-based model to the County; subsequently resulting in affiliation with Healthy Families America in 2012 and full accreditation in 2015. Since 2003, the program has help Solano County mothers deliver more than 2,000 babies and improved health outcomes for families. The program will continue services with funding provided by Health and Social Services through FY2016/17.

#### **IV. Early Childhood Mental Health Funding Revisions**

Commissioner Crutison recused himself from the discussion and motion of this item.

Ms. Richards explained that in 2014 First 5 Solano joined with Health and Social Services (H&SS), Mental Health Services Division, Mental Health Services Act (MHSA) in a new 3-year agreement with a collaborative of agencies, known as the Partnership for Early Access for Kids (PEAK), to provide early childhood mental and developmental health services. Two PEAK collaborative grantees, Children's Nurturing Project and EMQ FamiliesFirst, provide the majority of services and have encountered multiple challenges to service delivery over the last two years due to the 2014 restructuring of MHSA. First 5 Solano staff has met regularly with both grantees to discuss these challenges, eventually resulting in a Compliance Action Plan in November 2015.

In agreement with H&SS MHSA, staff worked with grantees to agree upon contract amendments which remove mental health assessment and short-term treatment services in both the scopes of work and the budget from their PEAK contracts. Secondly, staff recommended to reallocate the funding for mental health assessment and treatment to H&SS Mental Health Services Division to expand Early Periodic Screening, Diagnosis and Treatment (EPSDT) services.

***Motion: Consider approval of a reduction in allocation of \$194,000 from Children's Nurturing Project and \$218,000 from EMQ Families First in Partnership for Early Access for Kids (PEAK) Early Childhood Mental Health Initiative for FY2016/17***

**Moved by Commissioner Hannigan; Seconded by Commissioner Speck**

**Approved 6-0-0**

**Yea: Commissioners Barbosa, Niedziela, Speck, Ayala, Hannigan, and Dean**

**Nay: None**

**Abstain: None**

***Motion: Consider approval of an allocation of \$412,000 to Health & Social Services Mental Health Division to leverage EPSDT funding for FY2016/17***

**Moved by Commissioner Hannigan; Seconded by Commissioner Dean**

**Approved 6-0-0**

**Yea: Commissioners Barbosa, Niedziela, Speck, Hannigan, Ayala, and Dean**

**Nay: None**

**Abstain: None**

## **V. Committee Reports**

### **A. System and Policy Committee**

(No meeting)

### **B. Program and Community Engagement Committee**

Members of the Solano Kids Thrive Collective Impact Leadership team, Ms. Estrella-Henderson, Ms. Calvo and Ms. Davis, presented updates on Collective Impact efforts and activities. To date, SKT has identified a leadership team, assessed and mapped systems, established goal areas, branding, work plans and a governance structure, conducted outreach to educate providers, and implemented workgroups and evaluation. In 2016, the collaboration adopted a new name, *Solano Kids Thrive* (SKT), and planned to gear their activities toward changing early childhood systems.

Next steps include continuing workgroups and work plans, collecting and evaluating data, aligning the work of partners and holding regular Leadership Team meetings.

## **VI. Executive Director's Report**

Ms. Harris informed the Commission that on May 19, 2016 the California Department of Health and Social Services began extending the full scope of Medi-Cal benefits to all children under the age of 19, regardless of immigration status.

On May 3, 2016, Solano's inaugural Give Local Campaign concluded with \$49,826, despite technological difficulties. Six First 5 Solano grantees participated in the fundraising as a Solano Community Foundation member.

Governor Brown signed five of six special session anti-tobacco bills effective June 9, 2016. It is estimated that First 5 Solano will have an annual net revenue loss of

approximately \$166,000. Staff will keep the Commission informed with updated information as it becomes available.

A potential measure on the November ballot would increase excise tax on cigarettes and other tobacco products, including e-cigarette, by \$2 per pack. Proposed language in the measure would ensure that the tax backfills any loss of Prop 10 revenues.

Ms. Harris invited Commissioners to visit a Pre-K Academy classroom from June 13<sup>th</sup> – August 5<sup>th</sup>, and to the 2<sup>nd</sup> Annual Giant Sandbox at the Solano County Fair July 27-31<sup>st</sup>.

First 5 Solano partnered with the Solano County Library to launch the first *Stay & Play* center at the Cordelia Library on May 18<sup>th</sup>. The room provides a place for children and parents to interact, and a computer center to assist parents who may need to search for or apply for jobs. Over 20 children and their families attended the grand opening.

## **VII. Commissioner's Remarks**

None.

## **VIII. Future Agenda Items**

The next Commission meeting will be held on August 9, 2016 at 5:30 PM at 601 Texas Street, Conference Room B, Fairfield. Future agenda items include: Committee Reports.

## **Adjourn**

Chair Barbosa adjourned the meeting at 6:47pm.

Christiana Lewis, Office Assistant III

Approved:



CHILDREN ARE OUR BOTTOM LINE

**DATE:** August 1, 2016  
**TO:** First 5 Solano Children and Families Commission  
**FROM:** Michele Harris, Executive Director  
**SUBJ:** Commission Meeting Schedule for 2017

The proposed Commission/Committee Meeting Schedule for 2017 is attached.

As in past years, Commissioners are asked to approve the overall Commission meeting schedule and the proposed Committee meeting schedules. Note that Committee meeting schedules may change as membership of the Committee rotates at the beginning of each calendar year.



CHILDREN ARE OUR BOTTOM LINE

## 2017 First 5 Solano Commission & Committee Meeting Schedule

<b>Commission Meetings</b> 1 <sup>st</sup> Tuesday <sup>1</sup> 5:30-7:30 pm 601 Texas Street, Fairfield	<b>Program &amp; Community Engagement Committee</b> 1 <sup>st</sup> or 3 <sup>rd</sup> Thursday 2 pm-3:30 pm 601 Texas St., Suite 210, Fairfield	<b>Systems and Policy Committee</b> 1 <sup>st</sup> or 3 <sup>rd</sup> Tuesday 3 pm-4:30 pm 601 Texas St., Suite 210, Fairfield
January 10		
	February 2	February 7
March 7	March 16	March 14
April 4		
	May 4	May 2
June 6		
	July 6	July 18
August 8		
	September 7	September 5
October 3		
<b>October 21</b> <i>Annual Retreat 10:00 AM - 3:00 PM</i>		
	November 16	November 14
December 5	December 14	December 19

Revised July 28, 2016

<sup>1</sup> January and August Commission meetings are the second Tuesday

## *Resolution No. 2016-02*

### **HONORING VENIS JONES BOYD FOR HER 16 YEARS OF DISTINGUISHED SERVICE TO THE FIRST 5 SOLANO CHILDREN AND FAMILIES COMMISSION**

**WHEREAS**, Venis Jones Boyd joined First 5 Solano as the first employee hired as Administrative Secretary on March 27, 2000, and has filled the role of organizational historian for many years; and

**WHEREAS**, Ms. Boyd helped develop the First 5 Solano organization from scratch, including managing twice monthly Commission meetings, many community input sessions to develop the initial strategic plan, developing agency budgets and contracts for services at a breakneck speed; and

**WHEREAS**, Ms. Boyd then continued to assist in refining the many First 5 Solano processes and procedures that have helped the organization to get to where it is today; and

**WHEREAS**, Ms. Boyd has been acknowledged statewide as a leader in the contract management arena, and has conducted several training and information sharing sessions with her peers at a statewide level so that incoming First 5 managers across the state have the benefit of her experience; and

**WHEREAS**, over the past 16 years, Ms. Boyd also continued her professional and personal development, obtaining both Bachelor and Master Degrees, earning a County Supervisors Association of California Executive Credential, serving as the Vice-President of the Solano County Toastmasters public speaking group, all the while caring for her elderly parents; and

**WHEREAS**, Ms. Boyd earned her promotion to First 5 Solano Contract and Program Specialist by consistently exceeding expectations and exacting the highest standards of quality and accountability; and

**WHEREAS**, Ms. Boyd devoted herself to strengthening the early childhood system in Solano County, working closely with First 5 grantees to put in place and carry out administrative and programmatic improvements that have resulted in local, state and national recognition for their work; and

**WHEREAS**, Ms. Boyd has been a tirelessly efficient and effective manager, helping to guide the increasingly complex First 5 Solano programs and supporting the professional development of partners, peers and County colleagues; and

**WHEREAS**, her commitment and dedication to the children of Solano will be sorely missed; and

**WHEREAS**, Ms. Boyd has reached a momentous milestone in her life - retirement;

**NOW, THEREFORE, BE IT RESOLVED**, that the First 5 Solano Children and Families Commission hereby honors and thanks Venis Jones Boyd for her 16 years of excellent service to First 5 Solano Commissioners and staff, as well as her local colleagues, congratulates her on her retirement and wishes her every joy and success in her future endeavors.

Dated this 9<sup>th</sup> day of August, 2016



\_\_\_\_\_  
MARISELA BARBOSA  
Chair, First 5 Solano Children and Families Commission

ATTEST:

\_\_\_\_\_  
CHRISTIANA LEWIS  
Office Assistant III

**DATE:** August 4, 2016  
**TO:** First 5 Solano Children and Families Commission  
**FROM:** Megan Richards, Deputy Director  
**CC:** Michele Harris, Executive Director  
**SUBJECT:** Vallejo Pre-Kindergarten Academy

**Motion: Consider approval of a sole source award of funding of up to \$20,000 to Vallejo City Unified School District for Pre-Academy services in Vallejo for FY2017/18 (2 sessions)**

At the April 2016 Commission Meeting, the Commission considered Pre-Kindergarten Academy awards of funding based on Request for Applications (RFA) #2016-02. At that time, the Commission approved 2-year awards of funding to Benicia, Dixon, Fairfield-Suisun, Travis, Vacaville, and River Delta Unified School Districts.

As no application was received from a provider in Vallejo, in March 2016, staff performed outreach to agencies in Vallejo that could provide services in that geographic location, including Vallejo City Unified School District and Child Start, Inc. Child Start, Inc., expressed interest and stated that they could provide two classrooms of Pre-K Academies at their Virginia Street Head Start location. Staff brought forward the recommendation that an allocation of funding be sole sourced to Child Start, Inc. for two classrooms of Pre-Kindergarten Academy services in Vallejo for both FY2016/17 and FY2017/18.

Upon hearing this recommendation, the Commission voted to provide Child Start, Inc. an allocation of funding for 2 classrooms in FY2016/17 and asked staff to further engage with Vallejo City Unified School District to gauge their interest for providing these services in FY2017/18.

Since that time, staff has made several contacts with Vallejo City Unified School District who has expressed interest in holding Pre-Kindergarten Academy sessions summer 2017. This motion brings forward the recommendation to provide an allocation of funding for 2 Pre-Kindergarten Academy sessions to Vallejo City Unified School District for FY2017/18.

**Conclusion/Next Steps**

If the Commission moves forward with approving an award of funding to Vallejo City Unified School District, the next steps include:

- Negotiate the contract
- Approval of County Counsel and the County Administrator
- Submission of all required documentation, such as proof of insurance
- Services take place summer 2017

***Note: Award of funding by the Commission does not constitute approval to move forward with services. A contract must be successfully negotiated and executed before work can begin. Furthermore, no funds may be expended prior to the execution of contract approved by County Counsel and the County Administrator.***

**DATE:** August 2, 2016  
**TO:** First 5 Solano Commission  
**FROM:** Michele Harris, Executive Director  
**SUBJ:** Solano Fund for Children Sales Tax Measure

**Action Item:**

***Motion A: Consider taking a position of support on the Solano Fund for Children Sales Tax Measure for the November 2016 ballot***

**Background/Discussion**

On August 2, 2016, the Solano County Board of Supervisors voted unanimously to place a sales tax ballot measure for children on the November 2016 ballot.

These efforts are rooted in the “Funding the Next Generation” (FNG) efforts that began statewide in 2014 which First 5’s across the state have been exploring as one way to address the declining tobacco tax revenues. The FNG efforts are seen as a viable way to increase the resources for children and families.

In Solano, The Children’s Network has been leading FNG efforts and has been serving as the FNG fiscal sponsor. In 2014, First 5 Solano was the lead funder of the initial public opinion poll to measure the level of support in the community for children’s issues.

After 2 years of planning, the Children’s Alliance recommended to the Board of Supervisors to place two measures on the November 2016 ballot to benefit children and youth. The first is a general sales tax measure that enacts ¼ cent sales tax, features an audit, an oversight committee and a sunset in 10 years.

The second measure is an advisory measure that places funds raised from the tax into a Solano Fund for Children. This fund for children has 5 priority areas:

- Homeless Children
- Prevention of Child Abuse
- Quality Preschool and After School Programs
- Preventative Child Health Care
- Jobs for Youth

If successful on the November 2016 ballot, the ¼ cent countywide sales tax is estimated to raise \$16,851,500 annually.

Additionally, Deputy County Counsel, Dan Wolk, will be discussing commissioner and staff roles and limitations related to ballot measure activities.

Attachment A: Sales Tax Measure Presentation

Attachment B: General Sales Tax Ordinance

Attachment C: Advisory Measure

Attachment D: Ballot Measure Activities Presentation

Attachment E: Solano County Personnel Policy Regarding Political Activities

**Children's Alliance**  
*A partner of the children's network of Solano County*



## A Solano Fund for Children

*“We can choose to bring about a better and more just world for our children.”*

A presentation to the First 5 Solano Children and Families Commission

AUGUST 9, 2016

## Funding the Next Generation

- Statewide:
  - Funding the Next Generation (FNG) efforts began in 2014
  - Sponsored by First 5's across the state
  - Spearheaded by Margaret Brodtkin – champion and sponsor of San Francisco children's fund
  - Varying FNG approaches across the state
    - Sales tax
    - Soda tax
    - Property tax
    - Marijuana tax
    - Carve out



2 | 2016 Children's Network

**Children's Alliance**

## Local Efforts

- Solano:
  - Children’s Network serves as Fiscal Sponsor for the FNG (pre-campaign) effort
  - Involves partners from over 20 community agencies/ stakeholders
  - Solano Children’s Alliance recommended measure to BOS
  - First 5 Solano funded a public opinion poll in 2014
  - Kim Thomas is serving as the FNG Coordinator and as the volunteer coordinator of the campaign.
  - The campaign committee is the Committee for the Solano Fund for Children; tag line: Yes on Kids!

3 | 2016 Children's Network

Children's  
Alliance

## What do voters think?

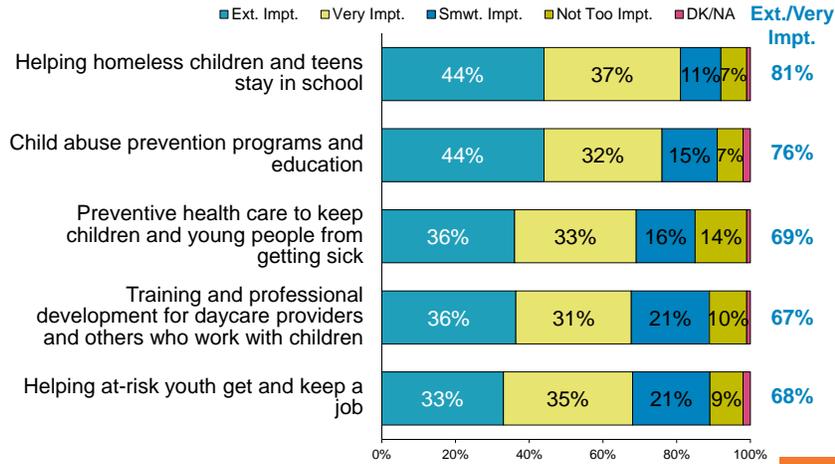
- Over two-thirds of frequent voters support a measure that would raise the sales tax to support services for kids and youth.
- Support for increasing taxes to better support children was seen throughout the county. In every city and every supervisorial district, the level of support exceeded 50% of frequent voters.
- The tipping point for willingness to pay for kids’ services seems to be about \$50 per year.

4 | 2016 Children's Network

Children's  
Alliance

## Voters offer the strongest support for helping homeless youth and child abuse prevention.

Ranking the Importance of Children's Services to be Funded



5 | 2016 Children's Network

Children's Alliance

## Solano Children's Alliance recommendations

Board of Supervisors approved the Solano Children's Alliance recommendation to place two measures on the November 2016 Ballot to benefit local children and youth. Specifically:

- A general sales tax measure enacting a ¼ cent tax, featuring an audit, an oversight committee, and a sunset in 10 years; and
- An second, advisory measure that places funds raised in a **Solano Fund for Children**, which is dedicated to assuring the Health, Safety and Education Success of children via 5 priorities:
  - Homeless Children
  - Prevention of Child Abuse
  - Quality Preschool and After School Programs
  - Preventive Child Health Care
  - Jobs for Youth



6 | 2016 Children's Network

Children's Alliance

## Why a county-wide sales tax?

- The types of taxes available at the local level are legally restricted; progressive options such as income tax are not available
- The full burden of a sales tax does not fall on Solano residents; shoppers from outside the county pay sales taxes here
- Polling indicates that sales tax is the preferred option of local voters
- This tax will not add to overall net tax burden of local residents. By the time this tax is being collected, the ¼ cent State sales tax will have expired
- City-level elected leaders interviewed preferred a county wide approach consistent with the current division of responsibilities between city and county government
- Creation of alternate governmental structures would have been inconsistent with voter preferences for no new government agencies

7 | 2016 Children's Network

Children's  
Alliance

## Revenue estimates:

- A ¼ cent county wide sales tax is estimated to raise **\$16,851,500** annually
- This equates to about \$31.14 per Solano taxpayer per year, **less than a dog license**
- The Alliance recommends the tax expire 10 years after implementation.



8 | 2016 Children's Network

Children's  
Alliance

**These recommendations are grounded in  
Solano's collaborative planning for children and youth:  
Common Priorities Identified Across Multiple Planning Processes**

	Report Card	Policy Forum	Public Survey	First 5 Solano
<b>Health</b>	<ul style="list-style-type: none"> <li>Child <b>mental health</b></li> <li><b>Infant Mortality</b></li> <li><b>Obesity</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Mental health</b></li> </ul>	<ul style="list-style-type: none"> <li>Preventive Health Services (i.e., <b>mental health</b>, <b>obesity</b>, access to services like dental care)</li> </ul>	<ul style="list-style-type: none"> <li>Early <b>mental health</b> and developmental disability Services</li> <li><b>Maternal and child health</b></li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>Access to high quality <b>child care</b></li> <li>Address disparities</li> <li>Dropout/graduation rates</li> </ul>	<ul style="list-style-type: none"> <li><b>Child care</b> and development</li> <li><b>Homeless youth</b></li> </ul>	<ul style="list-style-type: none"> <li>Quality <b>child care</b> and development</li> <li>Keep <b>homeless youth</b> in school</li> <li><b>Jobs for youth</b></li> </ul>	<ul style="list-style-type: none"> <li>Accessibility to and availability of high quality <b>child care</b> and development</li> </ul>
<b>Safety</b>	<ul style="list-style-type: none"> <li><b>Child abuse prevention</b></li> <li>Family support</li> <li><b>Juvenile arrests</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Child abuse prevention</b></li> <li><b>Violence prevention</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Child abuse prevention</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Child abuse prevention</b></li> <li>Connect victims with <b>Victims of Crime Act</b> funding</li> </ul>

*\* In addition, the Safety Net Summits on Poverty identified 2 priorities for children and youth: Jobs for youth and food insecurity.*

## Solano Fund for Children progress

- Put the basic infrastructure of a campaign in place
- Secured professional polling
- Met with a range of elected officials including Supervisors, Mayors, Superintendents of Schools, City Council members, state representatives and candidates and Congressmen, all generally supportive, and some of whom have formally endorsed the effort
- Successfully secured earned media
- Received over 70 endorsements, 30 people have signed up to perform various campaign related tasks, and campaign contributions have been received from over 30 individual donors.

## What can the First 5 Solano Commission do?

- Take a position of support for both the Solano Fund for Children Tax Measure and companion Advisory Measure
- Help to educate stakeholders about the needs of children in the community



# Questions?

**AN ORDINANCE ADDING ARTICLE XVII TO CHAPTER 11 OF THE SOLANO COUNTY CODE  
IMPOSING A GENERAL COUNTYWIDE TRANSACTIONS AND USE TAX TO BE  
ADMINISTERED BY THE STATE BOARD OF EQUALIZATION**

The people of the County of Solano ordain as follows:

**Section 1.**

Article XVII is added to Chapter 11 of the Solano County Code to read:

ARTICLE XVII. SOLANO COUNTY 2017 TRANSACTIONS AND USE TAX

Section 11- 700 Title.

This ordinance shall be known as the “Solano County 2017 Transactions and Use Tax Ordinance.” This ordinance shall be applicable in the incorporated and unincorporated territory of Solano County (“the “County”).

Section 11- 701 Operative Date.

“Operative date” means the first day of the first calendar quarter commencing more than 110 days after the adoption of this ordinance.

Section 11 – 702 Purpose.

This ordinance is adopted to achieve the following, among other purposes, and directs that its provisions are interpreted to accomplish those purposes:

(a) To impose a retail transactions and use tax in accordance with the provisions of Part 1.6 (commencing with section 7251) of Division 2 of the Revenue and Taxation Code and section 7285 of Part 1.7 of Division 2 of the Revenue and Taxation Code, which authorizes the County to adopt this tax ordinance which shall be operative if a majority of the qualified voters voting on the measure vote to approve the imposition of the tax at an election called for that purpose.

(b) To adopt a retail transactions and use tax ordinance that incorporates provisions identical to those of the Sales and Use Tax Law of the State of California insofar as those provisions are consistent with the requirements and limitations contained in Part 1.6 of Division 2 of the Revenue and Taxation Code.

(c) To adopt a retail transactions and use tax ordinance that imposes a tax and provides a measure for it that the State Board of Equalization can administer and collect in a manner that adapts itself as fully as practicable to, and requires the least possible deviation from, the existing statutory and administrative procedures followed by the State Board of Equalization in administering and collecting the California Sales and Use Taxes.

(d) To adopt a retail transactions and use tax ordinance which can be administered in a manner that shall be, to the greatest degree possible, consistent with the provisions of Part 1.6 of Division 2 of the Revenue and Taxation Code, minimize the cost of collecting the transactions and use taxes, and at the same time, minimize the burden of record keeping upon persons subject to taxation under the provisions of this ordinance.

(e) To raise the appropriations limit for the County.

Section 11- 703 Contract with State.

Prior to the operative date, the County shall contract with the State Board of Equalization to perform all functions incident to the administration and operation of this transactions and use tax ordinance; provided, that if the County has not contracted with the State Board of Equalization prior to the operative date, it shall nevertheless so contract, and in that case the operative date will be the first day of the first calendar quarter following the execution of the contract.

Section 11- 704 Transactions Tax Rate.

For the privilege of selling tangible personal property at retail, a tax is imposed upon all retailers in the incorporated and unincorporated territory of the County at the rate of 1/4 of 1 percent (0.25%) of the gross receipts of any retailer from the sale of all tangible personal property sold at retail in the territory on and after the operative date of this ordinance.

Section 11- 705 Place of Sale.

For the purposes of this ordinance, all retail sales are consummated at the place of business of the retailer unless the tangible personal property sold is delivered by the retailer or his or her agent to an out-of-state destination or to a common carrier for delivery to an out-of-state destination. The gross receipts from such sales shall include delivery charges, when such charges are subject to the state sales and use tax, regardless of the place to which delivery is made. In the event a retailer has no permanent place of business in the State, or has more than one place of business, the place or places at which the retail sales are consummated shall be determined under rules and regulations to be prescribed and adopted by the State Board of Equalization.

Section 11- 706 Use Tax Rate.

An excise tax is imposed on the storage, use or other consumption in the County of tangible personal property purchased from any retailer on and after the operative date of this ordinance for storage, use or other consumption in the territory at the rate of 1/4 of 1 percent (0.25%) of the sales price of the property. The sales price shall include delivery charges when such charges are subject to state sales or use tax regardless of the place to which delivery is made.

Section 11- 707 Adoption of Provisions of State Law.

Except as otherwise provided in this ordinance and except insofar as they are inconsistent with the provisions of Part 1.6 of Division 2 of the Revenue and Taxation Code, all of the provisions of Part 1 (commencing with section 6001) of Division 2 of the Revenue and Taxation Code are adopted and incorporated by this reference.

Section 11- 708 Limitations on Adoption of State Law and Collection of Use Taxes.

(a) In adopting the provisions of Part 1 of Division 2 of the Revenue and Taxation Code, wherever the State of California is named or referred to as the taxing authority, the name of this County shall be substituted for it. However, the substitution shall not be made when:

(1) The word "State" is used as a part of the title of the State Controller, State Treasurer, State Board of Equalization, State Treasury, or the Constitution of the State of California.

(2) The result of that substitution would require action to be taken by or against this County or any agency, officer, or employee of it rather than by or against the State Board of Equalization, in performing the functions incident to the administration or operation of this ordinance.

(3) In those sections, including, but not necessarily limited to, sections referring to the exterior boundaries of the State of California, where the substitution would be to:

a. Provide an exemption from this tax with respect to certain sales, storage, use or other consumption of tangible personal property which would not otherwise be exempt from this tax while such sales, storage, use or other consumption remain subject to tax by the State under the provisions of Part 1 of Division 2 of the Revenue and Taxation Code, or

b. Impose this tax with respect to certain sales, storage, use or other consumption of tangible personal property which would not be subject to tax by the State under the provisions of that code.

(4) In sections 6701, 6702 (except in its last sentence), 6711, 6715, 6737, 6797 or 6828 of the Revenue and Taxation Code.

(b) The word "County" shall be substituted for the word "State" in the phrase "retailer engaged in business in this State" in section 6203 and in the definition of that phrase in section 6203.

#### Section 11- 709 Permit Not Required.

If a seller's permit has been issued to a retailer under section 6067 of the Revenue and Taxation Code, this ordinance shall not require an additional transactor's permit.

#### Section 11- 710 Exemptions and Exclusions.

(a) There shall be excluded from the measure of the transactions tax and the use tax the amount of any sales tax or use tax imposed by the State of California or by any city, city and county or county pursuant to the Bradley-Burns Uniform Local Sale and Use Tax Law or the amount of any state administered transactions or use tax.

(b) There are exempted from the computation of the amount of transactions tax the gross receipts from:

(1) Sales of tangible personal property, other than fuel or petroleum products, to operators of aircraft to be used or consumed principally outside the County in which the sale is made and directly and exclusively in the use of such aircraft as common carriers of persons or property under the authority of the laws of California, the United States, or any foreign government.

(2) Sales of property to be used outside the County which is shipped to a point outside the County, pursuant to the contract of sale, by delivery to such point by the retailer or his or her agent, or by delivery by the retailer to a carrier for shipment to a consignee at such point. For the purposes of this subsection, delivery to a point outside the County shall be satisfied:

a. With respect to vehicles (other than commercial vehicles) subject to registration under Chapter 1 (commencing with section 4000) of Division 3 of the Vehicle Code, aircraft licensed according to section 21411 of the Public Utilities Code, and undocumented vessels registered under Chapter 2 of Division 3.5 (commencing with section 9840) of the Vehicle Code by registration to an out-of-County address and by a declaration under penalty of perjury, signed by the buyer, stating that such address is, in fact, his or her principal place of residence; and

b. With respect to commercial vehicles, by registration to a place of business out-of-County and declaration under penalty of perjury, signed by the buyer, stating that the vehicle shall be operated from that address.

(3) The sale of tangible personal property if the seller is obligated to furnish the property for a fixed price under a contract entered into prior to the operative date of this ordinance.

(4) A lease of tangible personal property which is a continuing sale of such property, for any period of time for which the lessor is obligated to lease the property for an amount fixed by the lease prior to the operative date of this ordinance.

(5) For the purposes of subsections (3) and (4) of this subdivision, the sale or lease of tangible personal property shall be deemed not to be obligated under a contract or lease for any period of time for which any party to the contract or lease has the unconditional right to terminate the contract or lease upon notice, whether or not such right is exercised.

(c) There are exempted from the use tax imposed by this ordinance, the storage, use or other consumption in this County of tangible personal property:

(1) The gross receipts from the sale of which have been subject to a transactions tax under any state administered transactions and use tax ordinance.

(2) Other than fuel or petroleum products purchased by operators of aircraft and used or consumed by such operators directly and exclusively in the use of such aircraft as common carriers of persons or property for hire or compensation under a certificate of public convenience and necessity issued under the laws of California, the United States, or any foreign government. This exemption is in addition to the exemptions provided in sections 6366 and 6366.1 of the Revenue and Taxation Code.

(3) If the purchaser is obligated to purchase the property for a fixed price under a contract entered into before the operative date of this ordinance.

(4) If the possession of, or the exercise of any right or power over, the tangible personal property arises under a lease which is a continuing purchase of such property for any period of time for which the lessee is obligated to lease the property for an amount fixed by a lease before the operative date of this ordinance.

(5) For the purposes of subsections (3) and (4) of this section, storage, use, or other consumption, or possession of, or exercise of any right or power over, tangible personal property shall be deemed not to be obligated under a contract or lease for any period of time for which any party to the contract or lease has the unconditional right to terminate the contract or lease upon notice, whether or not such right is exercised.

(6) Except as provided for in subsection (7), a retailer engaged in business in the County shall not be required to collect use tax from the purchaser of tangible personal property, unless the retailer ships or delivers the property into the County or participates within the County in making the sale of the property, including, but not limited to, soliciting or receiving the order, either directly or indirectly, at a place of business of the retailer in the County or through any representative, agent, canvasser, solicitor, subsidiary, or person in the County under the authority of the retailer.

(7) "A retailer engaged in business in the County" shall also include any retailer of the following: vehicles subject to registration under Chapter 1 (commencing with section 4000) of Division 3 of the Vehicle Code, aircraft licensed according to section 21411 of the Public Utilities Code, or undocumented vessels registered under Division 3.5 (commencing with section 9840) of the Vehicle Code. That retailer shall be required to collect use tax from any purchaser who registers or licenses the vehicle, vessel, or aircraft at an address in the County.

(d) Any person subject to use tax under this ordinance may credit against that tax any transactions tax or reimbursement for transactions tax paid to a county imposing, or a retailer liable for a transactions tax under Part 1.6 of Division 2 of the Revenue and Taxation Code with respect to the sale to the person of the property the storage, use or other consumption of which is subject to the use tax.

All amendments subsequent to the effective date of this ordinance to Part 1 of Division 2 of the Revenue and Taxation Code relating to sales and use taxes which are not inconsistent with Part 1.6 and Part 1.7 of Division 2 of the Revenue and Taxation Code, and all amendments to Part 1.6 and Part 1.7 of Division 2 of the Revenue and Taxation Code, shall automatically become a part of this ordinance, provided however, that no such amendment shall operate to affect the rate of tax imposed by this ordinance.

Section 11- 712 Enjoining Collection Forbidden.

No injunction or writ of mandate or other legal or equitable process shall issue in any suit, action or proceeding in any court against the State of California or the County, or against any officer of the State of California or the County, to prevent or enjoin the collection under this ordinance, or Part 1.6 of Division 2 of the Revenue and Taxation Code, of any tax or any amount of tax required to be collected.

Section 11 - 713 Use of the Taxes.

The tax imposed by this ordinance is a general tax within the meaning of article XIII C, section 1(a) of the California Constitution. The revenue generated by this general tax is available for general governmental purposes and shall be paid into the General Fund for use by the County.

Section 11 – 714 Increase of Appropriations Limit.

The appropriations limit of the County shall be increased by the amount of the revenue anticipated to be collected by the County from the transactions and use tax to allow spending of the tax revenue for the period allowed by law.

Section 11 - 715 Independent Citizens' Oversight Committee and Annual Audit.

(a) The Board of Supervisors shall establish a citizens' oversight committee to provide transparency and ensure fiscal accountability. The committee shall review the receipt and expenditures of the revenue from the transactions and use tax, including the County's annual independent audit. The committee's review shall be completed in conjunction with the County's budget process. The committee shall produce an annual oral or written report on its review which shall be considered by the Board of Supervisors at a public meeting. The committee shall provide budget recommendations to the Board of Supervisors regarding expenditures from the transactions and use tax. Any written report shall be a public record. The Board of Supervisors shall adopt a resolution regarding the appointment of the committee members and any additional duties of the committee.

(b) The funds collected from the transactions and use tax ordinance shall be accounted for and tracked by the county auditor-controller in a separate fund to facilitate citizen oversight.

(c) The amount generated by this general purpose revenue source and how it was used shall be included in the annual audit of the County's financial operations by an independent certified public accountant, which the committee shall review.

(d) To preserve the integrity and independence of the oversight process, the committee's responsibilities shall not include decision-making on spending priorities, financing plans or tax rate projections or assumption and the committee shall have no authority to direct, nor shall it direct, County staff or officials.

Section 11- 716 Effective Date.

This ordinance relates to the levying and collecting of the County's transactions and use taxes and shall take effect immediately upon the close of the polls on November 8, 2016, if approved by a majority of the qualified voters of the entire county voting on the measure at the election held that day.

Section 11- 717 Termination Date.

The authority to levy the tax imposed by this ordinance shall expire ten (10) years from the operative date, unless extended by the voters in the manner set forth in Revenue and Taxation Code section 7285.

Section 11-718 Compliance with California Environmental Quality Act (CEQA).

Under CEQA Guidelines section 15378(b) (4), adoption of this ordinance is not a project subject to the requirements of CEQA.

Section 11- 719 Severability.

If any provision of this ordinance or its application to any person or circumstance is held invalid, the remainder of the ordinance and the application of such provision to other persons or circumstances shall not be affected.

**Section 2.**

This ordinance shall be published once within fifteen (15) days after its passage, in the Fairfield Daily Republic, a newspaper of general circulation in Solano County.

Passed and adopted by the Solano County Board of Supervisors at its regular meeting on August 2, 2016, by the following vote:

AYES:	SUPERVISORS	_____
		_____
NOES:	SUPERVISORS	_____
EXCUSED:	SUPERVISORS	_____

\_\_\_\_\_  
ERIN HANNIGAN, Chairwoman  
Solano County Board of Supervisors

ATTEST:  
BIRGITTA E. CORSELLO, Clerk  
Solano County Board of Supervisors

By: \_\_\_\_\_  
Jeanette Neiger, Chief Deputy Clerk

**Introduced:** July 26, 2016

**Adopted:** August 2, 2016

**Effective:** November 8, 2016 [if voter approved]

**Operative:** April 1, 2017 [if voter approved]

**Measure \_\_\_\_ - ADVISORY VOTE ONLY**  
**Solano County Child Health, Safety and Educational**  
**Improvement Advisory Measure**

This is not a tax measure. It is Solano County voters' intent to provide only prevention oriented children's services which promote Solano children's health, safety and educational success with any new funds raised by an increase in the transactions and use tax rate by the Solano County 2017 Transactions and Use Tax Ordinance. Specifically, these services would include services to help homeless children succeed in school; to prevent child abuse; to improve access to high quality preschool and afterschool programs; to improve access to prevention oriented health services; and to support youth employment. This measure would require that all revenues generated would remain in Solano County, that services be made available in all cities and regions of Solano, that the revenues would not be used to supplant existing funding for the support of children's services and programs, and that a citizens' oversight committee be established to recommend approval of all projects before funds are spent.

100% of the revenues would be allocated for the following purposes:

- Prevention oriented children's services promoting Solano children's health, safety and educational success (95% of the funds).
- Oversight and Accountability (5% of the funds).

**Services Eligible for Funding**

Any and all transactions and use tax receipts (net of any fees payable to the California State Board of Equalization) shall be deposited in a separate fund known as the "Solano Fund for Children" (the "Fund"). The Solano Fund for Children shall be used solely for creating new and augmenting existing county wide, community-based prevention-oriented children's services and related programs, materials and operations, for children and their families residing in Solano County, and for related administrative costs. All services shall be for children and youths up to 18 years of age and may include their immediate families and caregivers; employment-related services shall be for youths up to 24 years of age. In order to ensure equitable use of the funds, children from all cities and unincorporated areas shall have access to services funded. Special attention shall be paid to children and families that do not have access to existing services, such as moderate-income families experiencing financial hardships or families with children who have special needs.

The Fund will be used to provide community-based services that promote the Safety, Health and Educational success of Solano children in the following ways:

- (1) To provide services, in conjunction with the Solano County Office of Education and local public schools, for homeless children and youths that help them stay in school and improve their educational outcomes.
- (2) To provide child abuse prevention programs and education which keep children safe by preventing the circumstances that may lead to abuse.
- (3) To provide programs that improve the availability of and access to high-quality early care and education, preschool and after-school programs for children in need.
- (4) To provide programs designed to prevent childhood health conditions, such as obesity, poor dental health and mental health issues, before these problems occur or become severe.
- (5) To provide programs that help at-risk youth find and keep jobs.

The distribution of the Fund among the 5 eligible service categories shall be recommended by the Oversight Committee, and approved by the Board of Supervisors, based on changing patterns of need, community priorities and program evaluations so long as no category of funding receives less than 10% of the funds available for distribution and that all services are reasonably available countywide.

- Agencies eligible to receive funding shall be nonprofit organizations, schools, recreation districts, and County and city departments that serve children. Direct and indirect services shall be eligible for funding.

Every effort shall be made to ensure funded services are located in all cities in the County. County departments shall be limited to a maximum of 20% of the annual funding that is used for services under this measure. Any and all Solano Funds for Children unused in any fiscal year shall roll forward to the subsequent fiscal years, with distribution to be recommended by the Oversight Committee.

### **Oversight and Accountability**

Should the Board of Supervisors decide to use the funds as set forth above, the Board will identify administrative policies and procedures to provide public oversight and accountability and to distribute the funds consistent with the goals and objectives of this advisory measure.

The goals of expenditures from the Fund shall be:

- (1) To ensure that all of Solano County's children are safe, healthy, and ready to learn and to succeed in school and in life.
- (2) To prevent problems by supporting and enhancing the existing strengths of children, youth and families.
- (3) To distribute funds based on best practices, coordinated planning, and utilization of successful and innovative approaches in order to have the maximum collective impact.
- (4) To maximize citizen participation in the decision making process for funding priorities and citizen involvement in promoting children's well-being.
- (5) To use resources efficiently by building upon and utilizing the existing local service infrastructure, using resources in innovative ways, and tracking and reporting on results achieved.

The Board will appoint an independent citizens' oversight committee that will:

- Review revenue projections and financial reports and audits.
- Review and recommend the distribution of the Fund among the 5 eligible service categories.
- Review each priority area's expenditure plan and make recommendations to the Board of Supervisors annually regarding whether the proposed expenditures are consistent with the parameters of this advisory measure.
- Conduct all meetings in accordance with the Brown Act and open to the public.
- Select and direct the work of staff or consultants hired to support the work of the committee including third party evaluators.
- Maximize citizen participation in the decision making process for funding recommendations and citizen involvement in promoting child well-being.

Membership of the independent citizens' oversight committee shall consist of 15 members who are residents of Solano County. There shall be one representative from each Solano City with expertise in children's services; one First 5 Solano Children and Families Commission member; one Solano Children's Alliance member, one Local Child Care Planning Council member; one public health or health care organization member; one Solano Taxpayers Association member; one parent member; one youth (aged 14-24) member; and one County Superintendent of Schools staff member.

The Board of Supervisors will appoint the Oversight Committee members to four-year terms; provided that seven of the initially-appointed members chosen by lot shall have two-year terms.



## Ballot Measure Activities for Commissioners and Staff

Dan Wolk, Deputy County Counsel  
Solano County Counsel's Office

August 9, 2016

## This is intended as a broad overview

- This area of law is complex and fact-specific, so talk with legal counsel regarding any questions

## Basic Rule: No Campaigning on the Public Dime

- “Campaigning” = advocating or fundraising
- More than just actual “dimes” (e.g., staff time, email, bulletin boards, copy machines, telephones, vehicles)



3

## In Other Words, Don't....

- Purchase bumper stickers, radio spots, or campaign literature with public funds
- Send campaign-related emails using your public email address
- Put campaign material up on bulletin boards
- Print out campaign material on the public printer
- Campaign while “on duty”



4

## Commission (and County) Policy

- Commissioners and Staff must adhere to County Administrative Policy C-10 (Political Activities Policy)

5



## But Informational Material is Okay

- Must give a fair presentation of the facts
- No “special” words (e.g., “vote yes”)
- Must be impartial and balanced

6



## Also, Commissioners May...

- Take a position on a measure at an open and public hearing
- Use their titles in endorsing a measure
- Speak in support of a measure (so long as not using public resources)



7

# Questions?

8

## C-10 POLITICAL ACTIVITIES POLICY



Inception Date: 10/13/1992  
Last Revision Date: NEW  
By: Board of Supervisors  
Page: 1 of 1

### 10.1.0 PURPOSE

10.1.1 The Board of Supervisors of Solano County, under the authority conferred upon it by provisions of Government Code § 3207, has found that it is necessary to adopt a limited policy regarding political activities by County officers and employees during working hours and/or on the premises of the County.

### 10.2.0 POLICY

10.2.1 County officers and employees are hereby prohibited from campaigning on County time including the distribution of campaign literature of any nature, either during working hours, or on County premises.

10.2.2 County officers and employees are hereby prohibited from participating in political activities of any kind while in uniform either on or off the job.

10.2.3 County officers and employees are hereby prohibited from displaying campaign materials of any nature on County property, including but not limited to, walls, bulletin boards, doors, and County vehicles.

- A. This prohibition does not apply to a County officer or employee's private car, even if used in the course and scope of employment.
- B. This prohibition neither applies to nor restricts a recognized labor organization recognized under the County collective bargaining process from posting on its assigned bulletin board the results of its local election or plebiscite regarding its support of a candidate in an election for County office.
- C. There is no prohibition against a County officer or employee wearing campaign buttons on their clothing during working hours, regardless of the election campaign involved.

The word "elections" contained in the Solano County Employer-Employee Relations Rules and Regulations, under Section 10(d) pertaining to the use of bulletin boards by recognized labor organizations shall be interpreted consistent with this policy.

**DATE:** August 1, 2016  
**TO:** First 5 Solano Children and Families Commission  
**FROM:** Michele Harris, Executive Director  
**SUBJ:** Foundation Study Report

In 2006, the James Irvine Foundation released a report called “Foundation Giving in California,” an eye-opening geographic analysis of philanthropic activity across California. The study found that foundation giving was particularly strong in the Bay Area region overall compared to other regions in California. While the Irvine Foundation report did not detail all philanthropic activity within the nine Bay Area counties, it highlighted the top and bottom counties in the region in terms of total grant dollars given to each county, and how those revenues averaged across each county’s population.

The report found that within the San Francisco Bay Area, giving varied dramatically, with Solano County home to some of the lowest levels of philanthropic activity in the state, and San Francisco among the highest. Along with San Francisco, several other counties in the region, including Marin, Alameda, and San Mateo, all led the state in foundation giving per capita that year, further magnifying Solano’s place as an under-resourced county in a very wealthy region.

In the years following the James Irvine Foundation report, Solano has continued to experience a lack of local giving, which has exacerbated the financial stress experienced by Solano agencies.

To understand how trends have changed since the 2006 study, the Board of Supervisors commissioned this study to create a portrait of foundation giving in the Bay Area. The initial report, released in March 2016, tracked giving in the nine counties that comprise the Bay Area, with particular emphasis on Solano’s foundation giving profile. This study found that Solano County continued to lag behind the rest of the counties in the San Francisco Bay Area. For example, Solano County receives only \$3 per capita, which is less than the next closest county of Napa at \$22 per capita, and significantly less than San Francisco at \$1,199 per capita.

Key findings in the initial Foundation Giving Study included:

- Giving among the largest funders to Solano County declined between 2006 and 2012
- Since 2006, Solano has remained the most under-resourced of all Bay Area counties in terms of foundation investment
- Even relative to other less-resourced counties throughout the Sacramento Valley, Solano draws in less foundation funding per capita
- Foundation giving does not seem directly linked to the level of community needs. For instance, compared to other Bay Area counties, Solano had the highest rate of families in poverty in 2012 (11%), but it had the lowest rate of per capita giving
- Relative to its population size, Solano has fewer nonprofits than other Bay Area counties, but these agencies still draw in less funding on average than nonprofits in other counties
- The “giving gap” has widened over time.

As a result of these initial study findings, further research into the reasons behind the lack of foundation giving in Solano County was conducted via key stakeholder interviews with both Bay Area foundation Program Officers as well as local Solano non-profit leadership. This further analysis revealed:

- There are fewer non-profits in Solano County and they are relatively under-resourced
- There are very few foundations headquartered in Solano County and they are also relatively under-resourced
- Non-profit representatives state they lack the time and resources to even apply for grants
- According to foundation Program Officers, the lack of giving in Solano is linked to:
  - the lack of relationships between agencies and funders
  - the perceived lack of capacity of Solano nonprofits
  - a history with some Solano grantees that lacked the capacity to make good on grant commitments
  - Solano applications that are less likely to demonstrate systems level approaches and/or interdisciplinary partnerships
  - the geographic funding region for several top foundations in the Bay Area exclude Solano

While this report outlines the challenges Solano faces, Solano County is well-positioned to entertain innovative strategies and programs. The county is very diverse (racially, ethnically, socio-economically, and urban/rural), has many of the challenges of a big urban area, but is just the right size to pilot innovative initiatives. Early discussions with foundations on this report has led to opportunities to explore new partnerships with Bay Area foundations.

Additionally, this study indicates that Solano agencies need to do more to better make their case with the grant-making community, including: proactively meeting with foundations to clearly illustrate the needs of the county, developing partnerships at the local and regional level, pursuing systems change work, and building capacity within local agencies to develop successful grant applications and deliver quality programs.

First 5 Solano (and Health & Social Services staff), as part of the Commission's Systems Change work, have already begun to work to strengthen relationships with foundations in the bay area. Additionally, staff is exploring ways to support our local non-profits with capacity building and technical assistance to better position Solano to receive foundation funding should the opportunity arise.

Attachment A: Solano Foundation Study Report  
Attachment B: Solano Foundation Study Presentation



# Foundation Giving in Solano County and the Bay Area

WHO WINS, AND WHO'S LEFT BEHIND?



Applied Survey Research  
JUNE 2016



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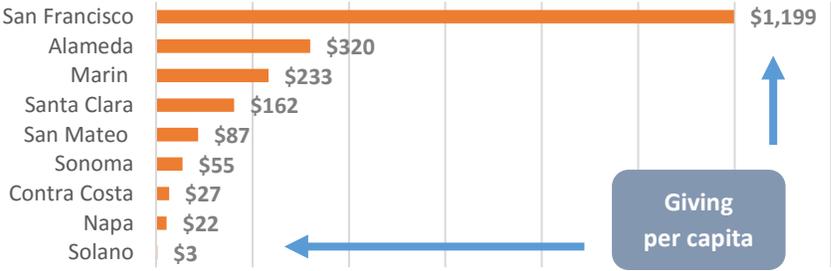
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# Executive Summary

In 2006, the James Irvine Foundation released *Foundation Giving in California*, a report which found that Solano County was substantially under-resourced compared to the other eight counties in the Bay Area (San Francisco, Alameda, Marin, Santa Clara, San Mateo, Sonoma, Contra Costa, and Napa) in terms of foundation grants received. This study provides an update of philanthropic activity in the Bay Area to determine whether the patterns of investment have changed, particularly in Solano County.

## Foundation Giving in Solano and other Bay Area Counties

- **Giving among the largest funders to Solano County declined between 2006 and 2012.** The largest funders to Solano County have included The California Endowment, the Gordon and Betty Moore Foundation, and the Valero Energy Foundation, and they have primarily funded health and social services efforts. Giving patterns among the top foundations in Solano varied greatly, but they generally gave less in 2012 than in prior years.
- **Since 2006, Solano has remained the most under-resourced of all Bay Area counties in terms of foundation investment:**
  - ✓ Between 2006 and 2012, almost half of the grant dollars invested in the Bay Area went to San Francisco-based agencies, while less than 1% went to agencies located in Solano County.
  - ✓ In 2012, almost \$1,200 per capita in foundation grants went to San Francisco County and over \$200 per capita went to agencies in Alameda and Marin Counties. Solano County agencies received just \$3 per capita in foundation funding.



- ✓ Between 2006 and 2012, Solano has received fewer grants and less per grant than other Bay Area counties.
  - ✓ Foundation giving does not seem directly linked to the level of community needs. For instance, compared to other Bay Area counties, Solano had the highest rate of families in poverty in 2012 (11%), but it had the lowest rate of per capita giving.
  - ✓ Relative to its population size, Solano has fewer nonprofits than other Bay Area counties, but these agencies still draw in less funding on average than nonprofits in other counties.
- **Even relative to other less-resourced counties throughout the Sacramento Valley, Solano draws in less foundation funding per capita.** For example, in 2012, Sacramento received \$71 per capita in

foundation grants, Yolo (excluding UC Davis) received \$63 per capita, and Placer received \$19 per capita, compared to Solano's \$3 per capita.

- **The “giving gap” continues to widen over time.** While foundation giving in the Bay Area overall increased 37% between 2006 and 2012, giving in Solano has stagnated, exacerbating the gaps between Solano and its wealthier neighbors. This stagnation was due to a drop in the average grant size Solano received combined with a small rise in the number of grants it received.

## Strategies to Increase Foundation Investment in Solano

Why is it that Solano remains under-resourced, and what will it take to bring more foundation funding into the county? Representatives from Bay Area foundations and Solano agencies identified a range of barriers to funding in the county, as well as specific strategies to address them:

- **Solano stakeholders should agree on a shared investment agenda.** Relative to other counties, Solano's socio-economic and health needs are made vividly clear by community indicator data. Local leaders noted that in a climate of scarce resources, their agencies should agree upon, coordinate, and message a shared investment agenda of priority needs for which they seek funding.
- **Solano stakeholders should proactively build relationships with foundations outside of the county.** Solano has the fewest number of foundations per capita than any other Bay Area county, and therefore needs to develop relationships with foundations around the Bay Area and Sacramento Valley. However, funders interviewed for this study noted that they are rarely contacted by agencies from Solano, whether informally or through grant applications. They recommended that Solano stakeholders identify the foundations that have similar investment priorities, and meet with foundation representatives to clearly articulate the county's needs and how Solano agencies intend to address them.
- **Solano partners should convey innovative, collaborative, systemic, and sustainable approaches to addressing the county's needs.** The foundations interviewed for this study were diverse in their approaches to funding, with some only funding systems change rather than direct service strategies, and others offering only seed funding, but not long term partnerships. However, both local leaders and foundations felt that Solano stakeholders need to present innovative, strategic solutions to Solano's problems. Furthermore, agencies need to present a path for sustaining such solutions. In general, funders were not interested in receiving requests from individual agencies to support direct services that had no sustainability plan.
- **Solano partners need greater capacity to be competitive and successful deliverers of foundation investment.** According to foundation representatives and local leaders alike, Solano agencies sometimes lack the capacity to apply for foundation grants, deliver high quality programs, and/or convey their successes. Trainings and technical assistance, including those provided by the Solano Community Foundation, can help agencies develop successful funding applications.

In sum, the study's findings indicate that Solano County remains woefully under-resourced in terms of foundation investment. The lack of foundation giving in Solano puts an undue burden on the nonprofit community, as well as the government agencies, which end up being their primary funding source. This study also highlights practical steps that Solano agencies can take to become stronger partners with foundations to affect change for Solano County's children and families.

# Introduction

Ten years ago, the James Irvine Foundation released a report called *Foundation Giving in California*, an eye-opening geographic analysis of philanthropic activity across California.<sup>1</sup> The study found that foundation giving was particularly strong in the Bay Area region overall compared to other regions in California. While the Irvine Foundation report did not detail all philanthropic activity within the nine Bay Area counties, it highlighted the top and bottom counties in the region in terms of total grant dollars given to each county, and how those revenues averaged across each county's population.

The report found that within the Bay Area, giving varied dramatically, with Solano County home to some of the lowest levels of philanthropic activity in the state, and San Francisco County home to the highest. For example, in the 2003 tax year, foundations gave \$678 per capita to agencies based in San Francisco, while only \$3 per capita was invested in Solano. Along with San Francisco, several other counties in the region—Marin, Alameda, and San Mateo—led the state in foundation giving per capita that year, further magnifying Solano's place as an under-resourced county in a very wealthy region.

To understand how foundation giving has changed since the 2006 study, Solano County commissioned the current study to create a portrait of foundation giving in the Bay Area. In the years following the James Irvine Foundation report, Solano has continued to experience a lack of foundation giving, which has exacerbated the financial stress experienced by local nonprofits agencies. This report explores barriers Solano agencies face in securing foundation funding, and what could help Solano agencies build stronger partnerships with foundations in the future. The implications for Solano County's vulnerable populations are great. Nonprofit budgets rely on a variety of funding from many different sources. The lack of foundation giving in Solano puts an undue burden on the nonprofit community, as well as the government agencies, which end up being their primary funding source. Foundations can play an important supplementary role to government funding for services, but only if their dollars go where they are needed most.

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<sup>1</sup> The James Irvine Foundation. (2006). *Foundation giving in California*. Prepared by Putnam Community Investment Consulting. [http://putnam-consulting.com/wp-content/uploads/Foundation\\_Giving\\_in\\_California.pdf](http://putnam-consulting.com/wp-content/uploads/Foundation_Giving_in_California.pdf)

# Methodology

As defined for this study, foundations are entities that fund organizations, institutions, or individuals for a range of charitable purposes.<sup>2</sup> This report utilizes grantmaking information from foundations' IRS 990 and 990-PF tax forms, which have been catalogued by the Foundation Center.<sup>3</sup> As in the Irvine Foundation report, the most recent data on foundation giving cited here are a little over three years old (from 2012) because there can be delays in the filing of 990 forms or initial filing of inaccurate forms, which then must be corrected. The earliest data available are from 2006 tax forms. The data do not capture giving that is not reported on 990 forms, because other types of giving are not subject to the detailed reporting required on 990 forms and are therefore harder to track. Entities exempt from filing 990 forms include most faith-based organizations, state institutions, and nonprofits that do not have tax-exempt status.<sup>4</sup>

**Data in this report  
come from IRS 990  
forms and exclude  
grants from entities  
that do not file  
these forms**

Data on foundation giving to Bay Area-based agencies are reported for the nine counties that make up the region: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, and Sonoma. To further understand the landscape of philanthropic activity in the state, the study also looks at foundation giving in Solano's "valley" neighbors: Yolo, Sacramento, Stanislaus, Colusa, El Dorado, and Placer.

In addition to an analysis of data from 990 forms, the study involved focus group discussions with a team of agency executive directors and managers in Solano, a survey of 21 Solano community based organizations and public agencies, and interviews with program officers at 8 Bay Area-based foundations. These sources offered insights into the challenges Solano agencies face in securing foundation funding and strategies for addressing those challenges.

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<sup>2</sup> Council on Foundations. (2015). *Foundation basics*. <http://www.cof.org/content/foundation-basics>

<sup>3</sup> The Irvine Foundation used a different data source in their study (Guidestar), but employed methods similar to the current study. The data were gathered from the Foundation Center database between November 2015 and March 2016.

<sup>4</sup> See <https://www.irs.gov/Charities-%26-Non-Profits/Annual-Exempt-Organization-Return:-Who-Must-File> for a full list of exempt organizations.

# Who Gives and Who Receives?

## Bay Area Top Funders

Between 2006 and 2012, the top 10 funders in the region awarded 65,552 grants worth \$5.7 billion, or about one-third of all the grants and grant dollars invested in the region. In the region overall, the greatest levels of foundation giving came from the William and Flora Hewlett Foundation, the Bill and Melinda Gates Foundation, and the Silicon Valley Community Foundation (see table below). In the Bay Area, the largest grants from the William and Flora Hewlett Foundation went to activities supporting climate change mitigation and clean energy development. The top grants from the Bill and Melinda Gates Foundation went to medical research at Bay Area institutions, while some of the largest giving from the Silicon Valley Community Foundation went to local schools, universities, and education programs for children and youth.

**Figure 1: Top Ten Foundations Giving to Bay Area, 2006-2012**

Foundation	Grants Given	Grant Dollars Given
William and Flora Hewlett Foundation	1,848	\$1,361,578,241
Bill and Melinda Gates Foundation	474	\$900,989,317
Silicon Valley Community Foundation	31,624	\$835,929,550
David and Lucile Packard Foundation	1,524	\$675,649,839
The San Francisco Foundation	23,299	\$431,868,183
The California Endowment	2,273	\$413,146,391
Gordon and Betty Moore Foundation	1,143	\$366,692,501
Ford Foundation	790	\$262,366,987
Marin Community Foundation	2,262	\$216,848,107
Vanguard Charitable Endowment	315	\$213,159,614
<b>Total</b>	<b>65,552</b>	<b>\$5,678,228,730</b>

Several of the top funders in the region were also the strongest investors in Solano County, including the San Francisco Foundation, the California Endowment, the Gordon and Betty Moore Foundation, and the Marin Community Foundation.

## Top Funders in Solano County

Collectively, the top 10 funders in Solano gave 249 grants totaling \$13.1 million to agencies in Solano between 2006 and 2012 (see table below). These funders accounted for 39% of the grants and 68% of the total grant dollars granted or provided in the county.

**Figure 2: Top Ten Foundations Giving to Solano County, 2006-2012**

Foundation	Grants Given	Grant Dollars Given
The California Endowment	18	\$2,575,082
Gordon and Betty Moore Foundation	9	\$2,104,690
Valero Energy Foundation	124	\$1,930,829
The San Francisco Foundation	26	\$1,555,500
Solano Community Foundation	31	\$1,009,956
The John & Dorothy Shea Foundation	1	\$963,227
Marin Community Foundation	5	\$839,414
Blue Shield of California Foundation	18	\$735,623
S.H. Cowell Foundation	10	\$694,000
Sierra Health Foundation	7	\$654,900
<b>Total</b>	<b>249</b>	<b>\$13,063,221</b>

As seen above, the top funders in Solano County included The California Endowment, the Gordon and Betty Moore Foundation, and the Valero Energy Foundation. Their areas of investment were as follows:

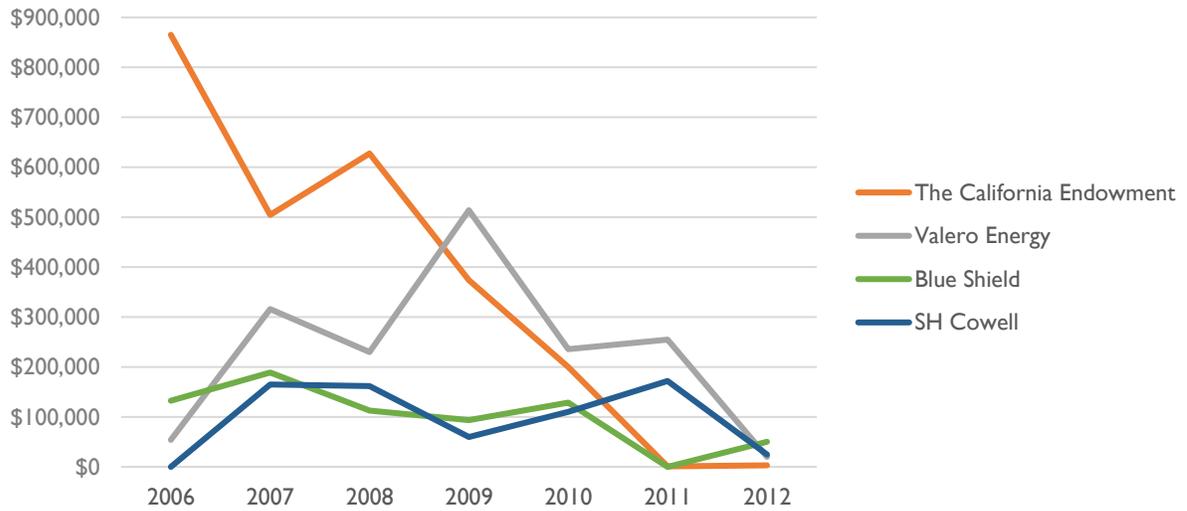
- **The California Endowment** focuses on health insurance and health care services in Solano County, having awarded grants to Solano Coalition for Better Health (for insurance premium subsidies and health advocacy) and the Children’s Network for parent education and developmental screening. Among its most recent gifts was a 2012 grant to Yo Ball Sports for health and fitness events for African American youth in Vallejo.
- The **Gordon and Betty Moore Foundation** has funded environmental preservation and protection of lands by investing in Solano’s Land Trust and has also supported the Vacaville-based Gujri Foundation, which promotes Punjabi culture through education and cultural events.
- The **Valero Energy Foundation** has recently given its largest grants to the Benicia Education Foundation (which partners with Benicia schools to provide core academic services and enrichment opportunities for Benicia school children), Habitat for Humanity (Solano/Napa), and the Boys and Girls Club (Vacaville Neighborhood).

Between 2006 and 2012, patterns of giving among the top funders in Solano County varied greatly, but fell into two general categories: those that gave regularly to Solano-based agencies, and those that gave significant amounts in just one or two of the years studied. Overall, giving among the top ten foundations was lowest in 2012, declining from \$1.1 million in 2006 to just over \$600,000 in 2012.

### *Regular Grantmakers*

Four of the top grantmakers in Solano donated to Solano-based agencies in at least 4 of the 7 years studied: the California Endowment, the Valero Energy Foundation, the Blue Shield Foundation and the S.H. Cowell Foundation. Giving from the California Endowment to Solano-based agencies was at its highest in 2006, but declined thereafter. Giving to Solano-based agencies from the Valero Energy Foundation peaked in 2009, and fluctuated in the other years, while giving from the Blue Shield Foundation and S.H. Cowell Foundation was somewhat steadier over this time period.

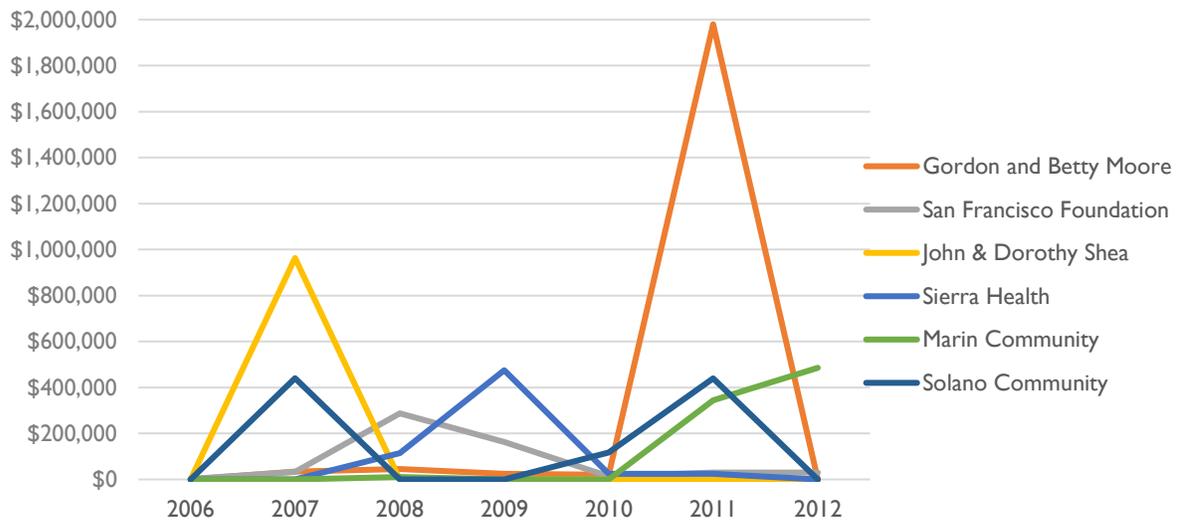
**Figure 3: Amount Given in Solano by Top Grantmakers (Regular Grantmakers)**



### *Periodic Grantmakers*

The majority of the top grantmakers in Solano ranked in the top ten because they made relatively large grants in just a few of the years studied. For example, the John and Dorothy Shea Foundation gave nearly \$1 million to Saint Catherine of Siena School in 2007, but no grants to Solano-based agencies in other years. Similarly, the Gordon and Betty Moore Foundation gave close to \$2 million to the Solano Land Trust in 2011, but relatively minimal amounts in Solano in all other years. Likewise, the Sierra Health Foundation gave a large grant in 2009 to the City of Vacaville, and the San Francisco Foundation gave significantly in 2008 to the City of Vacaville and Neighborhood Housing Services of Vallejo, but both of these foundations gave little in the county in other years. The Solano Community Foundation gave to a range of Solano-based agencies in 2007 and 2011, but giving from it was low or absent in other years. Finally, the Marin Community Foundation did not begin giving significant amounts in Solano until 2011.

**Figure 4: Amount Given in Solano by Top Grantmakers (Periodic Grantmakers)**



### What Gets Funded in Solano County

Between 2006 and 2012, the top ten recipient agencies in Solano collectively received 146 grants, for a total of \$11.7 million. The largest foundation grants given in Solano went to 3 Fairfield-based agencies: Solano Land Trust, Solano Coalition for Better Health, and Partnership HealthPlan of California.

- **Solano Land Trust** partners with private and public entities to protect and conserve Solano County’s farmland, rangeland, and open space. Its properties include the Jepson Prairie Preserve, King-Swett Ranches, Lynch Canyon, Rush Ranch, and Rockville Trails. Its most recent grants have come from the Stephen Bechtel Fund, the San Francisco Foundation, and the Valero Energy Foundation.
- **Solano Coalition for Better Health** is dedicated to improving access to health care in Solano. It engages in insurance outreach to traditionally uninsured populations, manages the county’s Covered California (i.e., Affordable Care Act subsidized care) enrollment team, and oversees the Solano Kids Insurance Program, which enrolls children in subsidized insurance and pays insurance premiums. Its largest recent grants came from the Solano Community Foundation.
- **Partnership HealthPlan of California** manages the Medi-Cal program in Solano County and 13 other counties in Northern California. With its base in Fairfield, it administers Medi-Cal benefits to over 95,000 members in Solano County. Since 2006, it has received large grants from just two foundations: Marin Community Foundation and Community Foundation of Sonoma County.

**Figure 5: Top Ten Recipients in Solano, 2006-2012**

Organization	Grants Rec'd	Grant Dollars Received
Solano Land Trust	15	\$3,177,090
Solano Coalition for Better Health	24	\$2,702,306
Partnership HealthPlan of California	5	\$1,163,957
Saint Catherine of Siena School	1	\$963,227
Children's Network of Solano County	12	\$689,255
City of Vacaville	6	\$644,608
Area Agency on Aging Serving Napa and Solano	13	\$623,542
Fighting Back Partnership	19	\$590,500
California Maritime Academy Foundation	18	\$552,000
Advocates for Indigenous California Language Survival	33	\$545,000
<b>Total</b>	<b>146</b>	<b>\$11,651,485</b>

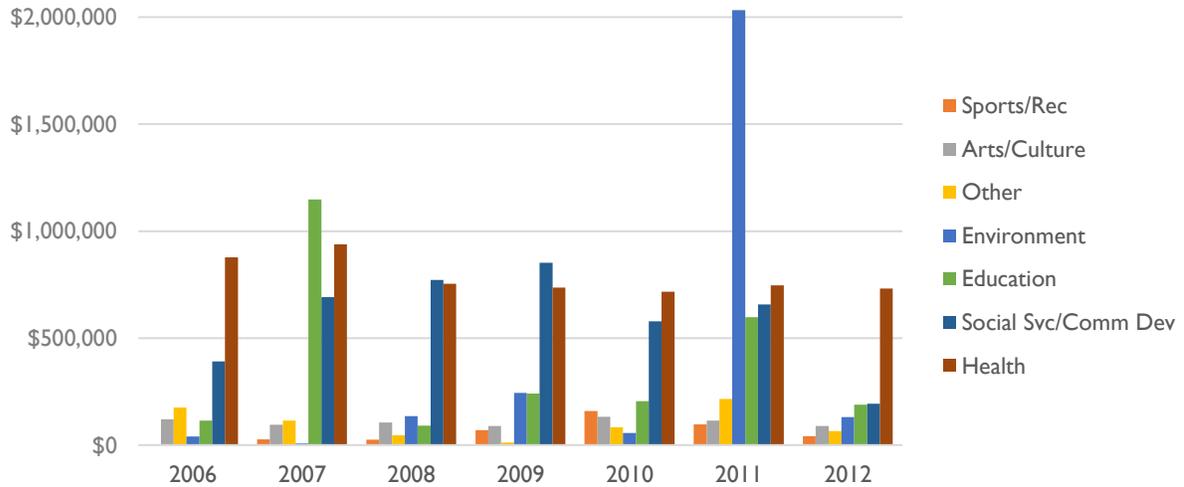
To determine what types of initiatives are funded in Solano, grant giving was categorized into seven major subjects: arts and culture, education, the environment and animal welfare, health, social services and community development, sports and recreation, and other.

- **Arts and Culture.** Funding in this category went to visual arts, music, theater, and dance groups, as well as cultural preservation activities.
- **Education.** This category included funding for higher education, K-12 schools, libraries, and educational support programs, such as scholarships and tutoring.
- **The Environment and Animal Welfare.** Recipients of these grants were agencies devoted to environmental protection, climate change mitigation, environmental education, and animal welfare.
- **Health.** The grants given in this category went to improving healthcare access, healthcare services, disease prevention, and other public health efforts.
- **Social Services and Community Development.** This category of grants covered a broad range of support, including aid for basic needs, child welfare, counseling, home visiting, parent education, employment services, and support for people with special needs. It also encompassed community and economic development activities, such as community organizing, housing development, and workforce development.
- **Sports and Recreation.** Grants given in this category went to community recreation activities (e.g., parks, playgrounds, and camps) and athletic organizations.
- **Other.** This category included grant types that were relatively uncommon. It includes grants for religious activities, international relations and human rights, public policy, scientific research, and philanthropy (e.g., other foundations).

Between 2006 and 2012, giving in Solano was consistently strong in health and consistently low in sports and recreation and arts and culture. Giving to education-related causes and environmental causes dramatically increased in 2007 and 2011, respectively, corresponding to two large one-time grants described in the previous section (the 2007 grant from the John and Dorothy Shea Foundation to St. Catherine's of Siena School, and the 2011 grant from the Gordon and Betty Moore Foundation to the

Solano Land Trust). Giving in social services remained high until 2009, when it steadily dropped, hitting its lowest level in 2012.

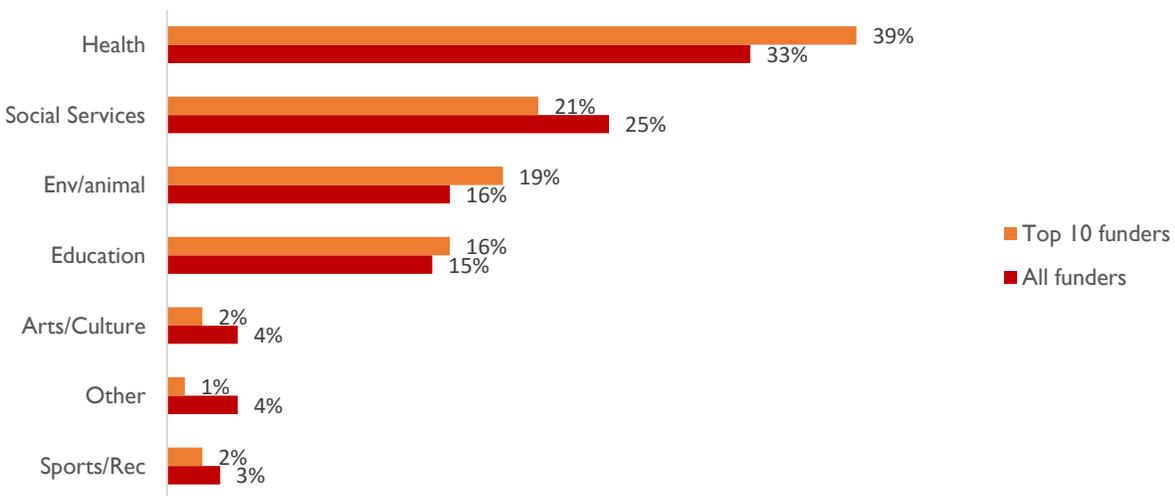
**Figure 6: Amount Given in Solano County, by Grant Category**



Between 2006 and 2012, the greatest percentage of the total funding given to Solano-based agencies was given for health-related purposes (33%). Social services and community development comprised the next largest category of funding, representing a fourth (25%) of the amount given in the county between 2006 and 2012. About 16% of funding to Solano-based agencies went to environment/animal welfare causes, and 15% went to education. Just 4% of funding in Solano went to arts and culture and 3% went to sports and recreation.

The types of investments made by the top ten funders in Solano were similar, with the greatest proportion of their funds going to health-related projects (39%) and social services (21%). However, the top grantmakers gave more in the areas of health and the environment, and slightly less in the areas of social services and arts/culture, compared to other foundations that gave in Solano.

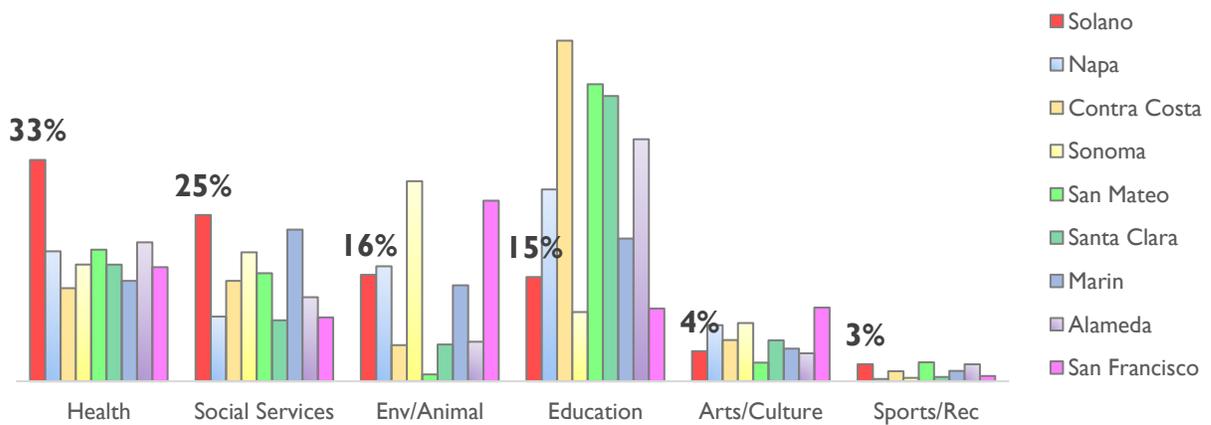
**Figure 7: Percent of Solano Funding, by Grant Category, 2006-2012**



Compared to the make-up of foundation funding in other Bay Area counties, giving in Solano is disproportionately high in health and social services. For example, a third (33%) of the funding given to Solano was for health-related purposes, compared to just 20% of the funding in other counties. Additionally, 25% of the funds in Solano were for social services, compared to 22% in Marin and less than 20% across the other counties studied. In contrast, giving was relatively low for education initiatives in Solano. Just 15% of funding to Solano-based agencies went to education-related projects, while in most other counties, over 20% of the funds went to education. Finally, like Solano, giving was relatively low in all Bay Area counties in the areas of arts and culture and sports and recreation.

**Compared to other Bay Area counties, giving in Solano is disproportionately high in health and social services**

**Figure 8: Percent of Foundation Funding, by County and Grant Category, 2006-2012**



# Trends in Giving in Solano and the Region

## Summary of Total Foundation Giving, 2006-2012

Between 2006 and 2012, nearly 200,000 grants totaling \$12.9 billion were given to agencies in the Bay Area. However, as shown in the chart below, these funds given were heavily concentrated in just a single county: San Francisco. Almost half of the funding (48%) given over this period was provided to agencies in San Francisco.

**Grant dollars received have increased in the top counties and declined or stagnated in the bottom counties**

By comparison, as was found in the Irvine Foundation study, Solano County received the least foundation grant dollars in the Bay Area; grants awarded in Solano County made up less than 1% of the funds given in the region between 2006 and 2012. Between 2006 and 2012, San Francisco has received \$6.3 billion in grant dollars from foundations, 362 times the amount received by Solano in the same time period (\$17.3 million).

**Figure 9: Foundation Dollars Received, 2006-2012**

County	Grants Received	Grant Dollars Received
San Francisco	73,744	\$6,265,696,277
Alameda	33,274	\$2,998,634,537
Santa Clara	32,865	\$2,184,978,364
San Mateo	13,334	\$518,267,326
Marin	9,682	\$465,378,143
Contra Costa	5,616	\$272,668,439
Sonoma	4,069	\$159,939,176
Napa	1,323	\$63,228,576
Solano	567	\$17,313,214
<b>Total</b>	<b>174,474</b>	<b>\$12,946,104,052</b>

These findings match the conclusions of the Irvine Foundation, namely that Solano, and to a lesser extent, Napa, Sonoma, and Contra Costa, trail behind other counties in the region in total and per capita grant dollars given, with Solano receiving the lowest amount of grant dollars according to both measures.

## Trends in Foundation Giving Over Time

In addition to determining the total amount of giving that has occurred since 2006, this report aims to illustrate changes in grant activity over that time period. To measure these changes, the charts and tables below show the total grant dollars and the grant dollars per capita received in each county in 2006, 2009, and 2012.

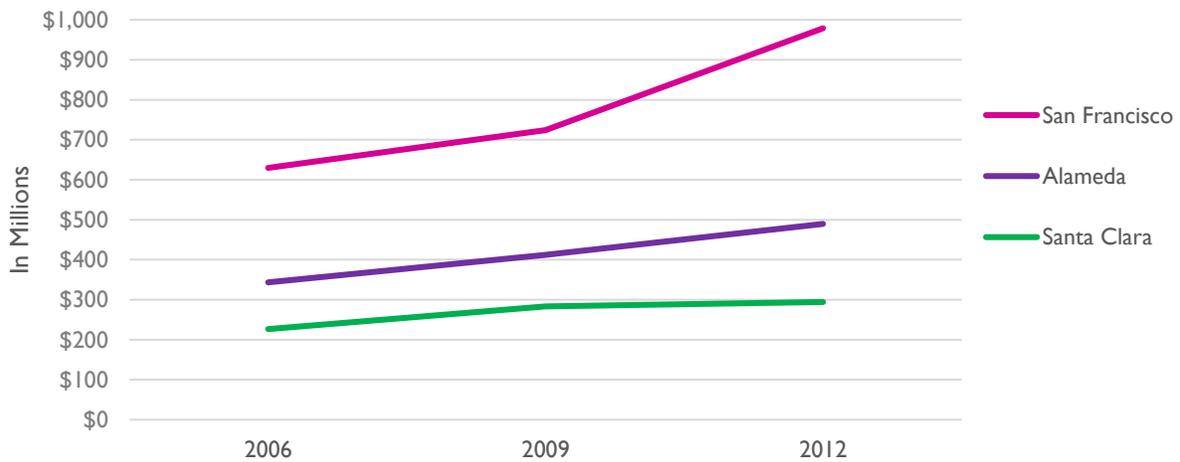
Total grant dollars given across all Bay Area counties between 2006 and 2012 increased from \$1.4 billion to \$1.9 billion, but the gains were concentrated in counties already receiving the most grant dollars; giving declined or stagnated in the bottom counties, exacerbating the gaps in giving between Bay Area counties. Due to the vast differences in amounts given, this section is subdivided into two groups, so

that changes in each county are more easily visible: those counties where giving was greater than \$200 million in all three years (San Francisco, Alameda, and Santa Clara), hereafter called “top” counties, and those counties where giving was less than \$200 million (Solano, Napa, Sonoma, Marin, Contra Costa, and San Mateo), referred to hereafter as “bottom” counties.

*Trends in Funding for Top Counties*

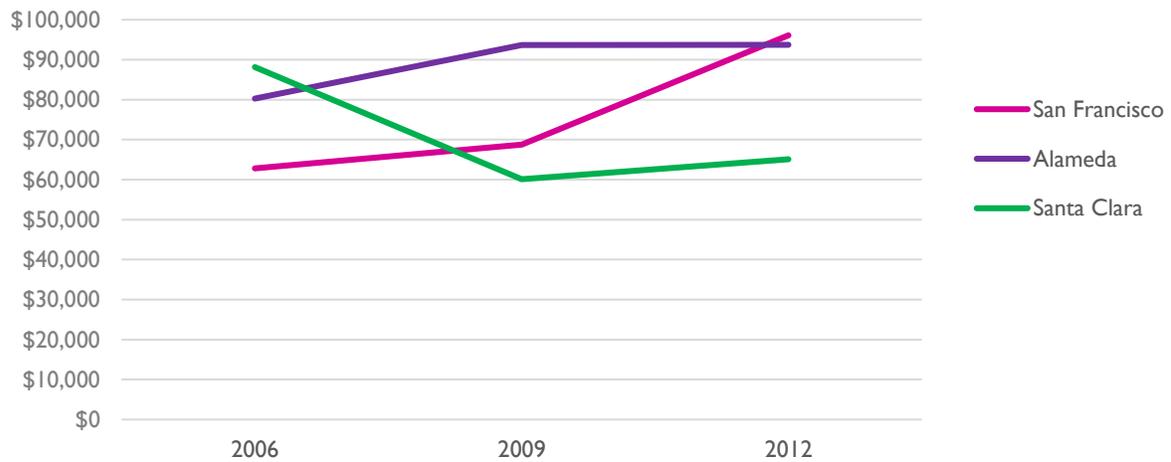
San Francisco, Alameda, and Santa Clara all saw increases in the amount of grant dollars they received between 2006 and 2012, but the rise in giving was steepest in San Francisco. Giving to San Francisco-based agencies rose 55%, while it rose by 43% in Alameda and 30% in Santa Clara. By 2012, San Francisco was receiving nearly \$1 billion in grants, while Alameda, the next highest recipient, was receiving close to half that amount. Grant giving in Santa Clara rose from just over \$200 million in 2006 to nearly \$300 million in 2012.

**Figure 10: Foundation Dollars Received, by Year (Counties Receiving Over \$200 Million)**



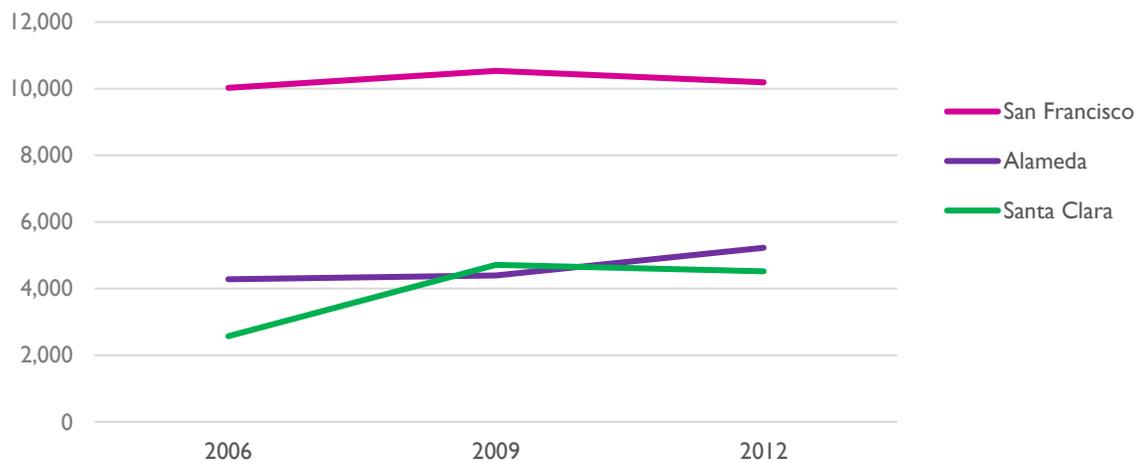
In San Francisco, the rise in overall funding observed over time appeared related to changes in average grant size, which increased from just over \$60,000 in 2006, to nearly \$100,000 in 2012. Over the same period, average grant size rose to a lesser degree in Alameda, while it declined in Santa Clara.

**Figure 11: Average Amount per Grant (Counties Receiving Over \$200 Million)**



In contrast to the average amount given per grant, the total number of grants given in San Francisco held steady, suggesting the rise in total funding from 2006 to 2012 was solely due to increases in grant size. Conversely, the number of grants given per year rose in both Alameda and Santa Clara, which helped account for the observed increases in total funding in these counties.

**Figure 12: Number of Grants (Counties Receiving Over \$200 Million)**

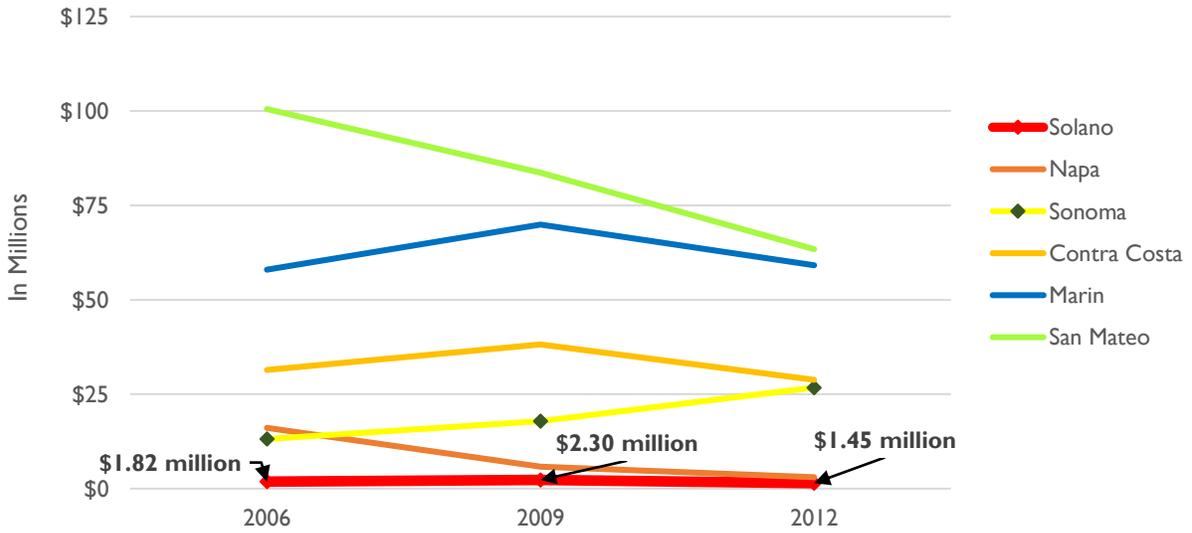


***Trends in Funding for Bottom Counties***

Foundation giving in the least-funded counties generally declined or remained the same from 2006 to 2012, with the exception of Sonoma, where giving doubled from \$13 million in 2006 to nearly \$27 million in 2012. Giving in San Mateo and Napa declined over this time period by 37% and 81%, respectively. Marin and Contra Costa saw slight increases in 2009, but giving had declined again by 2012.

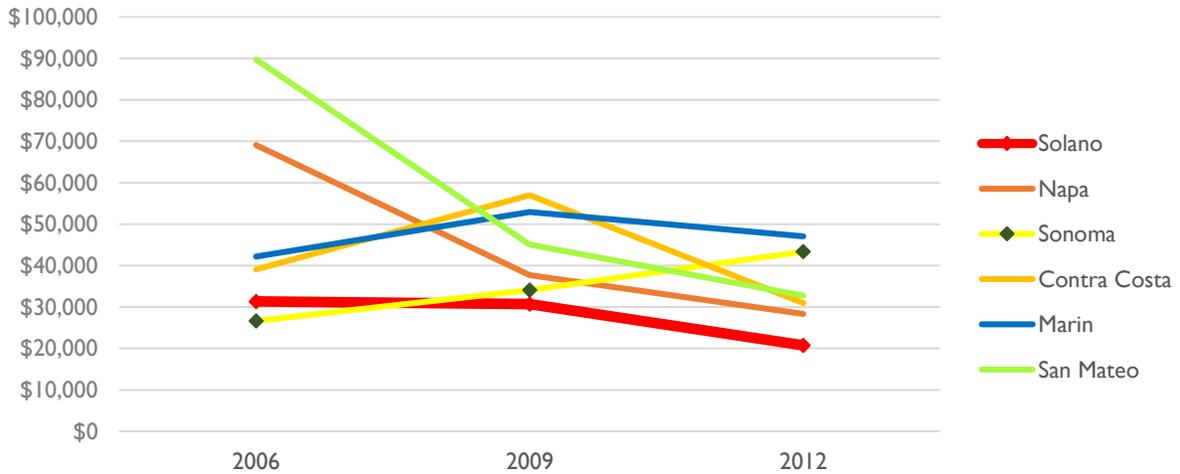
Across all years, Solano remained the lowest resourced county in the region. Although grant giving in Solano increased from \$1.8 million in 2006 to \$2.3 million in 2009, it had dropped back to just \$1.5 million in 2012, roughly half the amount received by the next lowest county in the region, Napa.

**Figure 13: Foundation Dollars Received, by Year (Counties Receiving Under \$200 Million)**



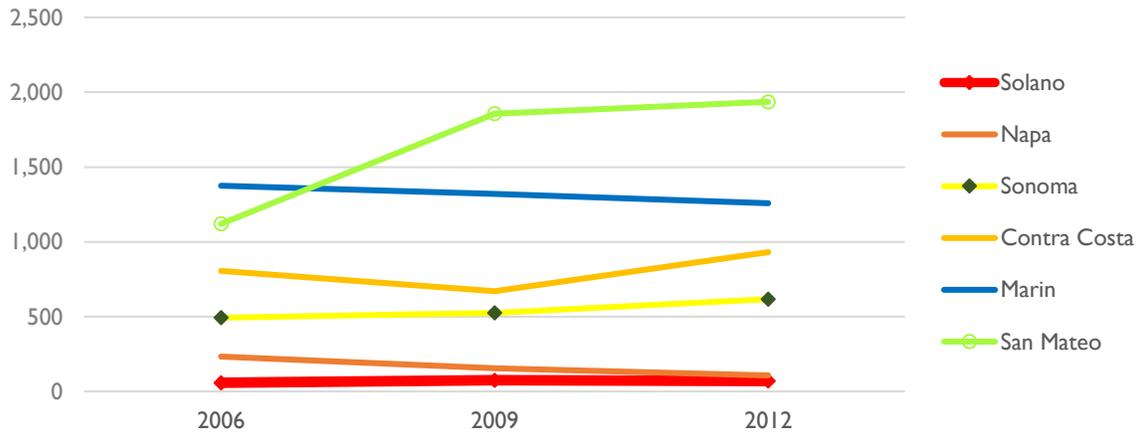
As seen below, Sonoma was the only county that experienced an increase in average grant size over time. Conversely, the average grant size dropped over time in Contra Costa, San Mateo, Napa, and Solano. The average grant size in Solano declined from just over \$30,000 in 2006 to just over \$20,000 in 2012.

**Figure 14: Average Amount per Grant (Counties Receiving Under \$200 Million)**



The number of grants given per year also rose in Sonoma, suggesting its increase in total funding was due to changes in both average grant size and number of grants received. The number of grants received in San Mateo also rose over time, while the number of grants awarded in Contra Costa and Marin held relatively constant. The number of grants given in Solano rose from 58 in 2006 to 75 in 2009, but dropped back to 70 in 2012. In contrast, Napa observed a steady decline in number of grants received between 2006 and 2012.

**Figure 15: Number of Grants (Counties Receiving Under \$200 Million)**



These findings suggest that increases in total funding from 2006 to 2012 in San Francisco were primarily due to increases in average grant size, increases in Alameda and Santa Clara were primarily due to increases in the total number of grants received, and in Sonoma, the rise was due to both increased grant size and increased number of grants received. San Mateo’s drop in funding was driven by a sharp decline in average grant size, whereas the drop in total funding observed in Napa was due to a combination of changes in average size per grant and number of grants received. Unlike any other county in the region, Marin saw changes of less than 20% in both grant size and number of grants received over time. Contra Costa experienced a drop in average grant size, but the number of grants received was steady enough to prevent a drop in overall funding. Finally, in Solano, the relative stagnation between 2006 and 2012 was due to a drop in average grant size combined with a slight increase in the number of grants received.

**Figure 16: Changes in Grant Dollars, Average Grant Size, and Number of Grants Received, 2006-2012**

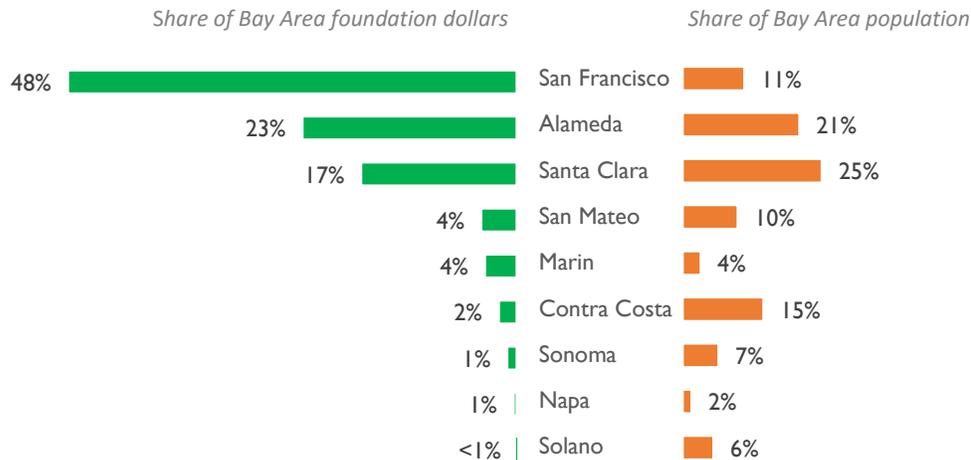
County	Grants Dollars Received	Average Grant Size	Number of Grants Received
San Francisco	↑	↑	↔
Alameda	↑	↔	↑
Santa Clara	↑	↓	↑
Marin	↔	↔	↔
San Mateo	↓	↓	↑
Napa	↓	↓	↓
Sonoma	↑	↑	↑
Contra Costa	↔	↓	↔
Solano	↔	↓	↑

Note: Red and green arrows indicate changes of 20% or more.

## Proportionality of Funding and Population across the Region

The distribution of grant revenue received by counties is not proportionate to their respective shares of the regional population. For instance, San Francisco comprises 11% of the regional population, but receives 48% of the foundation revenue across the region. Comparatively, Solano County makes up 6% of the region’s population and receives less than 1% of the Bay Area’s foundation giving. In short, Solano holds a disproportionate “slice of the Bay Area funding pie.”

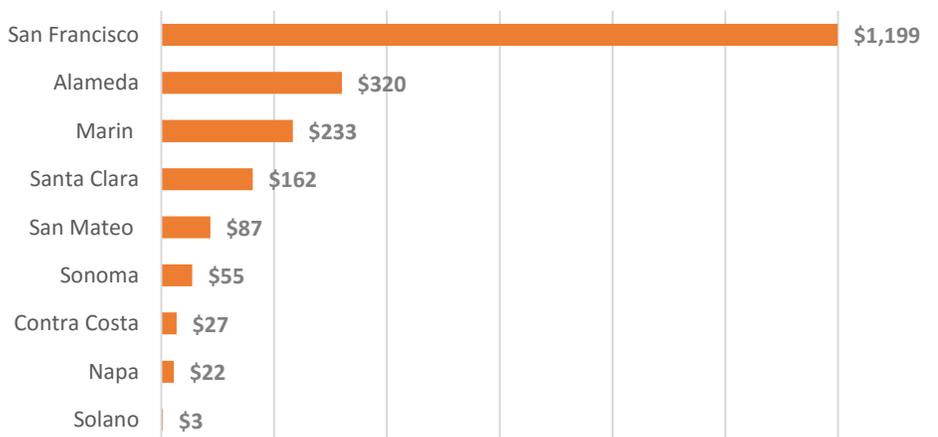
**Figure 17: Distribution of Foundation Dollars Across the Bay Area Compared to Population, 2006-2012**



## Foundation Grant Dollars Given Per Capita in 2012

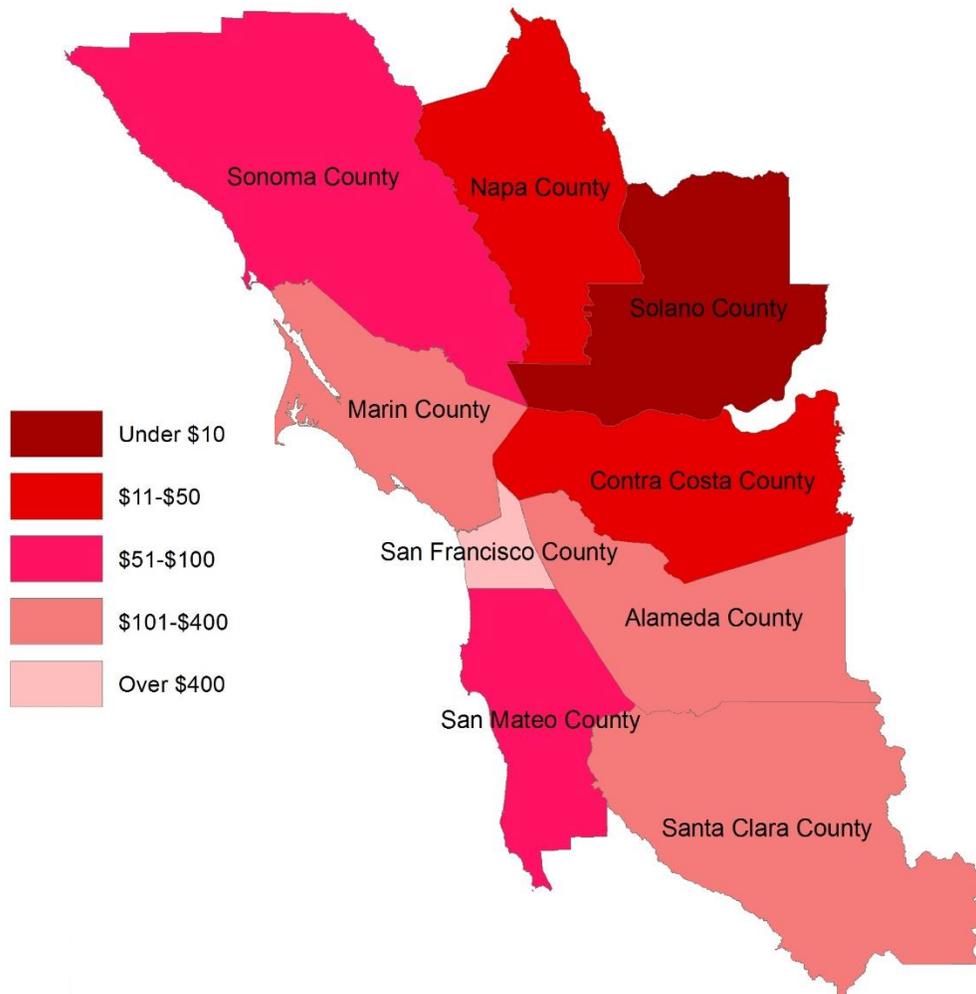
Given the differences in the population size of counties in the region, the amount of foundation grant dollars given per capita may be more informative than the total amount given in a county. This measure of giving can better identify areas of the region that are under-resourced. As seen in the chart below, the gaps in foundation giving per capita in the Bay Area are large, with San Francisco receiving nearly \$1,200 per capita in foundation grants and Solano receiving just \$3 per capita.

**Figure 18: Foundation Dollars Received Per Capita, 2012**



The map below illustrates these dramatic disparities.

**Figure 19: Foundation Dollars Received Per Capita, 2012**

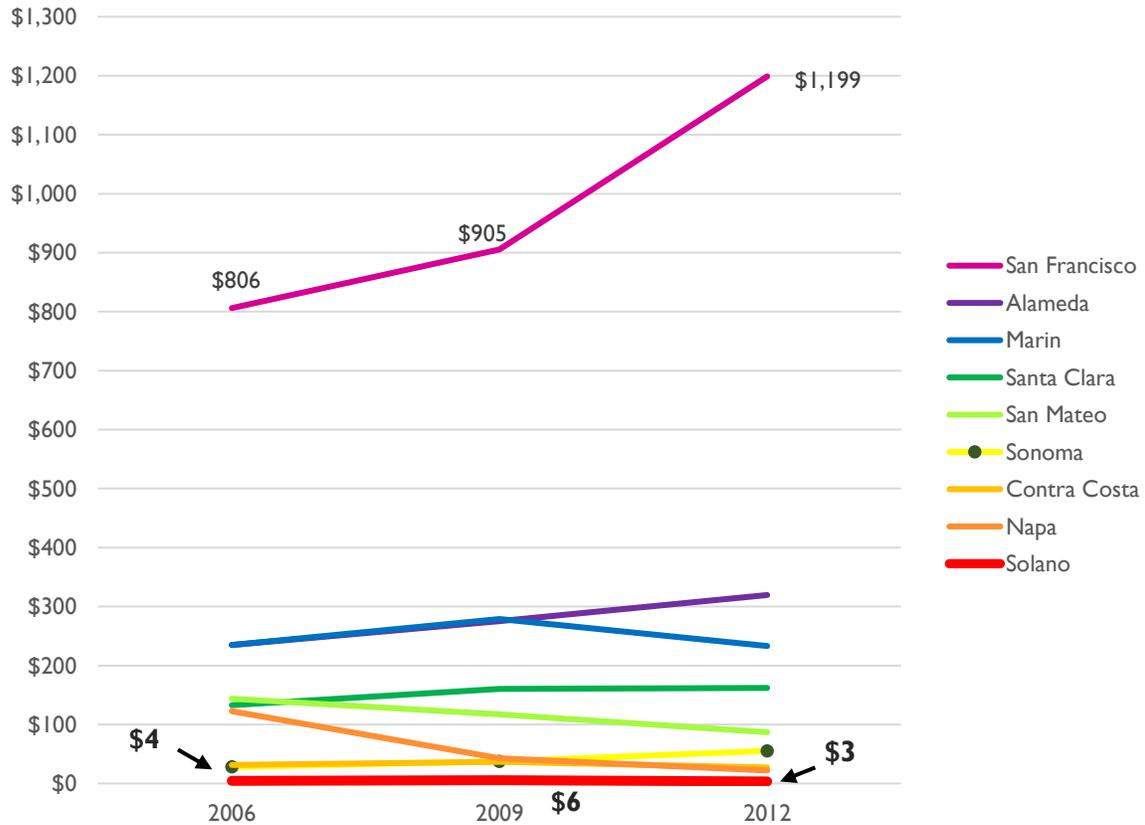


### Trends in Per Capita Giving since 2006

As seen in Figure 20 below, foundation giving has historically been strongest in San Francisco, and the amount of grant dollars given per capita in San Francisco increased by 49% from 2006 to 2012. Grant giving in Alameda County also rose over this time period, but by a more modest 36%. Most striking is the “giving gap” between San Francisco and all other counties over this time period. By 2012, San Francisco was receiving \$879 more per capita than the second highest resourced county, Alameda.

Meanwhile, the counties receiving under \$200 per capita each year generally experienced stagnation or decline in the per capita grant dollars they received between 2006 and 2012. Steep declines in giving per capita were experienced in San Mateo and Napa, which dropped by 40% and 82%, respectively, between 2006 and 2012. Throughout this time period, philanthropic activity was lowest in Solano, remaining below \$6 per capita. Giving to Solano-based agencies rose from \$4.43 per capita in 2006 to \$5.58 per capita in 2009, but then dropped to \$3.48 per capita in 2012. Gaps in foundation giving between Solano County and other areas of the Bay Area region remain large: by 2012, the level of giving per capita in the next lowest resourced county in the region, Napa, was over six times the level of giving in Solano.

**Figure 20: Foundation Dollars Received Per Capita, by Year**



In terms of both total grant dollars received and grant dollars received per capita, Solano’s position as the least resourced county has remained unchanged since 2006, despite drops in giving in San Mateo and Napa Counties. As giving in other Bay Area counties has grown (i.e., in San Francisco, Alameda, Sonoma, and Santa Clara), giving in Solano has stagnated, exacerbating the gaps between Solano and its wealthier neighbors.

**Figure 21: Change in Foundation Dollars Received, Overall, and Per Capita, from 2006 to 2012**

County	Grants Dollars Received	Grant Dollars Received per Capita
San Francisco	↑	↑
Alameda	↑	↑
Marin	↔	↔
Santa Clara	↑	↑
San Mateo	↓	↓
Napa	↓	↓
Sonoma	↑	↑
Contra Costa	↔	↔
Solano	↔	↔

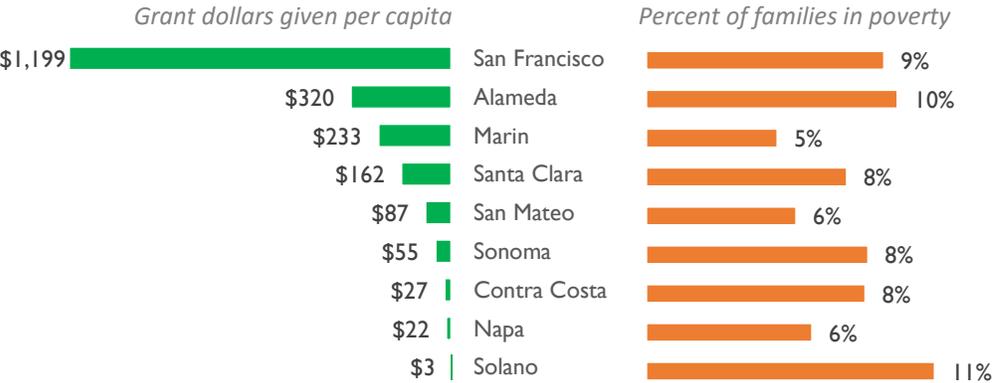
# Factors Underlying the Funding Inequities in the Bay Area

An important objective of this study was to determine some of the reasons Solano agencies have been less successful in attracting foundation funding compared to their counterparts in other counties of the Bay Area. A review of additional community level data, a focus group discussion with agency executive directors and managers in Solano, interviews with 8 foundation program officers, and a survey of staff at 21 Solano community based organizations and public agencies, offered several potential explanations for Solano’s position as the least-resourced county in the Bay Area.

## Is Foundation Funding Linked with Local Poverty?

One hypothesis is that the low level of funding in Solano County is linked to less need in the community. The opposite appears to be true: according to the US Census,<sup>5</sup> Solano County has the highest rate of family poverty across the Bay Area, but has the lowest level of funding, both in terms of total funding and per capita spending. Therefore, the amount of foundation funding is not commensurate with community need, as measured by family poverty.

**Figure 22: Relationship Between Per Capita Giving and Family Poverty, 2012**

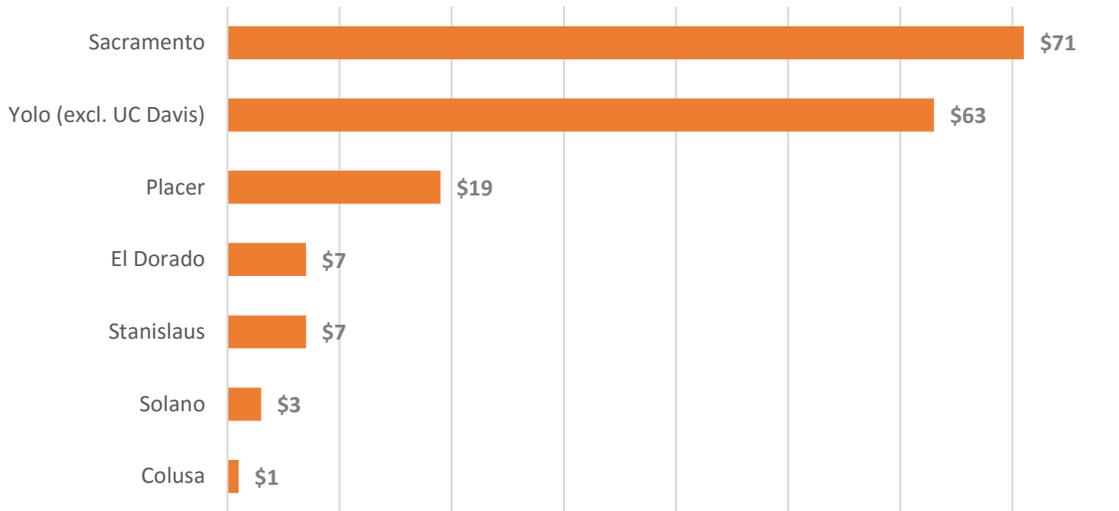


## Is Solano More Like its “Valley” Neighbors?

A second hypothesis is that the landscape of foundation giving in Solano is more similar to the “valley counties” to Solano’s east (i.e., Yolo, Sacramento, Stanislaus, Colusa, El Dorado, and Placer) than the Bay Area counties to its west. As the chart below illustrates, however, the only valley county that received less funding per capita than Solano was Colusa County, which received just one dollar per capita in foundation grants in 2012. In contrast, Sacramento pulled in \$71 per capita from foundations, and – even excluding funding to UC Davis – Yolo-based agencies received \$63 per capita in foundation funding. Valley counties generally received less per capita than Bay Area counties, but it appears Solano is underfunded even when compared to counties in this less-resourced region.

<sup>5</sup> U.S. Census, American Community Survey, 2012 1-year estimates.

**Figure 23: Foundation Dollars Received Per Capita, 2012**



### Is Foundation Funding Linked to the Number of Nonprofits in the County?

Another hypothesis is that, as a smaller county, Solano has fewer nonprofits that seek and receive funding. This is in fact true: Solano County has fewer registered nonprofits than other Bay Area Counties,<sup>6</sup> and the ratio of nonprofits per 10,000 residents is also lower than all other counties. Yet, local nonprofits also brought in, on average, less funding than nonprofits in other Bay Area counties.

**Figure 24: Number of Nonprofits Per 10,000 Residents, and Average Funding Per Nonprofit**

County	Nonprofits	Nonprofits per 10,000 Residents	Average Foundation Dollars per Nonprofit
Marin	2,340	91.9	\$25,289
San Francisco	6,416	78.5	\$152,570
Napa	841	61.0	\$3,604
Sonoma	2,864	58.8	\$9,341
Alameda	8,416	54.8	\$58,173
Santa Clara	8,964	49.5	\$32,831
San Mateo	3,483	47.7	\$18,204
Contra Costa	4,625	43.4	\$6,230
Solano	1,622	38.9	\$896

<sup>6</sup> Data on the number of non-profits and foundations in each county come from National Center for Charitable Statistics, Urban Institute. (2015). NCCS web tools. <http://nccsweb.urban.org/nccs.php>

## Is Solano in Foundations' Region of Grantmaking?

Yet another possible reason Solano brings in less funding from foundations is that the county is not in foundations' region of grantmaking. Interviews with foundations in the Bay Area confirmed that this is a significant barrier – Solano is not currently in the geographic region for several of the top foundations in the Bay Area.<sup>7</sup> Some foundations, like The California Endowment, have given to Solano in the past, but are currently focusing their investments in other California communities. In other cases, funding tends to be limited to the county in which the foundation is headquartered and its immediate neighbors (one foundation key informant said that this can happen because foundation trustees are most interested in funding projects in their own communities). This is problematic for Solano, which has the least number of local funders, the lowest rate of funders per capita, and these funders hold the smallest amount of total assets (see Appendix I for a list of foundations headquartered in Solano County).

**Figure 25: Private Foundations Headquartered in the Bay Area**

County	Foundations	Foundations per 10,000 Residents	Foundation Assets
Marin	243	9.54	\$3,238,285,837
San Francisco	738	9.03	\$15,153,841,611
Santa Clara	1,016	5.61	\$22,274,447,828
San Mateo	380	5.21	\$13,126,889,264
Napa	68	4.93	\$257,470,179
Alameda	384	2.50	\$2,255,662,037
Contra Costa	256	2.40	\$1,569,629,236
Sonoma	114	2.34	\$395,478,905
Solano	38	0.91	\$40,518,278

One Solano agency executive director/manager likewise observed that the low rate of foundation funding in Solano may be tied to the shortage of local resources for philanthropy relative to other Bay Area counties, like San Francisco or Santa Clara, which have been infused with donations from the booming tech industry. Contributing further to this dearth of local funders, the Frank and Eva Buck Foundation, the largest foundation based in Solano County, will be shutting its doors in 2016. As a result, Solano agencies need to look for foundation funding outside of the county, including from statewide and nationwide foundations.

Seven of the Solano agency staff who responded to the survey also cited geographic restrictions as a primary reason they don't apply for and receive foundation funding. One noted that they were denied a particular grant because the foundation prefers to fund closer to their headquarters, which is outside of Solano. Another said that their organization operates in three counties (Alameda, Contra Costa, and Solano), and observed that foundations are less interested in funding their Solano site. Agencies also

**"There aren't many foundations that fund in Solano County...We are having trouble finding funders that want to fund the work that we do."**  
 -Solano agency representative

<sup>7</sup> For example, the Marin and San Francisco Community Foundations typically do not give in Solano; staff from these foundations said any funds Solano received from them in prior years were likely donor advised (i.e., given to the foundation from a donor for a specified purpose). Foundations do not have control over these funds.

noted that, even if a foundation gives grants in Solano, funding is sometimes restricted to certain regions within the county (e.g., Sierra Health funds only from Fairfield east).

### Do Solano Agencies have Relationships with Foundations?

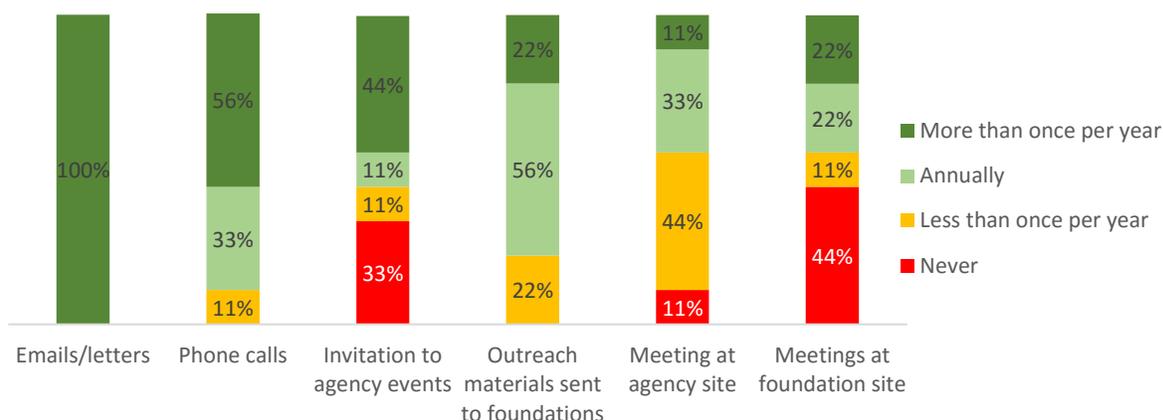
Another potential reason for the giving gap between Solano and its neighbors is that Solano agencies are less likely than those in other counties to have established relationships with funders. Because most foundations do not take unsolicited proposals and some do not even release Requests for Proposals (RFPs), these relationships are critical.

Several foundation program officers suggested this was the case – they remarked that Solano is simply not on their radar, because agency leaders have not clearly communicated the needs of Solano, nor done the necessary relationship-building to establish connections with foundations. Most foundations interviewed said they had limited, if any, contact with Solano-based agency leaders. Likewise, three Solano agency executive directors/managers in the focus group believed that Solano needs to better market themselves, using data to tell the story of Solano’s needs and what local organizations can do to meet them.

**"People need to come and talk to us. That's how we think about our funding, it's in the context of relationship building."**  
 -Bay Area program foundation officer

Survey results from Solano-based agencies suggested that relationships between funders and local agencies could be strengthened. Although nearly two-third (63%) of agencies said they had some form of contact with funders, in most cases, this correspondence took the form of email or letter, phone call, or outreach materials sent to foundations, with email being the most frequently used method. Unfortunately, foundation officers indicated that email was typically not sufficient to get the attention of a foundation.

**Figure 26: Percent of Agencies Reporting Contact With Foundations, by Type and Frequency**



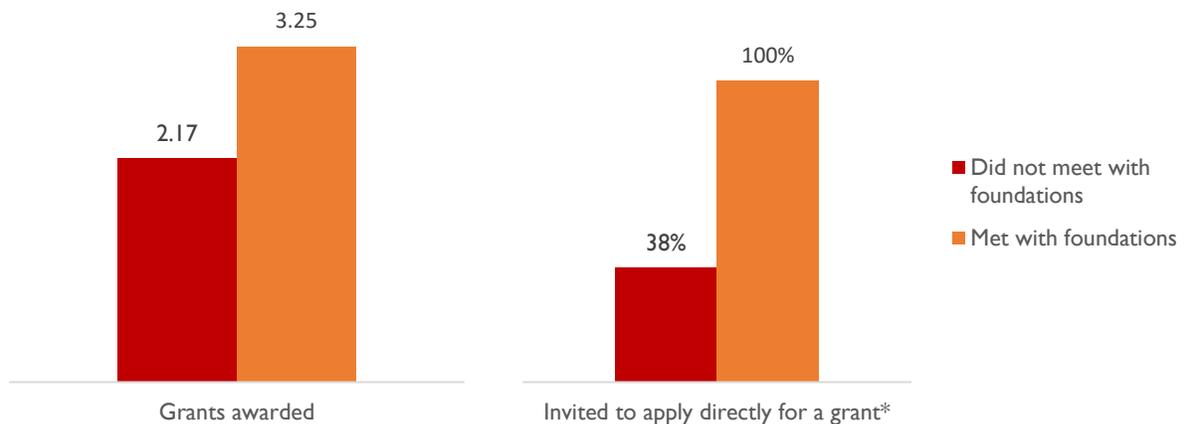
Source: Survey of Community-based Organizations, Applied Survey Research, 2016. N=9.

Less than half (44%) of respondents said that they had met with a foundation in person in the last 12 months to discuss funding opportunities. Most reported having only one or two meetings with

foundations in the last year. A little over half (55%) of these meetings were reportedly successful in bringing in funding to the agency.

Although not statistically significant, those agencies who met with foundations brought in slightly more grants in the last 12 months than those who did not. They were also significantly more likely to have been invited by a foundation directly to apply for a grant.

**Figure 27: Likelihood of Grants Awards in the Last Year and Invitations to Apply, by In-Person Contact with Foundations**



Source: Survey of Community-based Organizations, Applied Survey Research, 2016. N=16.

\*Statistically significant ( $p < .05$ )

Nearly all agency staff (94%) said that they need help outreaching to funders, including developing relationships with funders and conveying their needs to funders. This was by far the most commonly reported type of help agencies needed in securing foundation funding.

### Are Solano Agencies Applying for Funding?

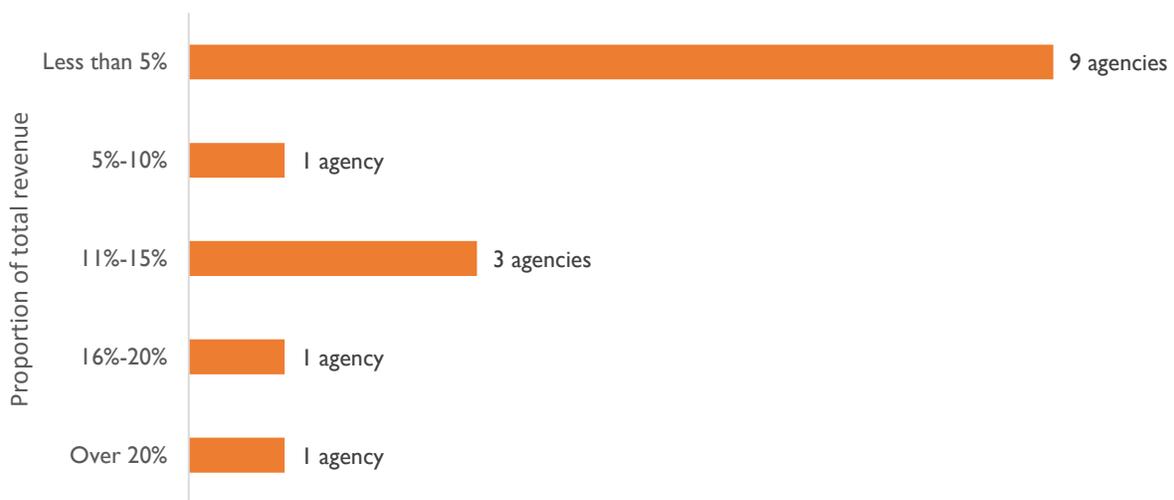
Solano may also receive less in foundation funding than other counties because they simply do not apply for grants. Although we did not have a full accounting of grant applications in the county, the interviews and survey results revealed a lack of capacity among Solano-based organizations to apply for funding from foundations. Several foundations said they receive few, if any, applications from Solano, even when there appears to be alignment between the foundation's priorities and the agency's work. Another foundation mentioned that a Solano agency had applied for funding in prior years, but never followed up with additional requests. One program officer also said that many agencies fail to look for funding far enough in advance to allow sufficient time to complete a successful application. Foundation staff said they believe Solano agencies have limited capacity to provide services, let alone research grants and manage the application process.

**"We frequently find potential funding opportunities via eCivis or other websites, however the turnaround time is usually too short to pull off a quality proposal, given our current resources."**  
-Solano agency representative

In addition to lacking time to apply, some Solano agencies appear to have limited expertise in forging relationships with foundations and applying for funding, according to foundation program officers. Three foundations said that when they did receive applications from Solano agencies, there were significant problems with the application, such as the budget being drawn up incorrectly. One program officer noted that the budgets agencies submit do not always match the activities they describe in the narrative section of the application.

All but two Solano agencies surveyed said they applied for a grant from a foundation in the last year, but they also cited difficulties in finding the time and staff resources to pursue foundation grants. In the majority of cases, the executive director (ED) applies for grants (65%), while just three of the agencies had a grant writer on staff. Agencies reported that the director usually has help from another staff member, volunteer, or an outside consultant, but capacity to apply was still a major barrier. As one respondent noted, “We are a small non-profit and rely on the ED to apply with the help of a volunteer. Time constraints are a big concern.” Given their limited resources to apply for foundation funding, it is perhaps not surprising that foundation grants made up no more than 5% of the budgets for most of the agencies surveyed. Instead, most agencies received the bulk of their funding from county grants or contracts.

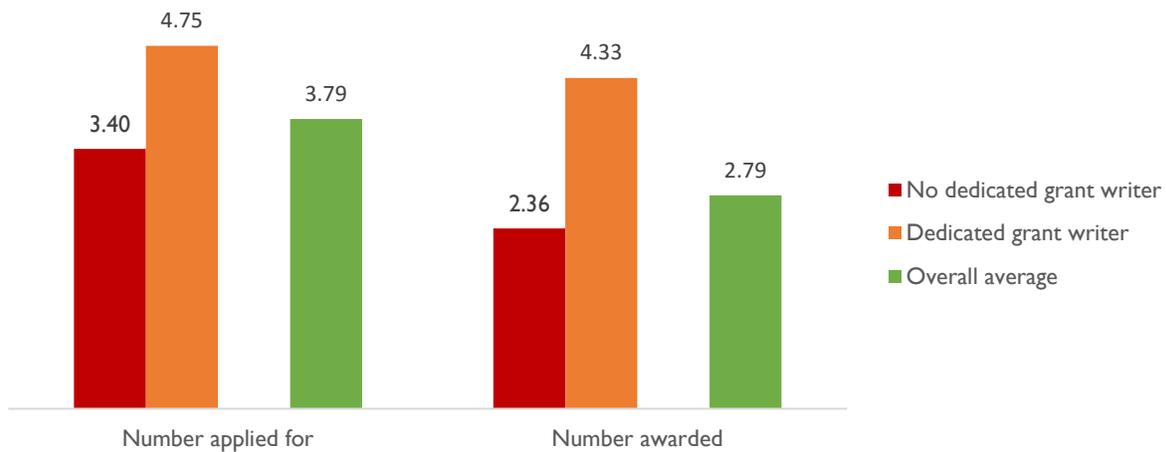
**Figure 28: Proportion of Annual Agency Revenue from Foundation Grants**



Source: Survey of Community-based Organizations, Applied Survey Research, 2016. N=15.

On average, agencies applied for 3.79 grants in the prior year, and were awarded an average of 2.79 grants. As shown in the chart below, the three agencies that had a dedicated grant writer were able to apply for and were awarded more grants in the prior year than the agencies who did not, but the differences were not statistically significant.

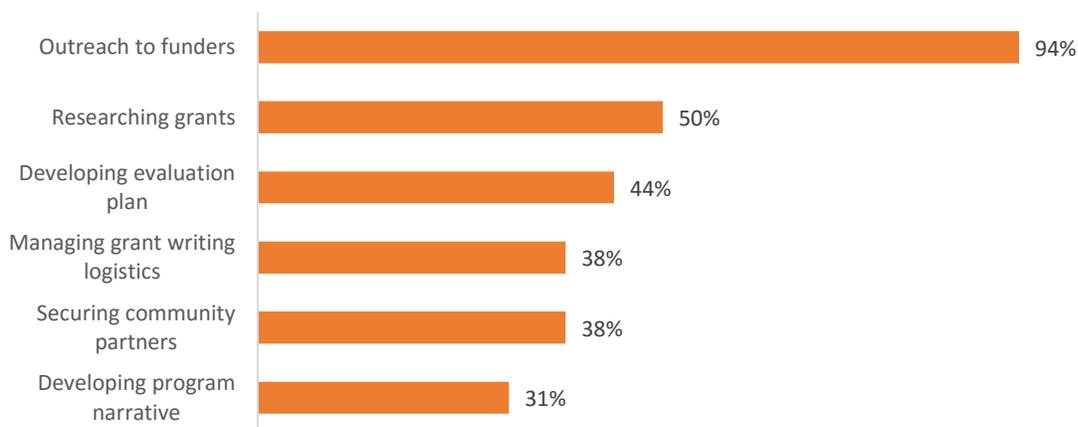
**Figure 29: Number of Grants Applied for and Awarded in Last 12 Months, by Presence of Grant Writer**



Source: Survey of Community-based Organizations, Applied Survey Research, 2016. N=14.

Aside from time and staffing limitations, many Solano agencies reported needing help with various aspects of the grant writing process. In particular, agencies wanted support around outreach to funders (as mentioned previously), researching grants, and grant writing. Half of respondents said they needed help with researching grants,<sup>8</sup> while 44% said they needed support in developing clear evaluation plans in their grant applications. Over 3 in 10 needed support in other activities associated with the application process, including managing the logistics of grant writing (e.g., managing supporting documents), securing the necessary community partners for the grant, and developing a program narrative (e.g., demonstrating agency needs, defining goals, and describing activities).

**Figure 30: Percent of Agencies Who Want Grant Application Support, by Type**



Source: Survey of Community-based Organizations, Applied Survey Research, 2016. N=16.

<sup>8</sup> In response to another question on the survey, 25% of agencies said they were not even sure where to apply.

## Do Solano Agencies Have the Partnerships and Approaches that Foundation Seek?

All of the foundation program officers interviewed said they are looking to fund strong partnerships that are trying to change systems, as opposed to individual programs that operate within a single discipline. Three of the funders also said that they do not generally fund programmatic work, one of whom saw that as the role of government, not foundations. It is possible that Solano agencies receive less funding from foundations than other counties, because they have not demonstrated that they have built strong interagency partnerships and developed approaches to change systems. One foundation respondent felt that applications from Solano had not been successful because they did not demonstrate an interdisciplinary, systems-level approach to solving problems in the county. Another funder said that they recently had an application open for an advocacy and systems change project, and despite inviting a potential Solano partner to apply, they received no application.

A lack of partnerships and systems change orientation was less of a barrier from the perspective of Solano-based agency staff surveyed. Just 11% said that they were turned down for a grant because they did not have the necessary partnerships, while 38% thought they need help in securing community partners to apply for grants. On the other hand, three of the Solano agency executive directors/managers participating in the focus group believed Solano organizations need to develop a shared funding agenda and collaborate more with partners in neighboring counties.

## Are Solano Agencies Perceived by Funders to be Sustainable Investments?

Even when Solano agencies are able to apply for grants, foundation program officers sometimes perceived them to lack the capacity to be sustainable or successfully follow through on their grant obligations. One program officer said that when Solano agencies have received funding in the past, they have not always been able to maintain the grant due to a lack of staffing. Some foundations will fund programs over many years, but still look to invest in viable programs and initiatives that will improve an agency's efficiency and effectiveness. Another program officer said that nonprofit capacity is a major reason they primarily fund innovative ideas in counties like San Francisco, where the nonprofit industry is strong. Some funders believe that if a program does not work in San Francisco, it probably will not work anywhere else.

In contrast to the feedback from foundations, Solano-based agencies did not cite budget insufficiencies or organizational capacity as reasons they did not receive a grant. Just two agencies said they were turned down for a grant because they did not present a clear sustainability plan, while a third agency indicated that they didn't receive a grant because other applicants were perceived to have more experience and content expertise.

However, Solano agencies' approximate annual revenue was significantly correlated with the number of grants they received in the prior year. For example, those that received just one or two grants in the last 12 months had an average annual revenue of \$1.3 million, while those who received at least three grants in the prior year had an average annual revenue of \$23.2 million. It is possible that better-resourced agencies are able to attract more grant money because they are perceived to be more sustainable.

# Strategies to Strengthen Foundation Support in Solano

Discussions with foundation representatives and Solano agency staff generated strategies to address the barriers described in the previous section and help Solano draw in more foundation funding in the future.

## Build Strong Relationships between Agencies and Funders

Nearly all foundation program officers indicated that to be a more successful partner, Solano agencies must build stronger relationships with funders, by researching the foundation’s priorities, calling program officers or their assistants to discuss funding opportunities that align with the agency’s work, meeting foundation representatives at professional conferences, and scheduling meetings with foundation officers to present proposals that support the foundation’s strategies. Foundation staff said Solano leaders also need to use local data to make Solano’s needs known to the foundation community. Organizations must demonstrate how their work not only addresses these needs, but also connects to the foundations’ priorities. Several foundation staff and Solano agency personnel noted that relationships will need to be built with foundations outside of the county, given how few funders are actually based in Solano. Cultivating these connections with funders will be essential for bringing foundation dollars into the county, because, in many cases, grantmakers will fund only the agencies with whom they have an established relationship or that have a known reputation in the region.

**"If you know somebody personally and you have a chance to understand their program...that makes them more likely candidates."**  
-Bay Area foundation program officer

**"[Potential grantees] need to make the case 'Why Solano?'"**  
-Bay Area foundation program officer

There were also indications that, because staff at foundations tend to share information with one another, becoming known to a foundation can lead to recommendations for future grants or partnerships. For instance, one program officer said that even if a foundation cannot fund the organization, making contact with the funder can be fruitful; that foundation may be able to refer the agency to another funder or recommend other programs with which the agency could partner.

In order to improve the visibility of Solano-based agencies, two foundation program officers suggested convening Solano stakeholders and foundations, so that Solano can communicate its needs and demonstrate the possibilities for investments in the county. However, the officers emphasized that in these meetings, Solano leaders should be very descriptive about the specific challenges faced by the county and the populations impacted.

## Build Strong Partnerships Locally and Regionally

Nearly all foundations reported that they are also more interested in funding collaboratives and systems work, rather than individual programs and direct services. Therefore, they recommended Solano agencies partner with one another to present communitywide proposals or partner with neighboring counties on regional proposals. One funder said that they are looking to fund partnerships across

disciplines, while another program officer suggested public agencies and community-based organizations partner to capitalize on each sector's unique capacities. Others said that they would like to see Solano collaborate with neighboring counties, like Contra Costa and Sacramento, with whom foundations already have contact and trust. Partnerships with neighboring counties could also help overcome the fact that Solano is geographically outside some foundations' region of grantmaking. In fact, several foundations interviewed said they have recently been funding in Solano only through region-wide consortia.

### Build Nonprofit Capacity

Capacity building of Solano-based agencies was cited as another important strategy for improving Solano's ability to successfully partner with foundations. Foundation staff said that some Solano agencies appear to need basic training and technical assistance to understand how to approach foundations, build relationships with them, and develop successful proposals. Although one foundation program officer said they are willing to work individually with potential grantees to improve their applications, other foundations are not.

In addition to training and technical assistance, pooling resources across the agencies was suggested to help strapped organizations build the capacity to successfully apply for grants. For example, one Solano agency staff member suggested nonprofits draw upon the expertise of grant writers at the County, and a foundation program officer recommended developing a shared network of volunteers that could help agencies raise funds and apply for grants. Yet, another program officer suggested partnerships with better resourced counties could also help address Solano's capacity issues.

**To begin building internal capacity to pursue foundation funding, Solano-based agencies could benefit from utilizing the resources of the Solano Community Foundation (SCF).** For example the SCF has developed a Nonprofit Partnership Program (NPP) that convenes local nonprofits for networking, and supports their efforts to seek funding. Members of the NPP can attend the free monthly workshops the SCF offers on topics like finding funders, proposal writing, and building a project budget. The SCF also recently launched an annual Give Local Solano fundraising event, which featured NPP members and sought to improve Solano agencies' visibility to potential funders. Finally, the SCF hosts computer workstations with paid subscriptions to the Foundation Center Funding Information Network, which offers grant-seeking trainings, guides, and other tools to help agencies successfully attract foundation dollars.

#### Strategies for Solano Agencies to Strengthen Foundation Support

- ✓ Leaders agree on shared investment agenda.
- ✓ Leaders meet with foundation representatives to clearly illustrate the county's needs and how agencies intend to address them.
- ✓ Leaders build relationships with foundations outside of the county, including statewide and nationwide foundations.
- ✓ Organizations partner with each other and with other counties, and pursue systems level change.
- ✓ Staff utilize available trainings and technical assistance to develop successful applications.

## Conclusion

As was found in the Irvine Foundation study a decade ago, the story of foundation giving in the Bay Area is a tale of two regions. Solano County remains under-resourced relative to its peers in the Bay Area, as measured by the low levels of philanthropic activity in the county. Moreover, philanthropic activity in Solano has changed very little over the last ten years. Every year since 2006, Solano has received the lowest number of grants, the lowest amount of overall grant dollars, and the lowest grant dollars per capita in the Bay Area region. Even relative to the less-resourced “valley counties” in California, Solano draws in fewer foundation dollars per capita. Gaps in foundation giving between Solano County and many of its neighbors have only grown: while foundation giving in the Bay Area overall increased 37% between 2006 and 2012, giving in Solano County saw none of those gains. Furthermore, data on foundation giving suggest that grantmakers who have invested the most in Solano since 2006 generally gave less in 2012 than in prior years. The state of giving in Solano stands in stark contrast to giving in most other parts of the Bay Area, but particularly San Francisco, Marin, Santa Clara, and Alameda, where foundation activity is among the strongest in the state. Yet, this is not a reflection of greater need in the latter counties, as Solano County has a higher family poverty rate than other Bay Area counties.

Although this report did not account for grants from sources other than foundations and other types of funding, the findings suggest that Solano County is woefully under-resourced and underserved. The stress this puts on the community is significant. Without foundation funding, nonprofits in the county have little to no discretionary funds to dedicate to non-programmatic aspects of their work, such as fundraising. This lack of support, in turn, adversely impacts the people in the county these agencies serve. Lastly, the lack of giving in Solano places a greater burden on government agencies, who become the primary source of funding for local nonprofits.

The gap in foundation giving between Solano and its Bay Area neighbors prompts questions about what prevents foundation investment in Solano and what can be done to strengthen foundation support in the county. Findings from this study suggest that Solano’s geographic location—outside the region of giving for many top foundations and home to relatively few local funders—make it difficult for Solano to even apply for funding.

However, Solano County is well-positioned to entertain innovative strategies and programs. The county is very diverse (racially, ethnically, socio-economically, and urban/rural), has many of the challenges of a big urban area, but is just the right size to pilot innovative initiatives. There is also a precedent of strong collaboration as evidence by efforts such as the Solano Coalition for Better Health and BabyFirst. Yet, this study indicates that Solano agencies need to do more to better make their case with the grant-

### **Since 2006, Solano has been at the bottom of the Bay Area's foundation funding food chain:**

- ▶ Lowest in total foundation funding
  - ▶ Lowest in per capita giving
- ...and the funding gap only continues to widen.

### **But Solano can begin to address this gap by building**

- ▶ Strong relationships with foundations
- ▶ Strong partnerships, locally and regionally
- ▶ Systems change approaches
- ▶ Agency capacity to apply and be successful grantees.

making community, including: meeting with foundations to clearly illustrate the needs of the county, developing partnerships at the local and regional level, pursuing systems change work, and building capacity within local agencies to develop successful grant applications and deliver quality programs. In partnership, local foundations and agencies can begin to chip away at the region's funding gap and better meet the needs of Solano County's residents.

# Appendix I

## List of Private Foundations Headquartered in Solano County

Foundation Name	Annual Foundation Assets	Annual Foundation Giving
Frank H. and Eva B. Buck Foundation	\$21,491,385	\$3,434,780
Solano Community Foundation	\$9,174,264	\$366,685
Arata Brothers Trust	\$6,838,966	\$335,000
Christian Community Development Corporation	\$839,991	\$268,671
Kenneth Heinz Family Foundation	\$3,055,735	\$207,206
Billy and Louise Yarbrough Family Foundation	\$931,816	\$115,600
Robert N. and Ella S. Ristad Foundation	\$740,399	\$56,000
Old Bofie Foundation	\$426,743	\$55,000
Solano Affordable Housing Foundation	\$5,967,441	\$44,097
Muriel M. Morris Educational Foundation	\$789,267	\$38,600
Saulys Foundation	\$236,611	\$17,050
Stephenson-Beelard Scholarship Foundation	\$168,868	\$10,000
Wildcat Booster Club	\$174,848	\$8,000
Randy Couch Memorial Fund	\$0	\$6,250
Carrington Foundation for Public Art	\$345,647	\$5,000
Swedish Foundation of San Francisco and Bay Area	\$98,109	\$5,000
Agnes Larsen Darnell Scholarship Fund	\$129,589	\$4,000
Advocate Foundation	\$0	\$3,376
One More Village Foundation	\$21,119	\$3,024
David F. Weeks Foundation	\$94,163	\$2,950
Angus Madden Memorial Trust	\$66,644	\$2,275
Herbert & Velma Kierstead Foundation	\$71,324	\$1,750
Kierstead Foundation	\$0	\$1,070
Rio Vista Farm Bureau Center Scholarship Fund	\$23,642	\$700
Marian Missionaries of Jesus Crucified	\$1,413,095	\$398
Jarrett Bush Foundation	\$1,965	\$100
John Clifford Hamilton Foundation	\$127,391	\$0
Charitable Foundation	\$125,298	\$0
Horse Rescue Relief and Retirement Fund Inc.	\$81,216	\$0
Yin Education Foundation	\$39,394	\$0
Club Solano Volleyball	\$27,586	\$0
Wit Academy	\$2,964	\$0
S P I C E-Spanish-English Peer Immersion Cultural Education Parent Association	\$2,266	\$0
Nor Cal Cruisers	\$1,637	\$0
Enterprise for Entrepreneurial Education	\$10	\$0
Catalyst Music Inc.	\$0	\$0
TaraWorks Foundation	\$0	\$0
Julia I. Carrington Foundation	\$0	\$0
Hands & Feet Foundation	\$0	\$0

Source: Foundation Center; Financial information from foundations' most recent available tax returns (2011-2013); Data here may not match that in Figure 25 due to differences in sources and tax years reflected.



# Foundation Giving in Solano County and the Bay Area

## WHO WINS, AND WHO'S LEFT BEHIND?

APPLIED SURVEY RESEARCH  
FIRST 5 SOLANO CHILDREN AND FAMILIES  
COMMISSION  
AUGUST 9, 2016

## Introduction

- **In 2003, foundations invested hundreds of dollars per capita in other Bay Area counties and just \$3 per capita in Solano**
- **Study purpose:**
  - ✓ Look at who gives in Solano and where the investments go
  - ✓ Determine how funding patterns have changed since the recession
  - ✓ Understand why foundation giving differs across counties
  - ✓ Develop strategies to strengthen partnerships between foundations and Solano County agencies

## Methods

- Updated 2006 James Irvine Foundation study of foundation giving in California
- Current study used similar methodology, analyzing tax returns from foundations
- Also interviewed eight representatives from Bay Area foundations and surveyed 21 Solano agency staff

## Who Gives and Who Receives in Solano?

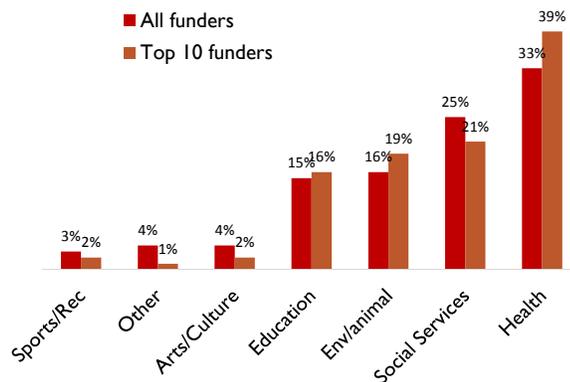
- **Top funders in Solano included**

- ✓ California Endowment
- ✓ Gordon and Betty Moore Foundation
- ✓ Valero Energy Foundation

- **Top recipients included**

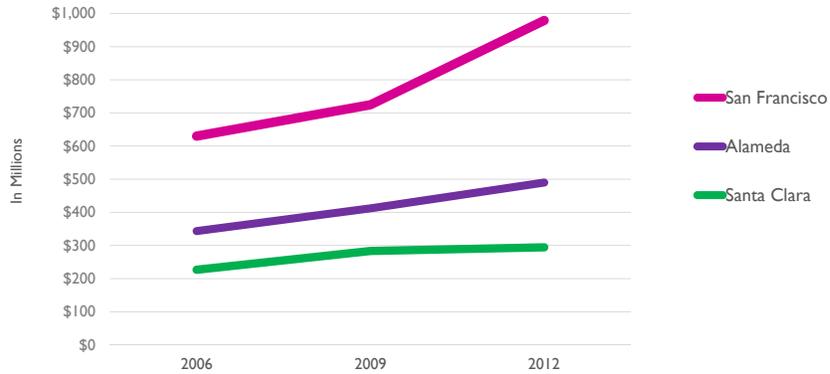
- ✓ Solano Land Trust
- ✓ Solano Coalition for Better Health
- ✓ Partnership HealthPlan

- **Invested heavily in health and social services**



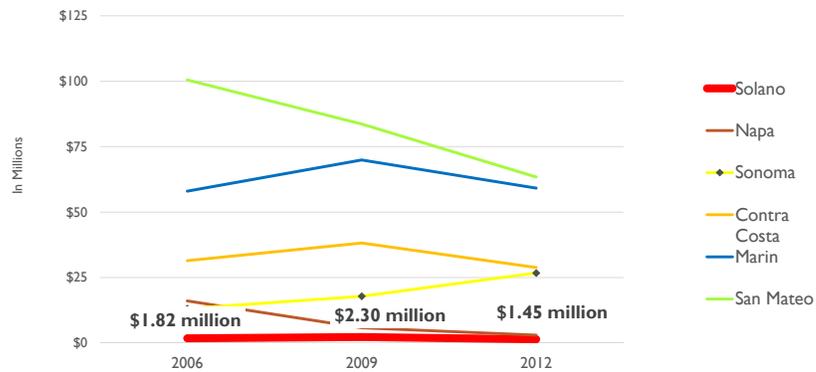
## Giving has increased over time...

- Total grant dollars given across all Bay Area counties between 2006 and 2012 increased from \$1.4 billion to \$1.9 billion



## ...But not for Solano County

- In contrast, giving dropped or remained stagnant in the lower-earning counties

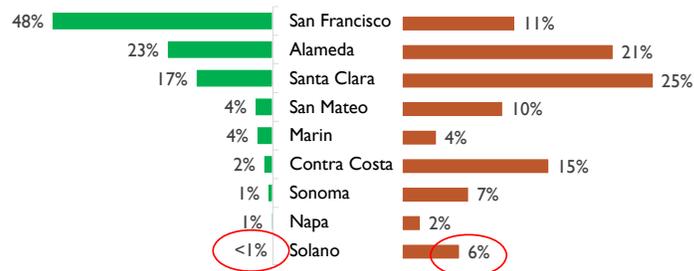


## Giving is not linked to population size

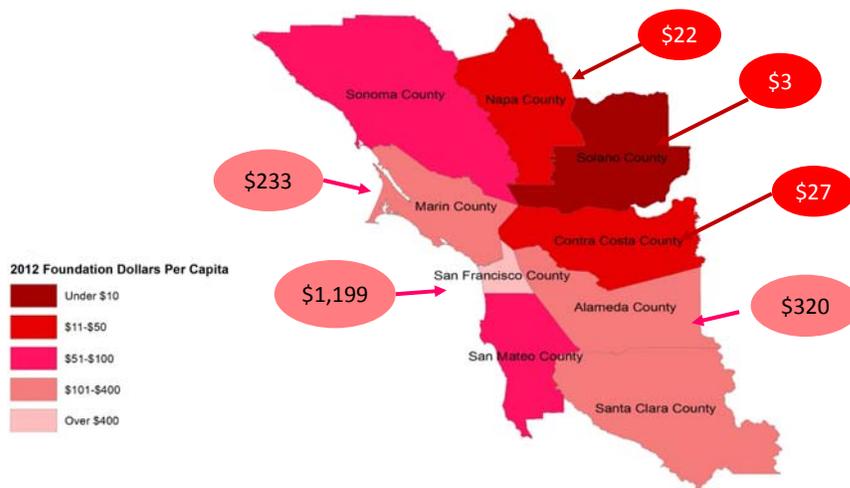
- Foundation giving between 2006 and 2012 was heavily concentrated in a single county: San Francisco

Share of Bay Area Foundation dollars

Share of Bay Area population

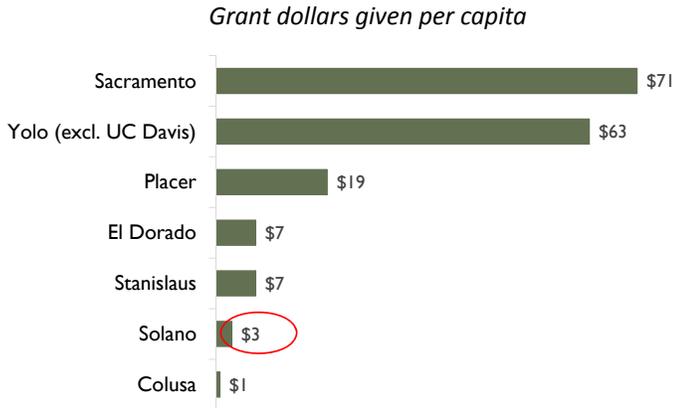


## Solano has the lowest giving rate per capita...



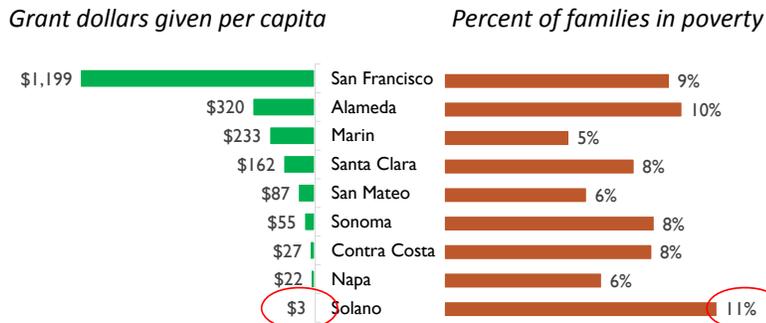
## ...Even compared to Valley Counties

- **Foundation giving in Solano is only higher than in Colusa**



## Giving is not linked to the level of need

- **Family poverty rate highest in Solano County (11%), but it receives just \$3 per capita in foundation grants**



## Giving is linked to low capacity of nonprofits

- Few nonprofits in Solano County and they are relatively under-resourced
- Nonprofit representatives also said they lack the time and resources to even apply for grants

County	Nonprofits	Nonprofits per 10,000 Residents	Ave. Foundation Dollars per non-profit
Marin	2,340	91.9	\$25,289
San Francisco	6,416	78.5	\$152,570
Napa	841	61.0	\$3,604
Sonoma	2,864	58.8	\$9,341
Alameda	8,416	54.8	\$58,173
Santa Clara	8,964	49.5	\$32,831
San Mateo	3,483	47.7	\$18,204
Contra Costa	4,625	43.4	\$6,230
Solano	1,622	38.9	\$896

8/9/2016

FOUNDATION STUDY REPORT

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## Giving is linked to low capacity of local foundations

- Few foundations in Solano County and they are relatively under-resourced
- Solano is also not in geographic region for several top foundations in Bay Area

County	Foundations	Foundations per 10,000 Residents	Foundation Assets
Marin	243	9.54	\$3,238,285,837
San Francisco	738	9.03	\$15,153,841,611
Santa Clara	1,016	5.61	\$22,274,447,828
San Mateo	380	5.21	\$13,126,889,264
Napa	68	4.93	\$257,470,179
Alameda	384	2.50	\$2,255,662,037
Contra Costa	256	2.40	\$1,569,629,236
Sonoma	114	2.34	\$395,478,905
Solano	38	0.91	\$40,518,278

8/9/2016

FOUNDATION STUDY REPORT

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## Giving is linked to lack of relationships between agencies and funders

- **Foundation representatives said Solano is “not on their radar”**
- **Few had met with anyone from Solano**
- **These relationships are critical to getting funded**
  - ✓ Most foundations do not take unsolicited proposals
  - ✓ Some do not even release RFPs



## Giving is linked to perceived lack of capacity, and innovative systems change approaches

- **Solano applications less likely to demonstrate**
  - ✓ Interdisciplinary partnerships
  - ✓ Systems level approaches
- **Some Solano grantees lacked the capacity to make good on grant commitments**
- **Some funders prefer supporting innovative ideas in counties like San Francisco, where the nonprofit industry is strong**



## Conclusion

- **Since 2006, foundation giving has increased across the Bay Area, but Solano is at the bottom of the funding food chain:**
  - ✓ lowest in amount of total foundation funding
  - ✓ lowest in per capita giving
  - ✓ fewest nonprofits per population
  - ✓ fewest funders per population
  - ✓ lowest local foundation assets
  - ...and the funding gap only continues to widen.
- **Impact on the community is great, causing a ripple effect:**
  - ✓ Nonprofit capacity
  - ✓ Their clients' outcomes
  - ✓ Increased reliance on government sources of funding

## What will it take to increase investment?

- **Feedback from Bay Area foundations and Solano agencies suggest Solano stakeholders and partners should**
  - ✓ Agree on a shared investment agenda
  - ✓ Proactively build relationships with foundations outside of the county
  - ✓ Convey innovative, collaborative, systemic, and sustainable approaches to addressing the county's needs
- **And Solano partners need greater capacity to be competitive and successful deliverers of foundation investment**
  - ✓ Trainings and technical assistance may help agencies develop stronger funding applications

## Where do we go from here?

- **Organize local stakeholders**
  - ✓ Identify the greatest community needs around which to fundraise
  - ✓ Communicate these needs to interested funders
  - ✓ Coordinate or collaborate – don't compete – on funding applications
- **Strengthen local capacity to apply, win and deliver...be a valuable investment for foundations**

What do YOU  
think its  
going to take?



**DATE:** August 2, 2016  
**TO:** First 5 Solano Commission  
**FROM:** Michele Harris, Executive Director  
**SUBJ:** Executive Director's Report for August 2016

**First 5 Solano at the Solano County Fair:** First 5 Solano hosted the 2nd Annual Giant Sandbox at the Solano County Fair where nearly 500 children dug for dinosaur fossils and colorful rock-like toys. Over 20 volunteers covered shifts at the sandbox and helped the parents and kids have an enjoyable experience. The kids also got an age-appropriate prize to take with them, and parents got information on early childhood, including the importance of play time, connection to resources via Help Me Grow Solano, referral to services, etc.



In addition to the sandbox, First 5 Solano provided a cool and quiet space for breastfeeding mothers inside McCormack Hall. Thank you to those people that dedicated their time to volunteer and connect with our children and families.

**Solano Kids Thrive Update:** On August 3, 2016, First 5 Solano staff received notification from Children's Nurturing Project, the grantee that convenes the Solano Kids Thrive (SKT) Collective Impact Leadership Team Meetings and is a key partner in outreach and other collective impact activities, that they are terminating the contract for these efforts. The Executive Director, Debbi Davis, has resigned from the agency - Ms. Davis was the champion for SKT over the last 2 years and shepherded the effort in the community. The agency will focus on its 0-5 aged direct services.

In July, First 5 Solano staff had already begun discussions with the entire SKT leadership team regarding the future of these collective impact efforts, as the seed funding of \$100,000 per year for 3 years from the Commission expires June 2017. First 5 Solano staff will accelerate these discussions and bring forward resolutions to the Commission regarding the completion of this final year of collective impact efforts, as well as recommendations for future efforts beyond (July 2017) as part of the larger systems change efforts.

**Institute on Equity Grant Awarded to Solano County:** Solano County Health and Social Services, Maternal Child and Adolescent Health Bureau was awarded a CityMatCH grant from the Institute for Equity in Birth Outcome for which First 5 Solano provided a letter of support (Attachment A). CityMatCH developed the Institute for Equity in Birth Outcomes to bring a data focus to public health strategies needed to eliminate birth outcome inequities. CityMatCH guides teams through the "Ready Set Go" Framework, a CityMatCH model for implementing community-wide health and healing strategies. I will be participating with MCAH as a member of their "home team" on this multi-year effort seeking to improve birth outcomes.

**Food Oasis Event:** Solano County Supervisors Linda Seifert and Erin Hannigan are spearheading a committee aimed to shed light on Solano County ‘food deserts’. The U.S. Department of Agriculture defines a food desert as a neighborhood more than a mile away from a grocery store in urban areas. Even those living near a grocery store may be unable to regularly access healthy, fresh food because of lack of transportation or low income.

First 5 Solano is partnering in this community event by providing cooking demonstrations for parents of children ages 0-5 and with information on how to make simple, healthy meals for children. Also, this community event will feature free food, food preparation and cooking demonstrations, food distribution and food storage tips. Food educational experts will be on hand to show guests ways to incorporate healthy eating as part of their everyday routine – as healthy eating directly affects health. Event will be held Saturday, August 27 from 10 a.m. – 2 p.m. at the Solano County Fairgrounds, 900 Fairgrounds Drive in Vallejo. RSVPs to this event are encouraged, but not required. Please see Attachment B for registration details.

**Mary Bird Early Learning Center:** Fairfield-Suisun Unified School District is opening an early learning center at the Mary Bird School which will feature multiple full inclusion preschool classrooms. First 5 Solano has provided \$3,500 via the Executive Directors fund to purchase outdoor gardens for the preschoolers to have access to a community garden and learn about vegetables, growing plants, bugs, and other nature-related items.

The grand opening of the Mary Bird Early Learning Center will be on August 16, 2016 at 10:30am at 420 East Tabor Avenue in Fairfield. First 5 Solano staff will be in attendance. Please let Christiana know if you would like to attend as well and she can RSVP on your behalf.

**Mental Health Services Act Community Planning Meeting:** Solano County Health and Social Services, Mental Health Division is conducting community planning meetings to solicit input for their next 3-year plan. See the attached flyer (Attachment C) and add to your calendar if you would like to provide input into the development of the mental health service delivery system.

**Bay Area Health Care Funders:** Commission staff attended the recent Bay Area Health Care Funders (BAHCF) meeting hosted by Northern California Grantmakers. This collaborative provides an opportunity to learn about trends in the healthcare industry, network with other funders, share best practices, and discuss collaborative approaches to grantmaking across the Bay Area.

Last year, the BAHFG began a discussion on health equity, including what health equity means across diverse populations and critical policy initiatives to create pathways to achieve health equity in California. The July meeting continued this discussion with “Emerging Practices: Integrating a Racial Equity Lens.” Speakers including Dr. Sandra Witt and Mona Jhawar of The California Endowment, and Judith Bell, of the San Francisco Foundation, focusing on what it means to integrate a racial equity lens into a foundation framework and expanding racial and economic opportunity in grantmaking.

A major focus of the program was the Health Equity Framework which shows where we tend to invest our healthcare dollars (downstream, later interventions). The discussion wrapped up with how we can make a difference by addressing upstream issues like social determinants of health – that would prevent us from spending so much during later interventions and improve health outcomes for each of our communities.

**IMPACT Update:** In June 2016, Solano County Office of Education has received and approved 15 applications for site to participate in the IMPACT program fully meeting the targets set for FY2015/16. Sites are beginning their self-evaluations to determine areas of improvement and will begin meeting with coaches soon.

**Business Challenge Grant – SPACE:** The Fairfield Suisun Adult School received a \$10,000 matching grant via the Commission’s Business Challenge Grant Fund in late June for its Solano Parent and Child Education (SPACE) program. Adult school staff approached the Community Housing Opportunities organization, requesting and receiving a \$10,000 donation and leveraging \$10,000 from the Commission to raise a total of \$20,000. This was the first Business Challenge Grant awarded since the fund was established. Congratulations to the Adult School and the SPACE program.

Attachment A: Letter of Support for MCAH for Institute on Equity Grant

Attachment B: Food Oasis Event Flyer

Attachment C: MHSA Community Planning Meeting

June 9, 2016

**COMMISSIONERS**

**Marisela Barbosa**  
*Chair*

**Liz Niedziela**

**Jay Speck**

**Elise Crane**

**Jerry Huber**

**Dan Ayala**

**Erin Hannigan**

**Aaron Crutison**

**Dana Dean**

**STAFF**

**Michele Harris**  
*Executive Director*

**Megan Richards**  
*Deputy Director*

**Venis Jones Boyd**  
*Family Support  
Programs Mgr*

**Ciara Gonsalves**  
*Policy & Fund  
Development Mgr.*

**Christiana Lewis**  
*Office Assistant III*

**Ashley Forsyth**  
*College Intern*

**Denise Pecha, LCSW**  
Director of Programs, CityMatCH  
University of Nebraska Medical Center  
982170 Nebraska Medical Center  
Omaha, NE 68198-2170

Subject: Institute for Equity in Birth Outcomes – Cohort 3

Dear Ms. Pecha:

On behalf of the First 5 Solano Children and Families Commission (First 5 Solano), I wholeheartedly support Solano County Department of Health & Social Services Maternal, Child and Adolescent Health (MCAH) Bureau's application to the Institute for Equity in Birth Outcomes Cohort 3 that will give Solano County the opportunity to be part of national movement of urban communities focusing on data driven public health strategies to reduce racial inequities in birth outcomes.

The MCAH bureau has been a leader in the community, working to improve maternal and child health, for over twenty-five years. MCAH has been committed to addressing health disparities in Solano County through the many MCAH programs and community collaborations.

First 5 Solano participates with MCAH Bureau in various community stakeholder meetings to work collaboratively on improving access to services and referral for underserved women, children and their families.

First 5 Solano is committed to partnering with City Match Institute and MCAH to continue the work of improving overall birth outcomes and reducing the racial and ethnic disparities within Solano County.

We commit to participate in all trainings, site visits, travel, technical support, community engagement, design, and evaluation support provided by the Institute, including but not limited to engaging in the difficult conversation necessary to address inequities (e.g., racism, historical trauma, socioeconomic biases, etc.) and engage in the work with passion, flexibility, courage and optimism.

Your selection of Solano County as a participant in the Institute for Equity in Birth Outcome project will assist Solano County in identifying strategies that will help us close the racial gap in birth outcomes, and improve the health of Solano County women, families and communities.

Sincerely,



**Michele Harris**  
Executive Director

*First 5 Solano Children & Families Commission uses Proposition 10 tobacco tax and other funds for prenatal, health, quality child care, school readiness and parent provider, and family support programs across Solano County. These services help ensure that children thrive and enter school healthy and ready to learn, grow and become productive members of Solano County's workforce and community.*

# REGISTER NOW

SATURDAY, AUGUST 27, 2016 | 10 AM - 2 PM

## FOOD OASIS EVENT

FREE FOOD, healthy cooking demos, health screenings, WIC and CalFresh signups and more!



McCormack Hall  
Solano County Fairgrounds  
900 Fairgrounds Dr., Vallejo

**THIS EVENT IS FREE AND REQUIRES  
PRE-REGISTRATION BY VISITING:**  
[SolanoFoodOasis.BrownPaperTicket.com](http://SolanoFoodOasis.BrownPaperTicket.com)



# REGISTRESE AHORA

SÁBADO, 27 DE AGOSTO, 2016 | 10 AM - 2 PM

## EVENTO: OASIS de COMIDA

Comida Gratis, demostraciones de comidas saludables, exámenes de salud, Inscripciones para WIC y CalFresh y mucho más;



McCormack Hall  
Solano County Fairgrounds  
900 Fairgrounds Dr., Vallejo

**ESTE EVENTO ES GRATIS. PARA  
REGISTRARSE VISITE:**  
[SolanoFoodOasis.BrownPaperTicket.com](http://SolanoFoodOasis.BrownPaperTicket.com)





# Be a part of the Community Planning Process for the next MHSA 3-Year Plan

Join us Monday, August 29, 2016

The Mental Health Services Act (MHSA) provided the first opportunity in many years to increased funding, personnel, and other resources to support county mental health programs. MHSA is a community-driven system and the MHSA Community Planning Process creates an opportunity for advocates and for individuals whose lives are affected by mental illness to provide input into the development of the mental health service delivery system.

Join us on **Monday August 29, 2016**  
from **10:00 am—1:00 pm**  
at the **County Events Center,**  
Conference Room A & B  
601 Texas Street, Fairfield

Join us for a presentation of the MHSA Annual Update, and find out how to get involved in planning for future programming.

Space is limited so please RSVP to Joecilla San Nicolas Phone: 707-784-8320 or Email: [SolanoMHSA@solanocounty.com](mailto:SolanoMHSA@solanocounty.com)

Solano County does not discriminate against people with disabilities. If you need a disability modification to participate in a meeting, please call 707-784-8320 at least 24 hours in advance of the meeting.

For more information about MHSA, please visit <http://www.solanocounty.com/depts/mhs/mhsa/default.asp>

**INFORMED CONSUMER & FAMILY  
MEMBER PARTICIPATION IS  
STRONGLY ENCOURAGED**



WELLNESS • RECOVERY • RESILIENCE

Let your voice  
be heard!