

PimaFoundation™

Donor Investment Guide

June 2026

Donor Investment Guide

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Introduction to Pima Foundation

For over 45 years, Pima Foundation has secured and managed philanthropic contributions thereby expanding access to education for students who attend Pima Community College.

Vision:

A thriving community transformed by Pima Community College.

Mission:

We nurture relationships and amplify resources for lasting positive impact as the philanthropic partner to Pima Community College.

Purpose:

To support Pima Community College by:

- Providing funds to the College and its students for scholarships;
- Providing funds to the College and its departments and units, and to individual members of the College's faculty and staff for purposes which promote or advance the purposes of the College; and
- Carrying on activities or functions which benefit and advance the purposes and objectives of the College.

Values:

1. **Integrity –** We carry out our work with honesty and transparency, honoring donor intent and stewarding resources with confidentiality and respect.
2. **Collaboration –** We partner with donors, alumni, business owners, college leadership and community members to match donor goals with college priorities.
3. **Community –** We actively foster a sense of belonging and support among diverse stakeholders, contributing to the overall well-being of Pima Community College.
4. **Dedication –** We invest time and effort to achieve strategic outcomes.
5. **Advocacy –** We are committed to actively supporting the success of Pima Community College.

Goals:

- Secure Financial Resources
- Amplify Impact
- Service Excellence

Your support keeps students thriving. Thank you for your generosity.

Overview of Fund Management

Types of Funds:

1. Endowed (forever funds) – a portion of earnings are spent annually.
2. General (non-endowed) – entirety of the fund is available for expenditure.

An individual, family or community group may create a general fund or an endowment.

To name a fund, whether general or endowed, there is a minimum gift of $10,000 required.

Fund Categories:

1. Unrestricted Funds
    a. Given by a donor with no restrictions as to the purpose. The Foundation will spend these funds on the areas of greatest need to support our work and the needs of the College.
    b. Allows flexibility in use.
2. Temporarily Restricted Funds
    a. Given by a donor for a specific purpose (for example, to support a departmental program, athletics fund or general scholarship).
    b. Athletics and program funds support areas such as:
        i. Student recognition
        ii. Equipment or supplies
        iii. Test fees
        iv. Emergency funds
    c. Scholarships funds are designed to award students based upon stated criteria. Students must apply for scholarship consideration which may include providing information related to:
        i. Specific program of study
        ii. Grade point average
        iii. Financial need
        iv. Enrollment in courses

3. Permanently Restricted Funds (endowments)
    a. An endowment may be established with a lump-sum gift of $10,000 or be initiated with a lesser gift.
        i. There is a three-year horizon in which the fund must reach the $10,000 minimum.
        ii. If the endowment does not reach the minimum to fully fund the intended purpose, the donor will be asked to choose where the money is to be placed to best meet their goals (funds could be transferred to a different endowment or a general fund supporting scholarships or programmatic needs).
    b. Donor determines the name and use for the endowment and the criteria for disbursing the funds.
    c. The principle is held in perpetuity and invested by the Foundation in a balanced portfolio for optimal total return and a stable source of long-term funding.
    d. The Foundation's Board of Directors determines the annual percentage of the fund's market value that is available to spend annually.
        i. Calculations are based on a 12-quarter rolling average (three years).
        ii. Distributions are not made until a fund has been invested for at least twelve quarters at the minimum endowed level ($10,000).
        iii. For the current fiscal year (2026-267):
            1. The spending authority was approved at 5%.
            2. Gift management fees paid to the Foundation are assessed on a sliding scale according to the following schedule:
                a. $24,999 and under – 3%
                b. $25,000 to $49,999 – 2.5%
                c. $50,000 to $99,999 – 2%
                d. $100,000 to $499,999 – 1.5%
                e. $500,000 to $999,999 – 1%
                f. $1,000,000 and over – 0.5%
        iv. The spending authority and gift management fees were approved by the Board of Directors on October 28, 2025, as described above.

Establishing a Fund

A donor may establish funds at any time during the year.

Pima Foundation works with donors to:

1. Determine the type of fund to be established (general or endowed; scholarship or program)
2. Identify the preferred criteria for disbursement of funds
3. Prepare the paperwork necessary to establish the fund

Donors may make lump-sum payments into an established fund or, in the case of an endowment, build to the $10,000 minimum over time (three years). If an endowed fund does not meet the minimum within three years, the donor will be contacted to determine where to direct the existing principle for use.

For those interested in soliciting contributions from others (family, friends and professional networks), the Foundation can create a unique on-line link connected to a specific fund that interfaces with the Foundation's secure website for direct processing of contribution(s).

At any time, a gift may be made to add value to general or endowed funds. The Foundation gladly accepts contributions via our website (https://pimafoundation.org/donate) or by check made payable to Pima Foundation and mailed to:

Pima Foundation
4905C E Broadway #246
Tucson Arizona 85709-1320

To ensure the gift is directed to the appropriate fund, we ask that the memo line of a check indicate the preferred fund. With on-line contributions, a notation in the comment box will provide the information we need to acknowledge your gift properly.

All gifts received by Pima Foundation are acknowledged in writing.

Scholarship Awarding Process

Students who are admitted to Pima Community College have various funding opportunities available. Assistance may be offered in the form of:

1. Federally funded financial aid (i.e. Pell Grants, work-study, subsidized loans)
2. Institutional tuition waivers
3. Pima Foundation scholarships
4. Third-party awards (these are not managed by either the College nor the Foundation but are offered by external organizations to support student educational goals)

Scholarships may cover tuition and fees or other costs of education. For many Pima Community College students, the barrier to attending college is related to housing, transportation, child care or other expenses above tuition. A majority of PCC students are eligible for need-based financial assistance. Scholarships provide essential support to our most needy students by minimizing the amount of student loans an individual must secure. Pima also enrolls academically talented students who may receive scholarships based on merit, regardless of financial need.

In fiscal year 2026, Pima Foundation disbursed over **$800,000** in scholarships to deserving students. anticipate reaching or exceeding $1m in scholarship disbursements to students in future years. Additionally, over $1.5m was provided to PCC departments to support equipment purchases, faculty initiatives, student emergency funding and athletic programs, among other institutional needs.

Student Access to Scholarships:

Upon admission to the College, PCC students are granted access to a password-protected portal. The "MyPima" account is a critical component of a student's engagement with the College. All aspects of the "business" of being a Pima student are conducted in this arena.

Student data is integrated with PCC's scholarship management portal, ScholarhipUniverse. All students are encouraged to actively engage in ScholarshipUniverse by answering a series of questions that matches their profile to potential scholarships for which they may be eligible to apply. When opportunities are available, students who meet the stated criteria for a scholarship will have information directed to their individual MyPima email account. If there is additional documentation needed to finalize the application, the student will be prompted to complete the necessary items for consideration. To view scholarships, visit Pima.ScholarshipUniverse.com/Public

Scholarship Application, Notification and Award Timeline:

- Fall Term –
    - Scholarship applications open on ScholarshipUniverse in February
    - Scholarship notification takes place beginning in April and continuing through August
    - Scholarship awards are usually placed on student accounts in September or October
- Spring Term –
    - Scholarship applications open on ScholarshipUniverse in November
    - Scholarship notification takes place in December and January
    - Scholarship awards are placed on student accounts in February

All scholarship decisions are made by the Office of Financial Aid & Scholarships and / or the Scholarship Review Committee based upon donor criteria established with the Foundation. Student awardees are notified of awards by the Office of Financial Aid & Scholarships. Awards are disbursed to student accounts after the College "drop deadline" each term to ensure the student continues to meet the criteria necessary to receive the funds. For example, enrollment in a specific program of study or minimum number of units must be maintained to be eligible to receive a number of awards. Students who have changed programs or are no longer enrolled full-time may no longer be eligible to receive a specific scholarship, per the criteria established by the donor.

Renewable Scholarships:

Some scholarships are renewable based upon stated criteria and may be renewed for a specific period of time (usually one, two or three semesters). Students who meet the renewal criteria are awarded such funds based upon their initial application and do not need to reapply for renewal of an award they received.

Donor Engagement

Communication

Gift Acknowledgement: All gifts received by Pima Foundation are acknowledged to the donor in writing. At the end of each calendar year, a cumulative gift letter is mailed documenting all contributions received from January 1 through December 31. These letters will be mailed by January 31 so you may consult your tax advisor to determine how your gifts impact your annual tax liability.

Scholarship Information: Each term in which a scholarship is awarded provides the Foundation with an opportunity to inform donors of the recipient(s) of their award. Information will be provided regarding student name, program of study and award amount. Letters are emailed or mailed in approximately October and February.

Endowment Information: Donors who initiated endowments will receive a quarterly statement indicating the fund activity during the prior quarter. As an example, the information will include:

Balance as of March 31, 2026	**$ 27,846.51**
Contributions	$ 0
Dividends	$ 415.26
Gains (Losses) - realized & unrealized	$ (1,033.47)
Investment Fees	$ (41.82)
Endowment Distribution (Scholarship Funds Awarded)	$ (1,000.00)
Gift Management Fees	$ (297.18)
Balance as of June 30, 2026	***$ 25,889.30***

Newsletters & Annual Reports: Electronic newsletters and annual reporting documents will be distributed to donors and friends of the Foundation regularly. These pieces of correspondence will inform constituents of activities occurring at both the College and the Foundation.

Event Invitations: On occasion, donors will be invited to events that support the College and the Foundation. Examples include donor appreciation events, scholar recognition, fund raising activities and opportunities available to the public such as graduation, among others.

Other Electronic Communication: Pima Foundation produces a number of weekly information items that may be of interest to donors and others in the community. On Mondays, a blog post is placed on the Foundation website; on Wednesday, an eblast is delivered to inboxes at noon; and on Fridays, Pima Voices Podcast is uploaded on YouTube at https://www.youtube.com/@PimaVoices.

Other Opportunities

Donating Vehicles: Pima Foundation works with a third-party vendor to accept vehicle donations. If you have a car, truck, boat or recreational vehicle you would like to contribute, please work directly with our new partner, CARS (855.500.RIDE or 855.500.7433 or visit their website at https://careasy.org/nonprofit/pimacommunitycollegefoundation) to initiate the process. When working with CARS, be sure to indicate your intention to benefit Pima Foundation. More information about this service may be found at our website by visiting **https://pimafoundation.org/donate/car-donations/**

Making a Planned Gift: Leaving a legacy gift to the Foundation is another way to contribute. There are a variety of options available to donors who wish to designate Pima Foundation as a beneficiary. Planned gifts are an important tool to support future sustainability for the College and the Foundation.

To assist estate attorneys and financial planners in creating the legal documents, more information may be found at **https://pimafoundation.org/donate/planned-gifts/** Please contact the Foundation for additional assistance.

Estate Planning Resources

Supporting Pima Community College through a planned gift to Pima Foundation is easy and can allow you to achieve your philanthropic goals and positively impact student learners, faculty and/or programs at the College.

Gifts can be immediate (contributed anytime at the donor's direction), or gifts may be made for the future through an estate plan. **Should you choose to designate us in your plan, we ask that you contact the Foundation directly so we may draft paperwork that articulates how you would like the funds disbursed once the gift is realized.** Pima Foundation provides resources to simplify the process of making a planned gift through the following vehicles:

Bequests:

- A simple bequest to Pima Foundation is the most common type of planned gift and is usually done through either a Last Will and Testament or a Trust. Those making such a gift who already have a Will in place can simply add a "codicil" to the Will designating the gift.
- Bequests can be made for a specific dollar amount or as a percentage of what remains in the estate after the family's needs have been met.
- The recommended language for a bequest to the Foundation to benefit Pima Community College is, *"I hereby give and bequeath to the Pima Community College Foundation, a non-profit Arizona corporation located at 4905C E Broadway #246, Tucson, AZ 85709, tax ID#86-0345089 the sum of $___* (or, *"I give ___ percent") of the remainder of my estate to be used for general purposes."*
- Arizona residents are permitted to hand-write their own Last Will and Testament; however, we recommend creating legal documents with the assistance of an Estate Law attorney.
- Bequests may be modified at any time.

Charitable Trusts:

- Several types of Charitable Trusts that can be established during one's lifetime that all have the same objectives:
    - Providing an income stream (or a lump sum) to an individual
    - Providing an income stream (or a lump sum) to a charitable organization
- These Trusts are of two general types:
    - Charitable Remainder Trusts* - Provide an income stream over several years (possibly the donor's lifetime) to one of two beneficiaries, with the "remainder" (that which remains in the Trust after the death of the beneficiary(s) passing) going to a charitable organization(s).

- Charitable Lead Trusts* - Provide an income stream over several years (possibly the donor's lifetime) to a charitable organization(s), with the "remainder" (that which remains in the Trust after a pre-determined number of years) going to a beneficiary or beneficiaries. Charitable Lead Trusts are especially attractive to high net-worth individuals who wish to pass a portion of their estates to children or grandchildren while minimizing taxes.

*There are several ways in which Trusts can be established; any Trust should be created in consultation with a qualified estate-planning attorney.

Donor Advised Funds:

- Donor-Advised Funds (DAF) are like charitable investment accounts, but they are used solely to support charitable organizations like Pima Community College Foundation. They are a superb way to make a lasting contribution.
- DAF are generally established with community foundations or through a non-profit subsidiary of a banking institution. They are simple and flexible vehicles through which donors can make their charitable donations.
- A DAF generally specifies what is to be done with funds remaining in the DAF upon the donor's death.

Life Insurance Policies:

- There are two ways in which life insurance policies can be used to make a gift:
  - Pima Community College (or Pima Community College Foundation) can be named as a beneficiary, co-beneficiary, or contingent beneficiary of the policy; changing a beneficiary is often as simple as requesting a Change of Beneficiary form from the insurance provider.
  - Certain policies, such as Whole Life and Universal Life, have a value in-and-of themselves, and can be gifted to Pima Foundation. It is best to talk with your insurance agent about gifting a policy.

Real Estate:

- Real estate gifts are a way for some individuals to make a significant gift to the Foundation. Gifts of real estate should ideally be reviewed prior to placing the gift in one's estate. Gifts of real estate require approval by Pima Foundation's board prior to acceptance. ***The board prefers to have the real property sold and the proceeds directed to the Foundation.***

Retirement Plan Assets:

- Many people invest a high percentage of their assets are invested in a retirement plan such as an Individual Retirement Account (IRA), 401(K), 403(b) or another plan. There are two ways to make a gift to Pima Foundation through those plans:
    - Pima Community College (or PCC Foundation) can be named as a beneficiary, co-beneficiary, or contingent beneficiary of the policy; changing a beneficiary is often as simple as requesting a Change of Beneficiary form from the insurance provider.
    - Individuals 73 years of age or older who are required to take an annual distribution ("Required Minimum Distribution" or RMD) from their IRA may be able to make a gift using the Qualified Charitable Deduction (QCD). Doing so does not result in a tax-deductible gift for the donor, but it eliminates the need to pay income tax on the distribution. Avoiding the payment of income tax on the distribution is generally more advantageous for the donor than taking the charitable deduction.

- A few essential things to remember:
    - The transfer must be made directly from the IRA administrator to Pima Foundation (the check cannot be made out to the donor).
    - The gift should be made in place of taking the RMD. If the RMD has already been taken for the year, it is best to wait until the next year to make the QCD.
    - Gifts to more than one charitable organization can be made but should be made simultaneously.

If you have questions related to making a gift of any kind to Pima Foundation, please contact Diana Cannon, Philanthropy and Alumni Engagement Manager:

- Diana@PimaFoundation.org
- 520.206.4646 (Monday through Friday 8:30am – 5:00pm)
- 4905C E Broadway #246 | Tucson Arizona 85709-1320
- Tax Identification Number 86-0345089
- PimaFoundation.org

Resources

Pima Community College Foundation

Our gratitude toward Pima Foundation donors is immense. Because of your generosity, deserving students transform their lives by achieving their educational dreams and goals. We are here to serve you. Please let us know how we may help.

Contact Us:

- 520.206.4646 (Monday through Friday 8:30am – 5:00pm)
- PimaFoundation.org
- Info@PimaFoundation.org
- 4905C E Broadway #246 | Tucson Arizona 85709-1320
- Tax Identification Number 86-0345089
- Social Media Channels – Facebook, Instagram, LinkedIn and X (formerly Twitter)

Foundation Staff:

- Marcy Euler, *President & CEO* | Marcy@PimaFoundation.org
- Saby Andino, *Vice President of Operations* | Saby@PimaFoundation.org
- Diana Cannon, *Philanthropy & Alumni Engagement Manager* | Diana@PimaFoundation.org
- Savannah Franco, *Marketing Manager* | Savannah@PimaFoundation.org
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- Justine Stone, *Philanthropy Coordinator, Interim* | Justine@PimaFoundation.org
- Cecily Westphall, *Accountant, Interim* | Cecily@PimaFoundation.org
- Zulma Tapia, *Donor Relations Manager* | Zulma@PimaFoundation.org

Additional Information (pimafoundation.org/about/finances/):

- Annual Reports (2024-25, 2022-24 & 2021-22), Audited Financial Statements (2024-25, 2023-24 & 2022-23) & 990 Filings (2025, 2024 and 2023) available on website.

Investment Manager for the Foundation:

- Bank of America Private Bank – BofA became the asset manager for the Foundation on December 30, 2025 with Russell Goldstein serving as the Foundation's Private Bank Advisor.
    - As of June 30, 2026, the Foundation's portfolio value is $21M.

Pima Community College

PCC is the single-most important workforce development agency in the region. Educating vast numbers of students who come from ethnic-minority backgrounds, who are the first in their family to attend college and who are often financially-disadvantaged, Pima is poised to transform lives through the power of education. Gifts to the Foundation help the College deliver on their promise to improve the quality of life for individuals and enhance the economic vitality of Tucson and Southern Arizona.

*General Information (**pima.edu**):*

- Founded in 1969, PCC has been serving Pima County and Southern Arizona for over 57 years.
- Dr. Jeffrey Nasse became Chancellor on August 5, 2024.
- Student Profile (***pima.edu/about-pima/reports-data/dashboards/facts.html***):
    - Headcount (unduplicated from fall 2025 and spring 2026) – 35,130
    - 68% attended part-time
    - 56% female
    - 50% Hispanic / Latino; 34.5% White, non-Hispanic
    - Median age was 22
- Designated as a Minority Serving Institution with a special emphasis as a Hispanic Serving Institution (by the Hispanic Association of Colleges & Universities).
- 150 transfer and occupational programs are offered.
    - At Commencement in May 2026, the following awards were conferred:
        - 2,509 Associate Degrees
        - 3,298 Certificates / Certifications
        - 109 Post-Degree Certificates
- In fall 2026, PCC began offering its first Bachelor's Degree in the field of Education.
- 55+ High Schools partner with PCC in offering Dual Enrollment courses which allow students to earn college credit while completing courses in high school.
- Adult Basic Education for College and Career (ABECC) serves thousands of individuals in our community as they work toward earning their High School Equivalency so they may move into a better paying job.
- Fall 2026 enrollment is up approximately 2%.
- Designated as a top 5 Exemplary US Community Colleges by Harvard University.
- The Aspen Institute has recognized PCC as a top 150 Community College.

- In 2022, Forbes Magazine identified Pima Community College as the 5th best employer in the state of Arizona (PCC was the highest-ranking employer in Tucson). In 2023, PCC was the 11th best employer in the state and maintained its position as highest-ranking employer in Tucson. In both years, PCC was recognized ahead of all higher education institutions serving Arizona.
- PCC has achieved a Moody's Bond Rating of Aa2.
- The University of Arizona enrolls more transfer students from Pima Community College than from any other institution.
- Approximately 64% of PCC students receive some type of need based financial aid.
- There are ~18 students in an average class at PCC.
- Pima Community College is five times less expensive than the three state universities and offers the lowest credit net price in Arizona (of the non-Tribal Colleges).