A MESSAGE FROM RONALD V. GALLO Ed.D.
PRESIDENT & CEO

We are excited to share our quarterly news with you. We have changed the format to accommodate deeper story-telling, as we work harder to capture the voices of our community. It is your insights, passions and incredible work that fill these pages and we could not be more proud to showcase them.

In this issue, we highlight efforts to empower leaders throughout Santa Barbara County: The Santa Barbara Foundation is deeply committed to strengthening the capacity of our nonprofit sector, supporting our military service members and ensuring that our next generation of leaders has access to educational opportunities and professional growth. Cultivating leadership is more important than ever and is core to our values at the foundation.

Leadership exists in many ways. It exists among the famous and unknown, in good and bad. It is something some are born knowing, and something some must learn. It comes in many different forms – inspirational, charismatic, quiet, careful listening, provocation, divide and concur and consensus building. However, I believe that leadership absent empathy, leadership absent morality and leadership absent good intention is empty. This is why I offer that a core part of the definition of leadership must include the notion of service, of empathy, of leadership, dedication to others and building better communities. Now, we are leaning into leadership even more deliberately. We live in a time where we cannot depend on just the organic identifying and nurturing of good leadership. There is too much to be accomplished. There is an urgency in the air. In such times, intentionally building leadership in every person and in every community is critically important.

We need to capture the talent, encourage the energy, boost the confidence and unleash the potential of every person who wants to lead, who knows they could lead and even those who never before recognized their leadership qualities. I hope you find inspiration in these pages to strengthen your own leadership skills, empower future generations of leaders or to support this important work in our communities.

Best,

Ronald V. Gallo, Ed.D.
President & CEO

MICHAEL TOWBES: IN MEMORIAM | 1929-2017

Known for his keen mind, savvy business sense and big heart, Michael Towbes is remembered as one of the most influential real estate developers, bankers and philanthropists in Santa Barbara County. While Towbes’ generosity and influence will have a long-lasting impact on the community, his ability to lead and inspire others, even in the smallest ways, will be most celebrated in his legacy at the Santa Barbara Foundation.

“Every once in a great while there is a person amongst us who serves as a model of a life well lived. Not just in his or her capacity to embrace opportunity and celebrate the best in the human spirit, but because they serve as an example of what is to be a responsible, engaged and compassionate human being. That was Michael Towbes,” said Ron Gallo, President & CEO of the Santa Barbara Foundation. “I feel honored to have known him. Santa Barbara will not be the same without his presence, but thankfully, generations to come will benefit from his enduring legacy.”

Towbes served on the Board of Trustees for the Santa Barbara Foundation from 1986-1995 and served as the Chair of the Board of Trustees in 1992 and 1993. During his time on the Board, he served as a guiding force for the foundation’s Investment Committee, on which he helped lead and grow the foundation’s influence in the community.

“Michael Towbes was Chair of the Board at a time when the foundation was making some significant changes,” said Chuck Slosser, former President & CEO of the Santa Barbara Foundation. “Prior to his tenure we only made capital grants to our nonprofit partners. Due in large part to his influence, our grantmaking expanded to include program, operating, collaborative, as well as capital support. He also encouraged us to start The Foundation Roundtable and the Partnership for Excellence Conference. He was truly a visionary leader who had a major impact on the foundation’s changing role in the community.”

In 2012, Towbes established the Towbes Fund for Performing Arts at the Santa Barbara Foundation to support arts organizations countywide. Each year, the fund distributes close to $500,000 to arts organizations across the county. This fund benefits organizations, such as Notes for Girls and Rock Santa Barbara, which introduce youth to the wonders of artistic expression, music and theatre, and help them develop their best qualities. It also provides people of all ages and incomes with the opportunity to attend and participate in the artistic programs made possible by many of these organizations.

“Michael Towbes is a shining inspiration as a businessman, a philanthropist and a man deeply dedicated to his family and his community,” said Jim Morouse, Chair of the Board of Trustees for the Santa Barbara Foundation. “His legacy shines brightly through many organizations, in particular the many arts organizations, who have benefited from his wisdom and steadfast support, and Santa Barbara is a better place for his vision and engaged philanthropy.”

In addition to the Towbes Fund for Performing Arts, Towbes held a donor advised fund with the Santa Barbara Foundation that expanded his contribution beyond the arts. He was also a member of the Santa Barbara Foundation’s Legacy Society and was honored as the 1994 Man of the Year recipient.

“It was a gift to be able to support and participate in the philanthropic work of Mike Towbes,” said Jan Campbell, Chief Philanthropic Officer and Senior Vice President at the Santa Barbara Foundation. “Everything he did, he did with integrity, thoughtfulness and grace. His generosity and vision is woven throughout our community and we will remember his amazing legacy of giving to the Santa Barbara Foundation and numerous local nonprofits for generations to come.”
"Nonprofit excellence means helping nonprofits meet their goals successfully by providing them with the best tools and resources in education, professional development and skill building."

Amy Schneider

DIRECTOR OF GRANTMAKING & NONPROFIT EXCELLENCE
SANTA BARBARA FOUNDATION

An internal interview with Director of Grantmaking & Nonprofit Excellence, Amy Schneider by Communications Officer, Tara Schoenborn.

Tara: How would you define nonprofit excellence?

Amy: Nonprofit excellence means helping nonprofits meet their goals successfully by providing them with the best tools and resources in education, professional development and skill building. By supporting nonprofit excellence, the Santa Barbara Foundation recognizes that assisting nonprofits goes beyond providing financial support. It also means sponsoring workshops, seminars and conferences in areas such as leadership development, fundraising, marketing and strategic planning, to give nonprofits every opportunity to build capacity and strengthen their organization.

Tara: What is the history of nonprofit excellence at the Santa Barbara Foundation?

Amy: Several years ago, it was common for communities across the country to have management support organizations (MSO), which offered workshops, consulting services and skill building classes to local nonprofits. These MSOs have experienced challenges finding a sustainable business model and many have shut their doors. When the Nonprofit Support Center in Santa Barbara County closed in 2011, the Santa Barbara Foundation along with other foundations and the community as a whole, recognized that many nonprofits were missing essential resources that they needed to succeed. As a result, the foundation, with several community partners, is working to support these efforts and develop new opportunities where gaps exist.

Tara: How does the Santa Barbara Foundation participate in nonprofit excellence and who are its community partners?

Amy: The Santa Barbara Foundation works closely with several organizations throughout the county to support and sponsor nonprofit excellence programming. For example, as a member of the Foundation Roundtable, we sponsor the Partnership for Excellence Conference (PFE) and, in conjunction with the opening of the Santa Maria headquarters, we demonstrated our renewed investment in the northern part of the county through our support of the North County Nonprofit Forum. We partner with Leading from Within, which helps to develop staff and volunteer leadership in the social sector, and the Nonprofit Resource Network (NPRN), which serves as a digital hub for nonprofits to learn about job and volunteer openings, events, webinars and workshops across the region. Additionally, we partner with our colleagues at the Fund for Santa Barbara, which offers technical assistance and a workshop series to help nonprofits develop skills in key areas such as board development, strategic planning, community organizing, media strategies, etc. We rely on the great work of these partners and believe our investments help advance our shared goals for a strong and resilient nonprofit sector.

Tara: Why does the Santa Barbara Foundation think nonprofit excellence is important?

Amy: As a funder, the Santa Barbara Foundation wants nonprofits to be equipped with the tools and skills they need to function to the best of their ability. I often hear from nonprofits that they struggle to secure funding to run their programs, let alone invest in training and development. By encouraging nonprofits to participate and access opportunities to further develop their skills and networks, we emphasize our belief that improving their professional and volunteer capacity will support their work in the community as well.

Tara: What do you want the nonprofit sector to know about our efforts in nonprofit excellence?

Amy: That it exists. One of our biggest struggles collectively with our partners is that we know there are many opportunities out there, but we do not know if the nonprofits are being informed of these opportunities which is why first and foremost we want to elevate awareness. Secondly, we want them to know that there is funding available at the Santa Barbara Foundation to support their continued organizational development and learning. My advice to nonprofits about where to start looking for these opportunities is to go to NPRN’s website or explore some of the options offered in the area, and then also look at the grant opportunities on our website and reach out to a member of our community investments team to discuss their needs.

Tara: What does the Santa Barbara Foundation hope for the future of nonprofit excellence?

Amy: The ultimate goal is that every nonprofit will have the skills and resources it needs to successfully deliver on its mission. To achieve that goal, we are continuously looking for new partners across the region and have a task force at The Foundation Roundtable that is dedicated to discussing ways to improve nonprofit access to these opportunities. We are excited to continue our work with NPRN as it expands and to continue to support programs that focus on leadership development, such as Leading from Within, because these types of programs educate the next generation of social sector leaders about how to use knowledge, skills and resources to work together to strengthen the nonprofit community in Santa Barbara County.

Tara: What else does the Santa Barbara Foundation do to support the nonprofit sector?

Amy: The community investments team provides our own form of technical assistance every day by helping nonprofits connect with each other and with community partners to share ideas and flesh out projects. The foundation sponsors convenings on specific focus areas to encourage collaboration and innovation. Additionally, through our philanthropic services department, we provide agency endowment fund management and assistance with planned giving to help organizations build and maintain a healthy endowment.
“I pledge allegiance, to the Flag, of the United States of America,” vowed over 70 veterans, policymakers, service providers and community members at the Santa Barbara Foundation’s convening of Santa Barbara County Stakeholders in Veterans’ Wellness, “Serving Those Who Have Served,” on March 20 in Solvang. The purpose of the convening was to introduce the Santa Barbara County Veterans Assessment Project to important stakeholders and ask for feedback, input and suggestions on the process and methodology to better serve the needs of veterans in Santa Barbara County.

“The Santa Barbara Foundation recognizes that there is much to be done in this space in our community, which is why we are facilitating this assessment project,” said Ron Gallo, President & CEO of the Santa Barbara Foundation. “We want to be a part of this process, but we are here to learn and want any role that we play to come to us organically through your expertise and feedback.”

Dressed in patriotic red, white and blue, Kathy Simas, Santa Barbara Foundation North County Director, discussed the origins of the project. Three years ago, Simas was tasked with doing research for a donor who wanted to support veterans. She conducted a community scan and found that there are some best practices among service providers but also gaps in veterans’ services in Santa Barbara County. She found that many veterans do not understand how to access the services available to them and that many service providers are extremely dedicated, but often operate in silos, unaware of others who are involved in similar efforts. Simas believes that, with engagement and participation from the community, the foundation can help start the process to address these issues and strengthen veterans services in the county.

“The foundation’s role in the community is to lead, seed and convene,” said Simas. “We are here today to start the conversation about how we can all work together to create a better and more welcoming community for veterans and their families.”

Simas introduced Nancy Berglass, Principal of Berglass Investment Consulting and project lead, to discuss the objectives, methodology and impact of the proposed assessment. With her background as Senior Fellow at Washington’s Center for a New American Security, director of the Iraq Afghanistan Deployment Impact Fund, and advisor to 17th Chairman of the Joint Chiefs of Staff ADM Michael Mullen, Berglass has a deeper experience working with veterans services, she presented case studies about how similar research and assessment projects have worked in other cities and counties. She also stressed, however, that each community is different and that it is up to the community to identify what works best for their members.

“This is not about us telling you what you should do, but it is about us helping you do research and understand what is important to Santa Barbara County community members so that you can create your own roadmap to improving veterans services,” said Berglass. “Successful veteran reintegration models adhere to best practices, are culturally competent and community based.”

Berglass concluded her presentation with a question and answer session that included both asking the audience questions to spur an informative dialogue and answering questions about how to best move forward with this assessment. Some of the topics that stakeholders broached included, coordinating with the “Stand Down,” creating a website for information sharing, understanding the importance of spouses and families when addressing veterans’ issues, unifying the county, and identifying reasons that veterans do not use benefits already available, among others. To learn more about the Santa Barbara County Veterans Assessment Project or to ask questions and share your opinions, please contact Kathy Simas at 805-880-9395 or ksimas@sbfoundation.org.

My bookcase is packed with books on leadership. From Dale Carnegie to Og Mandino to Peter Drucker... I’ve read and reread these books over the years to say “sharpen my saw” because I believe leaders matter. I have had the experience of working at great companies that invest in leadership development, including Xerox, Procter & Gamble and Disney. I have had the opportunity to take courses to improve time management, explore personality types and build strong teams, which all helped shape my personal management philosophy and made me better leader. While I was fortunate enough to work at companies that invested in young leaders, I find that most of today’s companies move too fast to develop formal training for their emerging leaders. Even in the social sector, most nonprofits move too fast or are too underfunded to invest in leadership training. I find this increasingly troublesome because, without leaders, where would our community be? This is why I am “all in” on Leading from Within, a local start-up that is tackling leadership in new and innovative ways. I am a founding member of the board, a major donor to the cause and I co-teach one of the programs, the Katherine Harvey Fellows. Leading from Within, which is led by Ken Saxon and Carrie Randolph, is building an incredible array of programs targeted at young leaders in both the for-profit and not-for-profit worlds that I believe has the power to transform the way we view leadership. I am attracted to the deep, personal nature of Leading from Within’s programs and I am encouraged by the growing network of over 300 alumni, who are rising to major leadership roles in Santa Barbara County’s business community, nonprofit organizations and local government. They have proven through projects like the Food Action Plan, that they are positioned to tackle our community’s most persistent challenges. I hope you have a chance to experience one of Leading from Within’s programs in action and to mentor one of the leaders participating in their programs. Even if you do not, I hope you are encouraging yourself and others to seek out the resources to become a better leader because, in every sector and in every part of the world, leaders really do matter.
On a sunny day in late February, State Assemblymember Monique Limón and Chief Executive Officer of the Community Environmental Council Sigrid Wright sat in the grass at Ted Chamberlin’s ranch in Los Olivos. Brought together that day to talk about innovations in carbon farming, this is not the first time the two had crossed paths. In addition to sharing a passion for Santa Barbara County, they both believe in personal leadership development and are alumnae of programs of Leading From Within.

“I think of Leading From Within as a re-stitching of a frayed social fabric,” said Wright. “I knit a piece of community with Monique, and she knits with her network and they knit with theirs, and pretty soon, we have this web of citizenry.”

In its ninth year, the Leading From Within “web of citizenry” has grown to over 300 people across the county and intersects many different sectors. Ken Saxon, a former trustee of the Santa Barbara Foundation, started Leading From Within in 2008 because he kept seeing talented nonprofit leaders burn out from lack of support and recognized that, in order to run excellent programs, the community needed to start encouraging and growing excellent leaders. Thus, Leading From Within’s purpose is to invest in leaders of the social and public sectors, including those in nonprofits, government, education and businesses, by providing high-quality learning content and creating a dynamic network of authentic relationships – which is exactly what the Santa Barbara Foundation values in a partner in nonprofit excellence.

“Too frequently, social sector organizations have the mindset of scarcity and operate in silos, but community solutions advance quicker when leaders work across boundaries,” said Carrie Randolph, Executive Director of Leading From Within. “At Leading From Within, I think the most valuable aspect of our programming is the high quality connections and relationships that continue after the program ends because collaboration brings the potential for innovation.”

One such example of innovation resulting from Leading From Within collaboration is the Santa Barbara County Food Action Plan, which outlines actionable goals and strategies that will help build a more prosperous and resilient food system. The Food Action Plan was initiated by three Leading From Within alumni – Sigrid Wright, CEO of the Community Environmental Council; Erik Talkin, CEO of the Foodbank of Santa Barbara County; and Barbara Andersen, formerly of the Orfalea Foundation and now Chief Strategy Officer of the Santa Barbara Foundation – who were connected through Leading From Within.

“Leading From Within’s Courage to Lead program allowed me to build up a high level of trust and connection with a range of potential collaborators interested in making Santa Barbara a better place for everyone who lives here,” said Erik Talkin. “When it came time for the Foodbank to seek partners for the creation of a food plan that would use food as a driver of both economic activity and increased health, my Courage to Lead alumni community was the first place I looked.”

A number of Leading From Within alumni have also taken their careers into the public sector, such as City Council member Jason Dominquez and State Assemblymember Monique Limón. The staff and board of Leading From Within hope that the inherent potential for collaboration between the alumni from these different sectors, such as on the Santa Barbara County Food Action Plan, will help propel the future of their programming forward and create further innovation in Santa Barbara County.

“Supporting our leaders, those on the front lines working to solve the community’s most complex challenges, is at the core of nonprofit excellence,” said Amy Schneider, Director of Grantmaking and Nonprofit Excellence at the Santa Barbara Foundation. “In order for nonprofits to grow and develop, leaders at all levels must have opportunities to increase their skills and capacity, engage in cross disciplinary dialogue, and time for reflection and renewal. It just makes sense.”

To learn more about Leading From Within’s commitment to nonprofit excellence and its four leadership development programs – Courage to Lead, Emerging Leaders, Katherine Harvey Fellows and Leading for Community Impact – visit Leading-From-Within.org.

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Sigrid Wright
Chief Executive Officer
Community Environmental Council

Nonprofit Spotlight: Leading From Within
It was 1991. Women’s Economic Ventures (WEV), an organization dedicated to empowering women to start and grow their own businesses, was in its first year. Marsha Bailey, CEO & Founder of WEV was alone in the office when the phone rang. A woman, who wanted money to buy a computer so that she could work despite her physical limitations, was on the other line. Bailey explained to her that she would need to join a borrowing group and complete a brief training to qualify for a loan and there was a long pause. Expecting to hear the woman say she was not interested, Bailey was surprised when the woman said, “You are the first person who has given me any hope.” Twenty-five years later, the same theme holds true.

“The one consistent thing that I hear about our programming, no matter what group or client, is that it gives people hope,” said Bailey. “While many clients come to learn technical skills, they also come away with the hope and self-confidence that allows them to succeed and that is what makes WEV so impactful.”

Bailey started WEV because she wanted to be more proactive in advocating for and empowering women. Graduating college in the 1970s, Bailey experienced firsthand the challenges facing women in the job market and found it difficult to support herself. After a series of jobs, she began working at the Santa Barbara Rape Crisis Center and, itching to do more to support other women, started volunteering at the Women’s Community Building Project, which eventually evolved into WEV.

“We brainstormed a number of ways to structure WEV and decided that the most feasible way to help women make more money in our small Santa Barbara County economy was to “meet women where they were,” and focus on supporting self-employment and small businesses,” said Bailey.

To achieve its mission of working towards a more equitable and just society that empowers women, WEV began the SET program, which is a 14-week course that provides week-by-week training on the most important aspects of organizing, financing, marketing and managing a small business. Track A provides training for clients who are not yet involved in business and Track B is designed for those clients who are already in business and want to formalize or grow.

“WEV is committed to growing their programs and increasing their impact in North County with an emphasis on the growing Latino community,” said Kathy Simas, North County Director at the Santa Barbara Foundation. “By providing the tools and skills to emerging business owners and strengthening existing businesses owned by women, WEV increases the positive economic impact on the individual and the community. The Santa Barbara Foundation is pleased to support WEV’s efforts.”

Thus far, WEV has served over 6,500 clients in its core programs and supported over 4,000 local businesses that generate over $300 million in sales each year and aid in the creation of a vibrant local economy. In the future, WEV hopes to continue to increase its positive impact by identifying alternative forms of investment to support small businesses. By helping women build bigger businesses to increase their assets, WEV offers a glimmer of hope to businesswomen across Santa Barbara and Ventura Counties who are working hard to achieve their dreams.
The first quarter of 2017 saw an unprecedented level of giving from donors – a total of over $23 million. While this level of contributions is unusual this early in the year, it is not surprising. Charitable donations are increasing across the United States as more of us look to philanthropy as a means of expressing hope and yearning for positive change in an uncertain world. Many of these contributions, including the establishment of a very large fund, are aligned with the work we are doing to build resilience and sustainability in Santa Barbara County. The donors who gave in this first quarter are listed on the following pages, and we thank each and every one of them for joining with us to find creative ways to meet increasing needs and build a strong sense of community that will continue to evolve and endure.

A vital piece of the foundation’s work involves supporting the capacity of our partners – the nonprofit organizations who are on the front lines of social and cultural change. This report highlights the work we have done to identify and build emerging leaders – those that will take up challenges, old and new, with wisdom and empathy. Please let us know if you are interested in partnering with us to further this important work.

Thank you!

Jan Campbell
Chief Philanthropic Officer

The Santa Barbara Foundation community investment team hosted four informational sessions in January on the foundations 2017 Community Grant Opportunities at locations throughout the county. As an extension of these information sessions the (community investment) team is also holding #AskSBF drop-in hours in Santa Maria and Santa Barbara. For more details go to SBFoundation.org.

On February 24, the Endowment for Youth Committee’s Black History Month Celebration presented its Tribute to Maya Angelou with an event at Center Stage Theatre in Paseo Nuevo Shopping Center in Santa Barbara. This event marked the last of three celebrations to commemorate Black History Month, which were all supported by the Santa Barbara Foundation.

The Santa Barbara Foundation honored the 74th Man & Woman of the Year Award recipients, Jon Clark and Janet Garufis, with a reception on March 8 at the Four Seasons Biltmore, Coral Casino. The two received awards for extraordinary service and voluntarism to the Santa Barbara community.

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MOXI opened in February 2017 with the support of Highland Santa Barbara Foundation
What do Rachel Johnson, Grants Manager of Santa Barbara Museum of Art, Jordan Killebrew, Communications Officer of the Santa Barbara Foundation, and Alejandra Gutierrez, Director of the Franklin Service Center all have in common? Aside from posing in Alice Keck Memorial Park in Santa Barbara for the cover photo, they are all currently in cohort five of Leading From Within’s Emerging Leaders program.

Leading From Within was founded by Ken Saxon in 2008 with the purpose of providing leadership training and a strong network for both established and emerging leaders in the social and public sectors. Read more about Leading From Within’s programs on page seven.