TCF AT A GLANCE

FOUNDED IN 1954. PROVIDING 63 YEARS OF CHARITABLE SERVICE TO SAN DIEGO COUNTY

$13+ MILLION IN GRANTS AWARDED.

STEADILY INCREASED ANNUAL FUNDING

100% OF THE NET PROCEEDS FROM OUR EVENTS GOES DIRECTLY TO GRANTS

FUNDS ARE RAISED THROUGH MEMBERSHIP, EVENTS, CONSIGNMENT SHOP SALES AND OUR “LEGACY” CAPITAL CAMPAIGN

THE SHOP IS STAFFED BY VOLUNTEERS, SERVING BOTH CONSIGNORS AND BUYERS IN OUR COMMUNITY WHILE RAISING FUNDS FOR OUR CHOSEN CHARITIES
Our Mission
To support Human Care Agencies with emphasis on those providing services to women, children, the elderly, and persons with disabilities in San Diego County.

The Country Friends is a proud philanthropic member of the San Diego Community. We are a 501 (c) 3 organization founded in 1954, and have been thriving for more than 60 years.

We generate our funds via membership in our organization, our beautiful consignment shop in downtown Rancho Santa Fe, and from several popular and well-attended annual fundraising events. Over the past six decades we have granted more than $13 million to local agencies.

Our Board of Directors is responsible for vetting each organization requesting a grant. We examine its financial statements, learn about its status in the community, study its board of directors and employees, and conduct a site visit. Every possible precaution is taken to ensure that our funds will be used in direct support of The Country Friends mission.

In 2017, The Country Friends was delighted to grant over $207,000 to 44 San Diego based charities.
CHOSEN CHARITIES 2017

Angel Faces
Angel’s Foster Family Network
Armed Services YMCA
Assistance League
Boys & Girls Club, San Dieguito
Boys 2 Men
Burn Institute
Canine Companions
Cesar Chavez Service Club
Center for Community Solutions
Champions for Health
Community Campership Council
Elizabeth Hospice
Girls Rising
Hospice of North Coast
Include Autism
Jacobs Cushman San Diego Food Bank
Kid’s Turn
La Jolla Meals on Wheels
Lightbridge Hospice
Mama’s Kitchen
Miracle Babies
Musicians for Education (Street of Dreams)
CHOSEN CHARITIES 2017

Outdoor Outreach
Palomar Family Counseling
Palomar Health Foundation
Partnerships with Industry
Prokids, First Tee
Project Concern International – San Diego
Promises 2 Kids
Rady’s Children’s Hospital
Reality Changers
REINS
RMH Charities – San Diego
Rancho Santa Fe Community Center
Saving Horses
San Diego Second Chance
San Diego Blood Bank
STEP
Think Dignity
Voices for Children
Walden Family Services
Women’s Resource Center
YMCA San Diego Border View
EVENTS
Premier Fundraising Events

2017 the 62nd Annual Art of Fashion

Sip, Shop & Support at our Annual Holiday Tea
...and at our Annual Spring Luncheon

100’s of volunteers make it happen

For the benefit of our 44 chosen charities
THE CONSIGNMENT SHOP

The Country Friends® Consignment Shop is a source of funds, which flow out to the many human care agencies we support throughout San Diego County. Shop, Donate, or Consign to make a difference.

Located in the village of Rancho Santa Fe, The Country Friends® Consignment Shop offers Furniture, Art and Home Accessories from the finest homes in the community.

The Consignment Shop® is operated and staffed by volunteers who work as cashiers, greeters and provide customer service.
THE LEGACY CAMPAIGN
Giving Hearts

3 Year Capital Campaign to continue the “Legacy” by raising $1,000,000

Allows us to pay off the construction loan and maintain our beautiful Consignment Shop. This also establishes an endowment fund to provide for ongoing financial support for the maintenance of our real-estate assets.

Ensure another 60+ years of giving so we can continue our legacy of “Helping San Diegans since 1954 :: One Hand at a Time”
### Summary of the Statement of Financial Position

**ASSETS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and investments</td>
<td>314,759</td>
</tr>
<tr>
<td>Property and equipment, net of accumulated depreciation</td>
<td>490,535</td>
</tr>
<tr>
<td>Total Assets</td>
<td>805,294</td>
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</table>

**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Loans payable</td>
<td>388,440</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>8,298</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>396,738</td>
</tr>
<tr>
<td>Net Assets</td>
<td>408,556</td>
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</table>

**Total Liabilities and Net Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>805,294</td>
</tr>
</tbody>
</table>

### Summary of Statement of Activities

**REVENUE**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising Events</td>
<td>124,736</td>
</tr>
<tr>
<td>Sales</td>
<td>106,207</td>
</tr>
<tr>
<td>Rental Income</td>
<td>65,089</td>
</tr>
<tr>
<td>Contributions</td>
<td>23,879</td>
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<tr>
<td>Membership Dues</td>
<td>17,275</td>
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<tr>
<td>Investment Income</td>
<td>124</td>
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<tr>
<td>Total Revenue</td>
<td>337,310</td>
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**EXPENSES**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Grants &amp; Program</td>
<td>293,668</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>73,868</td>
</tr>
<tr>
<td>Fundraising</td>
<td>8,048</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>375,584</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>(38,274)</td>
</tr>
</tbody>
</table>
FINANCE 2017

Summary of Statement of Activities

INCOME BY SOURCE

- EVENTS
- CONSIGNMENT SHOP
- RENTAL INCOME
- CONTRIBUTIONS
- MEMBERSHIP

- EVENTS $124,736 (37%)
- CONSIGNMENT SHOP $106,207 (32%)
- RENTAL INCOME $65,089
- CONTRIBUTIONS $23,879 (7%)
- MEMBERSHIP $17,275 (5%)
FINANCE 2017

Summary of Statement of Activities

EXPENSE BY CATEGORY

- GRANTS & PROGRAM
- MANAGEMENT & GENERAL
- FUND RAISING

- GRANTS & PROGRAM
  - $293,668
  - 78%

- MANAGEMENT & GENERAL
  - $73,868
  - 20%

- FUND RAISING
  - $8,048
BOARD OF DIRECTORS

Deborah Cross  President
Suzanne Newman  First Vice President
Marci Cavanaugh  Second Vice President
Yvette Letourneau  Third Vice President
Jeanane Stripe  Treasurer
Sharon Mauro  Recording Secretary
Donna Ahlstrom  Events Manager
Jean Waters  Honoring & Remembrance
Erika Horn  Hospitality Co-Director
Helga Schulman  Hospitality Co-Director
Jolene Davidson  Human Care Funding Co-Director
Sage Billick  Newsletter Director
Rhonda Tryon  Parliamentarian
Mia Park  Publicity Co-Director
Andrea Naaversen  Publicity Co-Director
Maggie Bobileff  Special Events Director
Laura White  Volunteer Director
BOARD OF DIRECTORS

Area Directors

Sharon Ferges Coordinator
Betsy Jones San Diego Central Coast
Rebecca Franks San Diego Central Coast
JoLynn Shapiro North County Coast
Chris Epstein North County East
Terri Chivetta Rancho Santa Fe
Kim Quinn Rancho Santa Fe
Elaine Beccera San Diego East County
Steve Knight North County Coast
Dave Baker North County Coast
Laura Wireman North County Inland