

FINANCE & INVESTMENT COMMITTEE
Thursday, May 18, 2023
10:30-11:30 a.m.
<https://cpp.zoom.us/j/88121332346>
Meeting ID: 881 2133 2346

AGENDA

Chair: Ysabel Trinidad

Directors: Daniel Foncello, Stephanie Pastor, Dr. Phyllis Nelson, Dr. Martin Sancho-Madriz, Ruby Suchecki, Michelle Cardona, Carol Lee

Staff: Claudia Burciaga-Ramos, Jared Ceja, Lisa Coats, Joanne Mathew

Guests: Andrew Price, Karen Longhurst

I. ACKNOWLEDGEMENT OF MEMBERS OF THE PUBLIC

Who may or may not be commenting on a specific item or making a general comment.

II. CONSENT ACTION ITEMS

Items in this section are considered to be routine and acted on by the committee in one motion. Each item of the Consent agenda approved by the committee shall be deemed to have been considered in full and adopted as recommended. Any committee member may request that a consent item be removed from the consent agenda to be considered as a separate action item. If no additional information is requested, the approval vote will be taken without discussion. An "A" distinguishes items requiring approval.

A. Approval of Minutes – February 15, 2023
Action - Approval

Ysabel Trinidad, Chair

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III. GENERAL UPDATES

B. CEO's Report

Jared Ceja, CEO

4-5

V. INFORMATION & DISCUSSION ITEMS

C. Financial Highlights 3rd Quarter 2022-2023
(Attachment) I

Joanne Mathew, CFO

6-8

D. Transfer to VEBA
(Attachment) I

Jared Ceja

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VI. ACTION ITEMS

E. Investment Portfolio Report (time certain 10:50)
(Attachment) A

Joanne Mathew
Andy Price & Karin Longhurst, Graystone

10-22

F. Proposed Operating & Capital Budgets 2023-2024 & Proforma
(Attachment) A

Jared Ceja & Joanne Mathew

23-28

VII. OPEN FORUM

VIII. ADJOURNMENT

Ysabel Trinidad

CAL POLY POMONA FOUNDATION, INC.

Finance & Investment Committee

Wednesday, February 15, 2023 at 10:30 a.m.

MINUTES

Notice is hereby given that a regular meeting of the Finance/Investment Committee was held by video conference/teleconference on Wednesday, February 15, 2023 at 10:30 a.m. to discuss matters on the posted agenda. The meeting notice in its entirety was posted at <https://foundation.cpp.edu/content/d/Meeting%20Packets/F&I%20Packet%2002-15-23.pdf>

Chair: Ysabel Trinidad

Members: Dr. Phyllis Nelson, Stephanie Pastor, Ruby Suchecki, Carol Lee, Michelle Cardona

Absent: Daniel Foncello, Dr. Martin Sancho-Madriz

Staff: Claudia Burciaga-Ramos, Valerie Castro, Jared Ceja, Joanne Mathew

Guests: Andrew Price and Karen Longhurst - Graystone, Debi Smith - Aldrich

CALL TO ORDER

Chair Ysabel Trinidad called the meeting to order at 10:31 a.m.

CONSENT ACTION ITEMS

Items in this section are considered to be routine and acted on by the committee in one motion. Each item of the Consent agenda approved by the committee shall be deemed to have been considered in full and adopted as recommended. Any committee member may request that a consent item be removed from the consent agenda to be considered as a separate action item. If no additional information is requested, the approval vote will be taken without discussion. An "A" distinguishes items requiring approval.

1. Approval Finance & Investment Committee Minutes November 30, 2022

A motion was made by Phyllis Nelson and seconded by Stephanie Pastor to approve the minutes, no opposition, the minutes were approved.

GENERAL UPDATES

2. CEO's Report

Jared Ceja introduced Valerie Castro as the new Executive Assistant and Board Liaison; Valerie comes with years of experience having worked at City of Eastvale, City of Riverside and a long tenure at Mercury Insurance. Valerie mentioned she is looking forward to working and getting to know everyone in the Foundation team. Jared mentioned the RFP process on the Dining Market Assessment was put on pause to do additional market analysis and reevaluate the vision, it is planned to restart the process in fall 2023; at Centerpointe we had a concept take over with Panda Express, the event was well received and we're looking forward to the next takeover. The Budget timeline moved up, preliminary budgets are due February 28th, and the budget review with F&I Chair, committee and Board approval going in May.

ACTION ITEMS

3. 990 Tax Return

The Foundation is required to annually file Form 990 Return of Organization Exempt from Income Tax and Form 990-T Exempt Organization Business Income Tax Return. In addition, the Foundation must also file the corresponding State returns: Form 199, Form 109 and Form RRF-1 Annual Registration Renewal Fee Report to Attorney General of California. Aldrich was hired to prepare the documents prior to Management's review. Debra Smith, CPA Senior Tax Manager with Aldrich provided a high-level review of the Fiscal year 2021-2022 990 Form and answered questions; there were no unusual items to note on the return.

Moved and second by Ruby Suchecki and Michelle Cardona that the Foundation's Form 990, 990-T, and all supporting schedules are recommended by the Finance & Investment Committee for review and approval by the Board of Directors at their next regularly scheduled Board of Directors meeting. No opposition, the motion was approved.

4. Investment Portfolio Report 2nd Quarter 2022-2023

Andrew Price and Karin Longhurst from Graystone presented the investment portfolio's performance as required by the General Investment Policy 131 and answered questions. The General Investment Portfolio has a current total market value of \$31.4M as of December 31, 2022. The majority portion managed by Graystone Consulting has a current market value of \$26.3M with 24.9% Fixed Income, 52.3% Equities, 22.5% Alternatives, and 0.3% Cash. All allocations are within current policy ranges.

Moved and seconded by Ruby Suchecki and Stephanie Pastor that the members of the Finance & Investment Committee have reviewed the comprehensive quarterly investment report and believe the report is in compliance with the investment policy and recommend the quarterly investment report be presented to the Board of Directors at their next regularly scheduled meeting. No opposition, the motion was approved unanimously.

5. Capital Budget 2023-2024

Jared Ceja and Joanne Mathew reviewed the Budget of capital expenditures for fiscal year 2023-2024 pursuant to the Enterprise Foundation's Policy #118, with detail on the expenditures over \$80k and above, covering the divisions of the Bookstore, University Village, Dining Services, Kellogg West, Real Estate, Administration, Information Technology, Agriculture and Center for Professional and Global Education at a total amount of \$5.15M. Projects are designated as Scheduled Renewals/Security, Programmatic, Deferred Maintenance, ADA, Health & Safety, or Contractual/Legal., some projects may have components in other designated categories that are not reflected on the report. Jared explained that the timeline for capital was moved up this year in consideration for our University partners that play a role in certain Foundation projects.

Moved and seconded by Stephanie Pastor and Ruby Suchecki that the members of the Finance & Investment Committee have reviewed and approved the presented 2023-2024 capital expenditure budget and forward this resolution to the Program Committee and Board of Directors for consideration at their next scheduled meetings.

INFORMATION & DISCUSSION ITEMS

6. Budget Assumptions 2023-2024

Joanne Mathew presented the Budget Assumptions 2023-2024; for programs that base their revenues on in-session classes, the enrollment for FY 22-23 Academic Year enrollment is 22,354, and 21,981 for FY 23-24. Included in the presentation were the University Village occupancy and capacity for FY22-23 thru FY27-28. Facilities (Real Estate) maintenance expenses by project based on Facilities budget totals. The budgeted staff wage increase pool is at 5.5%. California minimum wage increase will be incorporated at \$16 per hour to accommodate potential increase effective January 1, 2024. Exempt employees must earn at least twice the minimum wage or \$32/hour.

7. Financial Highlights 2nd Quarter 2022-2023

Joanne Mathew summarized the Statement of Activities for six-month period ending December 31, 2022. The summary included the fund balance and Statement of Net Assets and the Cash Flow Forecast to the end of the fiscal year. Enterprises activities are forecasted to be at a surplus of \$7.6M by the end of the year, slightly over budget. Administration results are better than budget due to the forgiveness received on the PPP loan of almost \$3.8M. Investments fared somewhat better in this quarter than they did in the first quarter.

8. CalPERS Public Agency Valuation Reports

Joanne Mathew summarized information from the California Public Employee Retirement System (CalPERS) for the FY ending June 30, 2021.

- Miscellaneous First Tier Plan is based on the 2% at 55 formula with an estimated funding level of 90.0%. The projected employer contribution rate for FY 2023-24 is 13.84% of covered payroll. This is a slight cost rate increase from the FY 2022-23 rate of 12.32%
- Miscellaneous Second Tier Plan is based on 2% at 60 formula with an estimated funded level of 106.1%. The projected employer contribution rate for FY 2023-24 is 10.10%. This is a cost rate increase from the FY 2022-23 rate of 8.63%.
- PEPRA Miscellaneous Plan based on 2% at 62 formula with an estimated funded level of 104.3%. The projected employer contribution rate for FY 2023-24 is 7.68%. This is a moderate cost rate increase from the FY 2021-22 rate of 7.47%.

OPEN FORUM

No comments

ADJOURNMENT

A motion was made by Carol Lee and seconded by Stephanie Pastor to adjourn the meeting; no opposition, the meeting was adjourned at 12:12 p.m.

CAL POLY POMONA
ENTERPRISES

CEO's Report

May 18, 2023

Finance & Investment Committee

Agenda

- ▶ CPPE
- ▶ Recent Awards
- ▶ LA County Fair Impact
- ▶ Instant Access Complete Approval
- ▶ Meal Plan Perks
- ▶ IBW Anniversary Event
- ▶ Values - Inclusivity & Integrity



Cal Poly Pomona Foundation, Inc.
Statement of Activities
July 2022 - March 2023

	REVENUES		EXPENSES - Payroll		EXPENSES - Other			EXPENSES - Total		SURPLUS/(DEFICIT)			Annual Forecast FY 22-23	Annual Budget FY 22-23	
	FY 22-23 YTD	FY 22-23 YTD	FY 22-23 YTD	FY 22-23 YTD	FY 22-23 YTD			FY 22-23 YTD	FY 22-23 YTD	FY 22-23 YTD					
	Actual	Budget	Actual	Budget	Admin Fees	Other Expense	Actual	Budget	Actual	Budget	Actual	Budget			\$ Variance
Enterprise Activities															
Dining Services	14,330,799	14,051,261	5,045,509	4,793,936	930,665	8,589,522	9,520,186	8,840,435	14,565,696	13,634,371	(234,896)	416,890	(651,786)	1,260,228	1,456,227
Bookstore	9,328,335	9,664,379	1,226,441	1,231,668	210,756	7,616,651	7,827,406	8,084,424	9,053,848	9,316,092	274,487	348,287	(73,800)	902,097	911,343
Kellogg West	2,616,317	3,212,747	2,005,108	1,679,696	170,061	1,333,439	1,503,500	1,812,073	3,508,608	3,491,769	(892,292)	(279,022)	(613,270)	(585,836)	297,904
University Village	8,821,877	8,542,215	1,497,002	1,818,382	573,422	4,217,541	4,790,963	4,254,361	6,287,965	6,072,743	2,533,912	2,469,472	64,440	2,352,831	3,004,167
Real Estate/Rentals	5,945,266	6,201,294	411,994	403,587	233,891	3,355,646	3,589,537	4,658,671	4,001,531	5,062,259	1,943,736	1,139,035	804,700	2,515,780	1,488,673
Total Enterprise Activities	41,042,594	41,671,896	10,186,055	9,927,269	2,118,794	25,112,798	27,231,592	27,649,964	37,417,647	37,577,234	3,624,947	4,094,662	(469,715)	6,445,100	7,158,314
Designated Funds															
	33,774	0	23,438	0	0	200,623	200,623	225,000	224,061	225,000	(190,287)	(225,000)	34,713	(300,000)	(300,000)
Support Activities															
Bronco One Card	225,598	338,786	170,633	209,131	14,664	49,582	64,246	139,904	234,879	349,035	(9,281)	(10,249)	968	0	0
Research Office	1,391,368	1,010,543	98,341	124,117	593,824	679,203	1,273,027	866,426	1,371,368	990,543	20,000	20,000	(0)	20,000	20,000
Agriculture	3,304,486	3,382,106	1,147,911	1,078,137	131,073	1,898,180	2,029,253	2,260,921	3,177,163	3,339,058	127,322	43,048	84,274	212,787	211,617
Continuing Education	1,344,128	1,387,915	901,325	1,070,148	60,486	329,767	390,253	481,187	1,291,579	1,551,335	52,549	(163,420)	215,969	(369,955)	(598,097)
Foundation Programs	3,125,073	0	684,213	0	7,237	1,638,367	1,645,605	0	2,329,818	0	795,255	0	795,255	0	0
Total Support Activities	9,390,652	6,119,350	3,002,423	2,481,533	807,284	4,595,100	5,402,384	3,748,438	8,404,807	6,229,971	985,846	(110,621)	1,096,467	(137,168)	(366,480)
Operating Surplus (Deficit)	50,467,021	47,791,246	13,211,916	12,408,803	2,926,078	29,908,521	32,834,599	31,623,402	46,046,515	44,032,205	4,420,506	3,759,041	661,465	6,007,932	6,491,834
Other Activities															
Investments	1,187,850	773,088	0	0	0	47,188	47,188	76,500	47,188	76,500	1,140,662	696,588	444,074	948,000	948,000
Administration	7,072,707	3,256,433	3,958,597	4,299,526	(2,926,078)	1,104,862	1,104,862	921,678	5,063,459	5,221,204	2,009,248	(1,964,771)	3,974,019	991,508	(2,085,906)
Total Other Activities	8,260,557	4,029,521	3,958,597	4,299,526	(2,926,078)	1,152,050	1,152,050	998,178	5,110,647	5,297,704	3,149,910	(1,268,183)	4,418,093	1,939,508	(1,137,906)
Unrest. Surplus (Deficit)	58,727,578	51,820,767	17,170,513	16,708,328	0	31,060,570	33,986,648	32,621,580	51,167,162	49,329,908	7,570,416	2,490,859	5,079,557	7,947,440	5,353,928
Grants and Contracts	13,598,479	9,082,111	2,176,231	0	0	11,422,248	11,422,248	9,082,111	13,598,479	9,082,111	0	0	0	0	0
Vesting Grant Assets	0	0	0	0	0	69,045	69,045	0	69,045	0	(69,045)	0	(69,045)	0	0
Transfers	0	0	0	0	0	31,896	31,896	0	31,896	0	(31,896)	0	(31,896)	0	0
Total Foundation Net	72,326,057	60,902,878	19,346,744	16,708,328	0	42,583,759	45,509,837	41,703,691	64,856,581	58,412,019	7,469,476	2,490,859	4,978,617	7,947,440	5,353,928

Cal Poly Pomona Foundation, Inc.
Fund Balance and Net Position (Current only)
As of Mar 31, 2023

Current Assets	Unrestricted	Restricted	Total
Cash	3,412,037	216,242	3,628,278
Investments	31,084,863	1,410,990	32,495,853
Receivables	13,499,535	1,953,510	15,453,045
Lease Receivables (short-term)	862,613	-	862,613
Lease Receivables (long-term)	92,952,773	-	92,952,773
Inventories	2,467,504	17,234	2,484,739
Prepaid	401,343	1,010	402,353
Due to/from	(12,227,547)	12,227,547	-
Other	1,000	0	1,000
Current Assets	132,454,121	15,826,533	148,280,654

Current Liabilities	Unrestricted	Restricted	Total
Accounts Payable	3,472,659	84,489	3,557,148
Accrued Liabilities	4,153,100	1,327,096	5,480,197
Deferred Income	1,516,102	20,850	1,536,951
Other	-	924,676	924,676
Current Liabilities	9,141,861	2,357,111	11,498,973

Fund Balances	Unrestricted	Restricted	Total
Net Assets Beginning	30,427,482	12,501,869	42,929,351
Net Change in Position	55,568,756	59,863,780	115,432,536
Fund Balances	85,996,238	72,365,649	158,361,887

Note:

Restricted funds in the Foundation include sponsored programs and foundation programs

Liquidity ratios:

Current Ratio = Current Assets/Current Liabilities
Quick Ratio = (Current Assets- Inventory)/Current Liabilities
Absolute liquidity ratio = (Cash + Marketable Securities)/Current Liabilities

Liquidity Ratio	CPPF	Benchmark
Current Ratio	4.23	1.5-3
Quick Ratio	3.96	>=1
Absolute liquidity ratio	3.77	>0.5

Available Resources	
Unrestricted current assets	132,454,121
Less Inventory	(2,467,504)
Less Current Liabilities	(9,141,861)
Less Long-term Portion of Lease Receivables	(92,952,773)

Available Resources As of Mar 31, 2023 **27,891,983**

Operating Surplus for the period before depreciation 8,607,030

As of Mar 31, 2023 , net **36,499,012**

Forecasted operating surplus/(deficit) before depreciation at year-end 10,362,967

Total unrestricted funds forecasted to year-end **38,254,950**

Cal Poly Pomona Foundation

Cash Flow Forecast

Mar 2023 - Jun 2023

	Mar-23	Apr-23	May-23	Jun-23
Operating cash - Beginning Balance	2,322,435	4,218,241	2,940,898	2,100,292
Cash Inflow	Mar-23			
Operating cash inflow	Actual	Forecast	Forecast	Forecast
Cash from operations	6,264,037	8,264,037	7,479,863	6,253,063
Grants & Contracts	208,119	208,119	656,965	1,715,411
Financing Activities				
GIP - withdrawals	2,000,000	-	-	-
LOC - withdrawals	-	-	-	-
Other financing	-	-	-	-
Total Cash Inflow	8,472,156	8,472,156	8,136,829	7,968,474
Cash Outflow				
Operating cash outflow	Actual	Forecast	Forecast	Forecast
Expenses from operations	4,386,001	4,563,508	4,764,674	3,768,308
Salaries/wages	1,917,035	1,917,035	1,432,935	2,308,684
Tax/Benefit payments	218,955	218,955	679,827	714,763
Capital Expenditure				
Capital projects	54,359	50,000	100,000	150,000
Financing Activities				
GIP - deposits	-	3,000,000	2,000,000	1,000,000
LOC - repayment	-	-	-	-
LOC - interest	-	-	-	-
Lease payments	-	-	-	-
Other financing	-	-	-	-
Total Cash Outflow	6,576,350	9,749,498	8,977,435	7,941,755
Net Cash Activities	1,895,806	(1,277,343)	(840,606)	26,719
Operating cash - Ending Balance	4,218,241	2,940,898	2,100,292	2,127,011

Investment Portfolio

Cash	3,579,079
Non-Cash	27,121,439
Total Investment	30,700,518
Net Change	(1,535,469)

Total Cash and Investment **34,918,759**

Information & Discussion Items

Date: May 18, 2023

To: Finance & Investment Committee

From: Jared G. Ceja, CEO



Subject: Transfer to Auxiliaries Multiple Employer VEBA

Beginning in the fiscal year ended June 2011, the organization has participated in the Auxiliaries Multiple Employer VEBA (Voluntary Employees' Beneficiary Association). The Auxiliaries Multiple Employer VEBA is a separate 501(c)(9) organization established in August 2010 to assist in funding post-retirement healthcare benefits for recognized auxiliaries of the California State University System.

The Foundation contributed \$1.0M to this account on an annual basis until fiscal year 2019-2020. The contributions were halted in FY19-20 due to the impact of the COVID-19 pandemic and subsequent cost-cutting measures.

Management expects to restart the payment effective this fiscal year (FY22-23), at the historic amount of \$1.0M, in an effort to reduce the interest costs associated with the Enterprises' obligation and decrease the Actuarially Accrued liability (AAL). The approved budget for FY22-23 had a VEBA contribution of \$500,000. With a current year-end forecasted surplus of \$2.5M ahead of budget, it is prudent to resume contributions at \$1.0M annually whenever feasible. Management expects to make the transfer before June 30, 2023.

Memorandum

Date: May 18, 2023

To: Finance & Investment Committee

From: Joanne Mathew, CFO
Andrew Price & Karin Longhurst, Graystone

Attached: Graystone Capital Market Commentary
Graystone Consulting Portfolio Review
Commonfund Investment Report



Subject: INVESTMENT HIGHLIGHTS – Third Quarter 2022-2023

The Foundation's General Investment Policy 131 requires a comprehensive quarterly report of the investment portfolio's performance be provided to the members of the Finance & Investment Committee and Board of Directors at each regularly scheduled meeting.

GENERAL INVESTMENT PORTFOLIO

The General Investment Portfolio ("Portfolio") has a current total market value of \$31.1M as of December 31, 2022. The majority portion managed by Graystone Consulting has a current market value of \$27.5M with 24.6% Fixed Income, 53.6% Equities, 21.5% Alternatives, and 0.3% Cash. All allocations are within current policy ranges. The return over the last quarter was 4.62% (gross) and 5.23% over the last nine months (06/30/22-03/31/23). Additional information is included in the report provided by Graystone.

Management received capital call notices and has contributed \$236,250 against its commitment of \$250,000 to Capital Partners IV and \$699,375 against its commitment of \$750,000 to Capital Private Equity Partners VII. The value of the Non-Marketable investments are \$262,722. The CommonFund Summary Investment and Performance Reports are included.

During Q2 2022-23, the foundation opened a MSPBNA Preferred Savings account. The balance and APY as of 3/31/23 is \$3.1M and 4.0%, respectively.

BE IT RESOLVED, that the members of the Finance & Investment Committee have reviewed the comprehensive quarterly investment report, believe the report is in compliance with the investment policy, and recommends the quarterly investment report be presented to the Board of Directors for approval at their next regularly scheduled meeting.

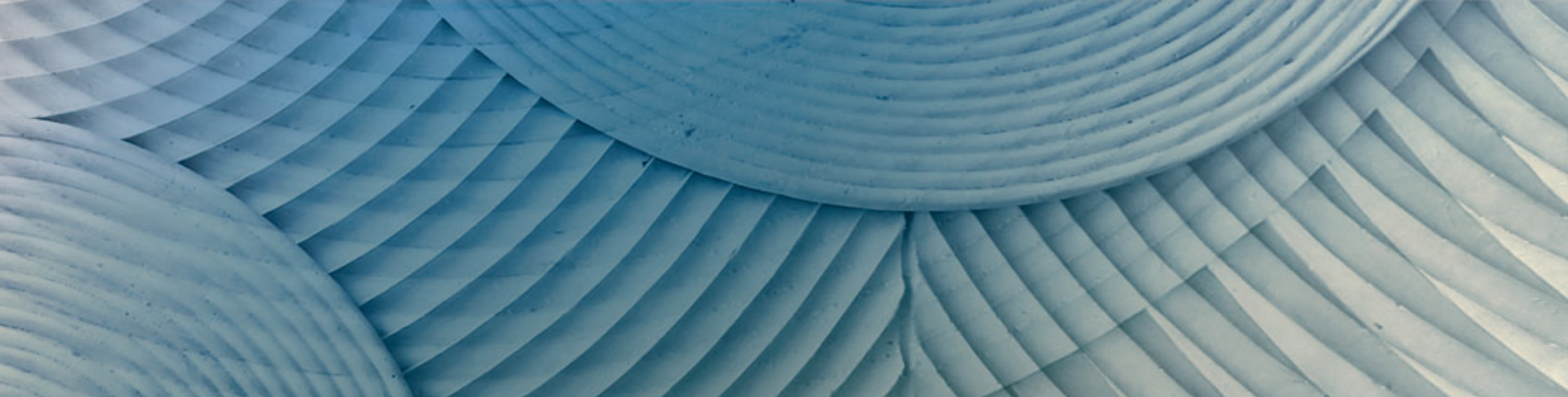
PASSED AND ADOPTED THIS 18TH DAY OF MAY 2023.

By: _____
Ysabel Trinidad, Chair
Finance & Investment Committee



A business of Morgan Stanley

Cal Poly Pomona Foundation



Andrew B. Price, CIMA® (310) 788-2043
Managing Director, Wealth Management
Institutional Consulting Director
andrew.price@msgraystone.com

Karin Longhurst, CTFA (310) 788-2156
Senior Vice President, Wealth Management
Senior Institutional Consultant
karin.longhurst@msgraystone.com

Capital Markets Commentary 3-31-2023

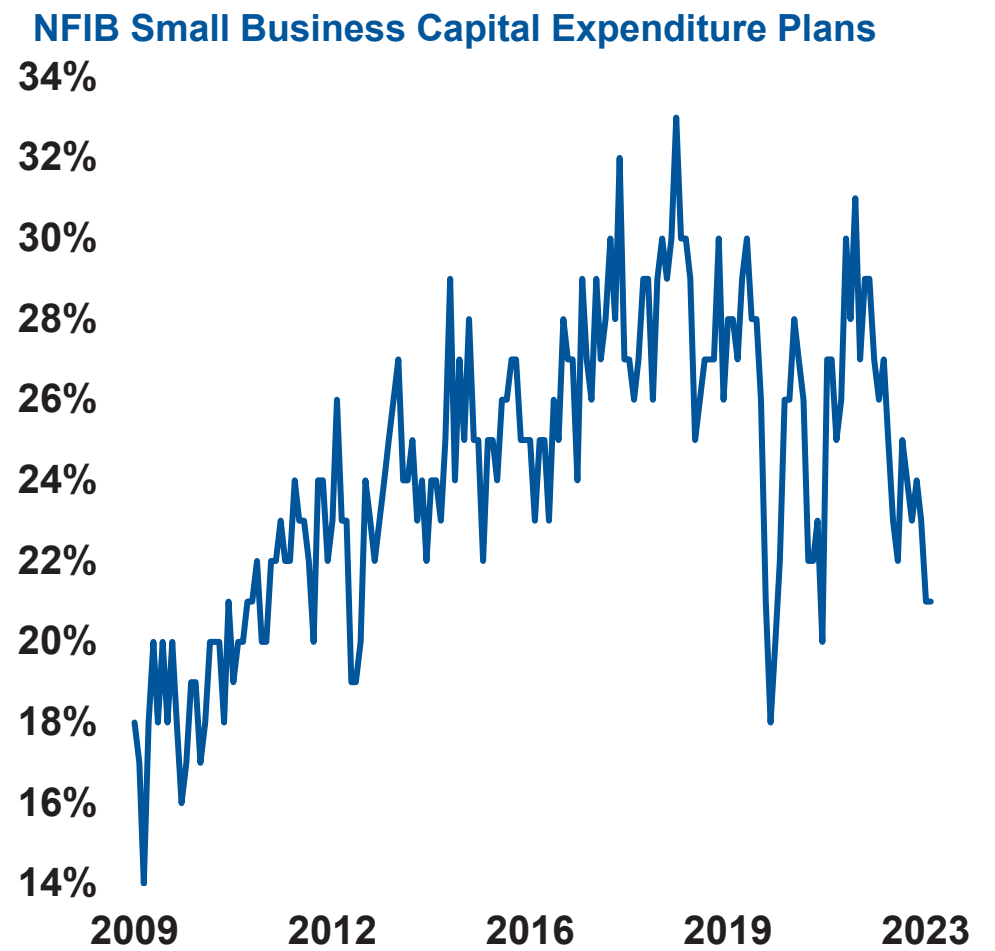
1999 Avenue of the Stars, Suite 2400
Los Angeles, CA 90067

Executive Summary GIC Tactical Asset Allocation

- The bear market rally that began in mid-October 2022 has continued in Q123 with the S&P 500 as of March 31 up 7% YTD, while the NASDAQ surged even more, up 16.8% YTD. While the move was due to the 45bp fall in the 10-year Treasury yield and the resultant multiple expansion, performance again became incredibly concentrated, with large mega-cap tech names disproportionately driving results. While some investors assert this positioning is appropriately defensive, the GIC disagrees, asserting that both economic and market betas of this group are higher than believed. We continue to contend that earnings risk for the S&P 500 under a soft landing and/or recession scenario is not properly priced and represents 10-20% downside to profit forecasts as volumes and pricing power simultaneously fade from unsustainable 2021-22 extremes.
- Most noteworthy about the past 90 days has been the round trip in expectations for the Fed Funds rate, which after surging to 5.5% in the beginning of March has since recoiled back towards 5% as concerns about financial stability emanating from the regional bank turmoil and SVB failure mute Fed aggressiveness. While elevated bond market volatility is understandable given the levels of uncertainty, current market expectations for ~3 rate cuts before January '24 appear to us overly sanguine given the inflation fight remains somewhat unresolved. We forecast one more hike in May and potential only 1 cut in December. Forecast for 10-year Treasury yields over next 12 months is 3.15-3.25%.
- An S&P 500 equity risk premium of ~210bps and a 3-month/10-year yield curve inversion of over 160bps (a 30-year low) suggests investors are assuming long-run costs of capital will revert to sub-2%. The GIC fundamentally disagrees. Real 10-year yields are likely to revert to pre-GFC levels in next cycle.
- The regional banking stress is completely different than the GFC of 2008, premised not on weak, packaged and opaque credits but on liquidity mismatches between the stickiness of deposits and the ability to avoid taking mark-to-market losses on held-to-maturity Treasury and MBS portfolios. Deposit betas have been weak this cycle and banks remain vulnerable to outflows as market yields in money markets, CDs and ultra-short bond funds represent good opportunities for investors. While regulators have calmed dynamics, the consequences are likely much tighter lending standards. Recession odds have tripled to over 30% probability in the next 12 months.
- Labor markets hold the key to how things develop from here. We don't think the physics of business cycles have been repealed but the post-COVID cycle is historic for the amount of "cash on the sidelines" which may continue to cause market distortions. Financial conditions are tightening but remain much more benign than at previous market turning points.
- Broadly, our advice is to overweight cash and ultra-short fixed income, collecting positive real yields with an eye toward patience regarding the start of a new bull market. Volatility should be managed through a combination of maximum diversification and active risk management.
 - We are neutral to slightly underweight benchmark weights in US equities, with a tilt toward value and growth-at-a-reasonable price strategies. Sector tilts are somewhat defensive with preferences for energy, health care, staples, utilities, materials, financials and some consumer services. Index investors should use an equal-weighted strategy.
 - We are slightly overweight international/non-US equities with a preference for Emerging Markets given the recovery in China and our view of global currency dynamics, which ultimately support a weaker US dollar.
 - We like alternative investments in this environment and are using gold, energy infrastructure, market-neutral hedge fund strategies and private credit investments as ways to enhance returns, lower portfolio volatility and manage equity beta risk.

Source: Morgan Stanley Wealth Management GIC, Bloomberg as of April 12, 2023

Most Recent Data Suggests Economic Slowing Ahead



Source: Morgan Stanley Wealth Management GIC, Bloomberg as of March 31, 2023

Source: Morgan Stanley Wealth Management GIC, Bloomberg as of February 28, 2023

Past performance is no guarantee of future results. Estimates of future performance are based on assumptions that may not be realized. This material is not a solicitation of any offer to buy or sell any security or other financial instrument or to participate in any trading strategy. Please refer to important information, disclosures and qualifications at the end of this material.

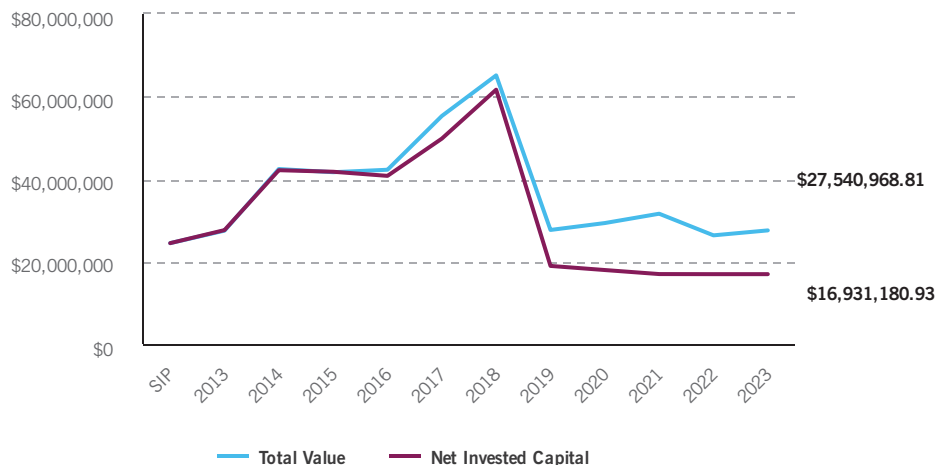
Signposts for Buying the Next Bull Market

- New Leadership
- Equity Risk Premium widens to at least 350bps
- Forward P/E multiples move below 15x on earnings that are DOWN in 2024
- Next 12-month earnings estimates that crack below \$215/sh
- Fed pause, end of QT and clear guidance on cuts
- Unemployment rate that cracks meaningfully above 4%
- Capitulatory Price Action/Oversold Technicals, sentiment and positioning indicators

Equity risk premium is the excess return that an individual stock or the overall stock market provides over a risk-free rate. The risk-free rate represents the interest an investor would expect from an absolutely risk-free investment over a specified period of time.

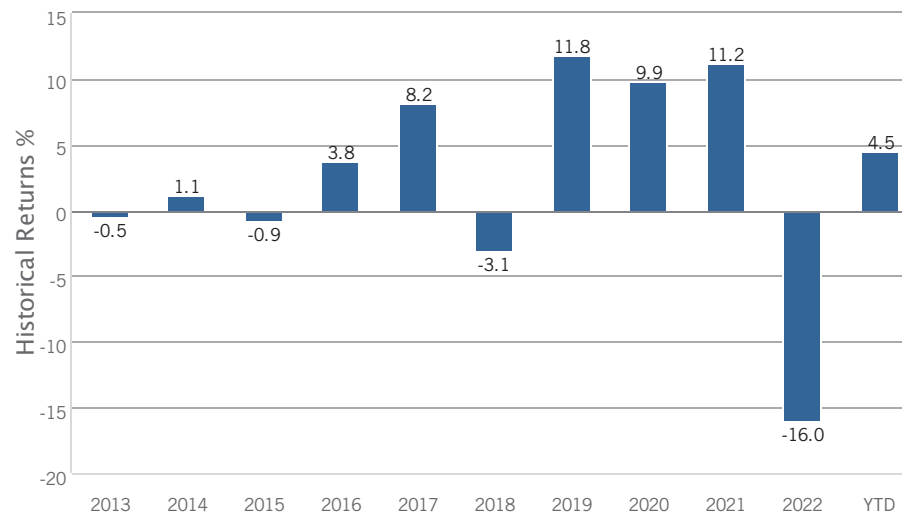
Source: Morgan Stanley Wealth Management GIC, Bloomberg as of February 28, 2023

TOTAL VALUE VS. NET INVESTED CAPITAL



Does not include Performance Ineligible Assets.

DOLLAR-WEIGHTED PERIOD RETURN % (NET OF FEES)

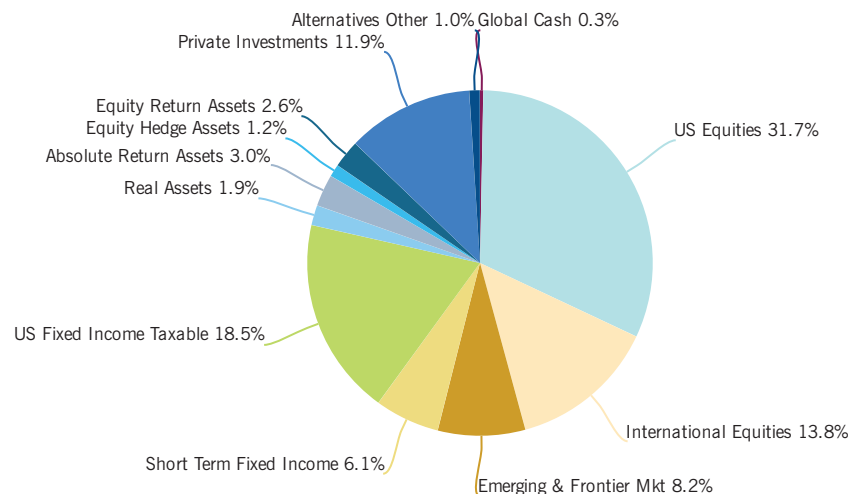


Does not include Performance Ineligible Assets.

DOLLAR-WEIGHTED RETURN % (NET OF FEES)

	Quarter to Date (\$) 12/31/22-03/31/23	Year to Date (\$) 12/31/22-03/31/23	Performance Inception (\$) 03/04/13-03/31/23
Beginning Total Value	26,340,152	26,340,152	24,450,830
Net Contributions/Withdrawals	1,074	1,074	-7,519,649
Investment Earnings	1,199,742	1,199,742	10,609,788
Ending Total Value	27,540,969	27,540,969	27,540,969
DOLLAR WEIGHTED RATE OF RETURN (%) (Annualized for periods over 12 months)			
Return % (Net of Fees)	4.55	4.55	2.66

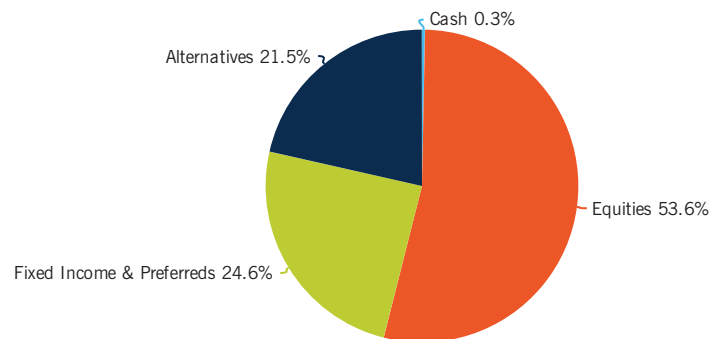
ASSET ALLOCATION



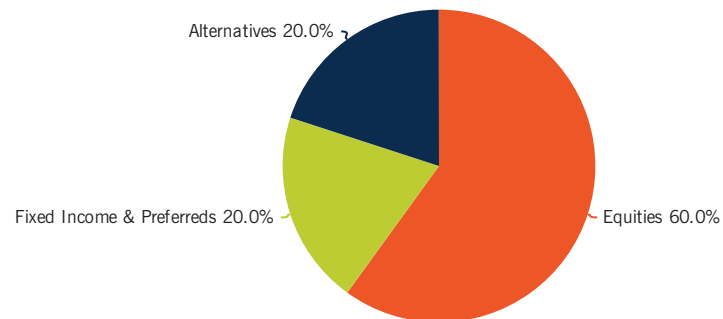
The investment returns shown on this page are dollar-weighted measurements which are affected by the timing and amount of your contributions and withdrawals.

ACTUAL VS. TARGET

Actual



Target



ASSET ALLOCATION: ACTUAL VS. TARGET WITH MIN-MAX RANGE

Asset Class	Actual 03/31/2023		Target		Difference		Min-Max Range (%)	Actual	Min - Max Range
	(\$)	(%)	(\$)	(%)	(\$)	(%)			
Cash	88,570.45	0.32	0.00	0.00	88,570.45	0.32	-		
Equities	14,762,001.72	53.63	16,514,157.30	60.00	-1,752,155.59	-6.37	35 - 65	53.63	35 - 65
Fixed Income & Preferreds	6,767,684.93	24.59	5,504,719.10	20.00	1,262,965.83	4.59	15 - 45	24.59	15 - 45
Alternatives	5,905,338.41	21.46	5,504,719.10	20.00	400,619.31	1.46	10 - 30	21.46	10 - 30
Other	0.00	0.00	0.00	0.00	0.00	0.00	-		
Total Assets	27,523,595.51	100.00	27,523,595.51	100.00					

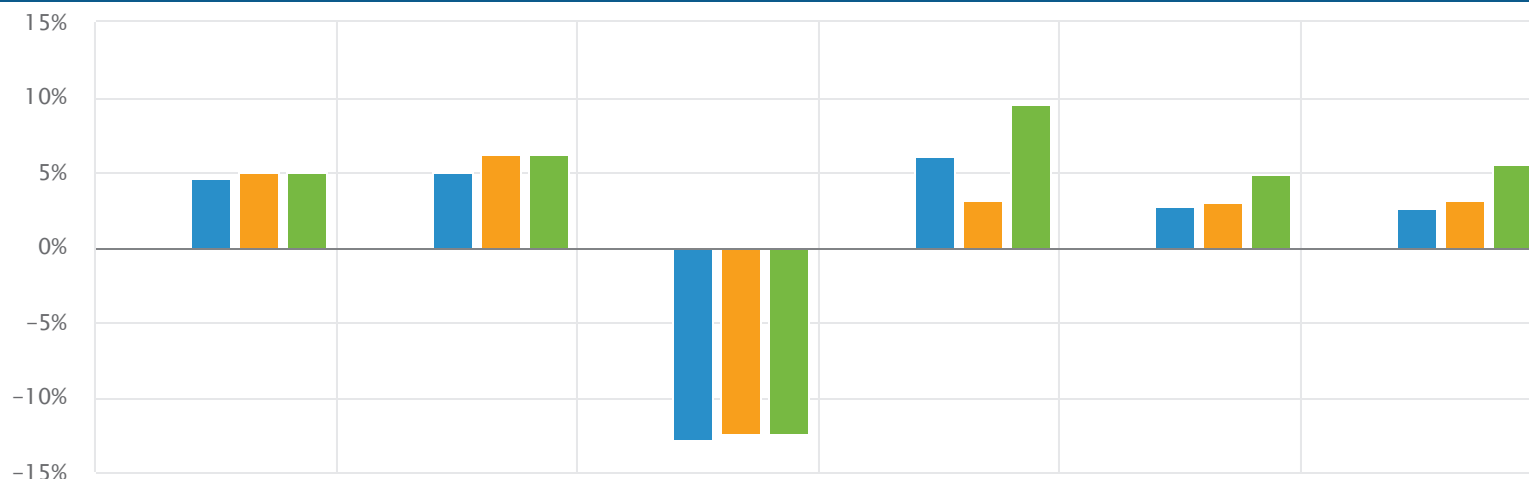
Target Allocation as determined by you and your Financial Advisor for this account only.
Total Value and % of Portfolio are based on US Dollar values.

TIME WEIGHTED PERFORMANCE SUMMARY

OCIO - Cal Poly Pomona Foundation

As of March 31, 2023 | Reporting Currency: USD

RETURN % (GROSS AND NET OF FEES) VS. BENCHMARKS (ANNUALIZED)



	Performance Inception Month					
	Quarter to Date 12/31/22 - 03/31/23	Fiscal 2023 YTD 06/30/22 - 03/31/23	Fiscal 2022 06/30/21 - 06/30/22	Last 3 Years 03/31/20 - 03/31/23	Last 5 Years 03/31/18 - 03/31/23	End 03/31/13 - 03/31/23
Beginning Total Value (\$)	26,340,152.48	26,257,759.35	30,561,867.95	23,901,791.79	59,155,026.00	24,506,768.54
Net Contributions/Withdrawals (\$)	1,074.01	-22,469.83	-422,840.17	-996,379.61	-36,719,323.35	-7,520,688.73
Investment Earnings (\$)	1,199,742.32	1,305,679.30	-3,881,268.43	4,635,556.63	5,105,266.17	10,554,889.00
Ending Total Value (\$)	27,540,968.81	27,540,968.81	26,257,759.35	27,540,968.81	27,540,968.81	27,540,968.81
Return % (Gross of Fees)	4.62	5.23	-12.67	6.29	3.04	2.81
Return % (Net of Fees)	4.55	5.04	-12.93	6.01	2.77	2.56
Allocation Over Time (%)	4.98	6.16	-12.44	3.12	2.96	3.07
Cal Poly Pomona Policy BM (%)	4.98	6.16	-12.44	9.57	4.93	5.56

The investment returns shown on this page are time-weighted measurements which exclude the effect of the timing and amount of your contributions and withdrawals. The performance shown may have been chosen to highlight certain time periods and/or not reflect others.

OCIO - Cal Poly Pomona Foundation

As of March 31, 2023 | Reporting Currency: USD

RETURN % (GROSS OF FEES) VS. BENCHMARKS

Account Number	Investment Description/ Benchmark	Performance Inception Date	Total Value (\$) 03/31/23	% Of Portfolio 03/31/23	Quarter to Date (%) 12/31/22 - 03/31/23	Custom Period (%) 06/30/22 - 03/31/23	Last 12 Months (%) 03/31/22 - 03/31/23	Last 3 Years (%) 03/31/20 - 03/31/23	Last 5 Years (%) 03/31/18 - 03/31/23	Performance Inception (%) to 03/31/23
US Large Cap Growth			3,152,721.08	11.45						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Vanguard Growth ETF <i>CRSP Lg Cap Gr</i>	12/22/21	1,917,944.16	6.96	17.17 17.27	11.97 12.66	-12.50 -12.59	-	-	-16.14 -15.95
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Brown Advisory LC Sustain Grth <i>Russell 1000 Gr</i>	05/21/21	758,770.43	2.76	14.61 14.37	11.49 12.67	-9.68 -10.90	-	-	-0.09 -0.88
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	JP Morgan Large Cap Growth <i>Russell 1000 Gr</i>	02/02/23	476,006.49	1.73	-0.66 3.78	-	-	-	-	-0.66 3.78
US Large Cap Value			4,335,829.14	15.74						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	ClearBridge Large Value ESG <i>Russell 1000 Value</i>	05/21/21	1,760,149.54	6.39	1.79 1.01	11.31 7.17	-5.12 -5.91	-	-	-1.20 0.01
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Boston Partners LC Value <i>Russell 1000 Value</i>	05/21/21	1,743,090.06	6.33	0.71 1.01	6.08 7.17	-6.63 -5.91	-	-	-1.69 0.01
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Vanguard Value ETF <i>CRSP Lg VL</i>	12/22/21	832,589.54	3.02	-0.99 -1.00	7.42 7.03	-3.61 -3.95	-	-	-0.49 -0.37
US Small Cap Value			555,668.64	2.02						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Neuberger SC Intrinsic Value <i>Russell 2000 VL</i>	04/18/22	555,668.64	2.02	5.73 -0.66	9.67 2.74	-	-	-	-11.50 -11.05
US Mid Cap			673,420.52	2.45						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	Earnest Prnts Small/Mid Core <i>Russell Midcap</i>	05/21/21	673,420.52	2.45	6.01 4.06	10.93 9.70	-4.99 -8.78	-	-	0.85 -3.42
International Equities			3,384,460.43	12.29						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	iShares ESG Aware MSCI EAFE <i>MSCI EAFE ESG Focus NR USD</i>	05/21/21	1,712,665.60	6.22	9.28 8.64	15.07 15.45	0.16 -1.25	-	-	-3.24 -
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	T. Rowe Price Intl Eqty ADR <i>MSCI EAFE Net</i>	07/20/22	1,671,794.83	6.07	7.96 8.47	-	-	-	-	11.23 13.67

The investment returns shown on this page are time-weighted measurements which exclude the effect of the timing and amount of your contributions and withdrawals. Year to Date(YTD), Quarter to Date(QTD) and Month to Date(MTD): Returns are for the period in which position or account was open.

OCIO - Cal Poly Pomona Foundation

As of March 31, 2023 | Reporting Currency: USD

RETURN % (GROSS OF FEES) VS. BENCHMARKS (Continued)

Account Number	Investment Description/ Benchmark	Performance Inception Date	Total Value (\$) 03/31/23	% Of Portfolio 03/31/23	Quarter to Date (%) 12/31/22 - 03/31/23	Custom Period (%) 06/30/22 - 03/31/23	Last 12 Months (%) 03/31/22 - 03/31/23	Last 3 Years (%) 03/31/20 - 03/31/23	Last 5 Years (%) 03/31/18 - 03/31/23	Performance Inception (%) to 03/31/23
Japan Equities			408,257.72	1.48						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 iShares MSCI Japan <i>MSCI Japan Net</i>	04/18/22	408,257.72	1.48	7.78	11.24	-	-	-	2.48
					6.19	11.01	-	-	-	0.39
Emerging Market Equities			2,251,644.11	8.18						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 iShares ESG Aware MSCI EM <i>MSCI EM ESG Focus NR USD</i>	05/21/21	1,416,253.72	5.14	4.69	-0.74	-11.78	-	-	-12.91
					3.95	-0.42	-12.98	-	-	-
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 Martin Currie Emerging Markets <i>MSCI EM Net</i>	05/21/21	835,390.39	3.03	6.23	4.91	-8.75	-	-	-13.97
					3.96	0.84	-10.70	-	-	-12.35
Short Term Fixed Income			1,665,964.11	6.05						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 Vanguard Short Term Corp Bond <i>Bloomberg US Corporate 1-5 Y</i>	07/20/22	1,077,676.70	3.91	1.87	-	-	-	-	1.79
					1.68	-	-	-	-	1.57
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 Vanguard Short-Term Treasury <i>Bloomberg US Tres 1-3 Y</i>	08/30/22	588,287.41	2.14	1.64	-	-	-	-	1.15
					1.59	-	-	-	-	1.06
Long Term Govt/Corp			332,673.23	1.21						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 iShares BC 20 Plus Treas Bd <i>ICE US Treasury 20+ yr Bd</i>	04/18/22	332,673.23	1.21	7.03	-5.60	-	-	-	-9.39
					6.52	-6.24	-	-	-	-
Securitized			1,426,584.56	5.18						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 JP Morgan Mort Backed Sec Fd <i>BB US Agg Securitized - MBS</i>	07/20/22	1,426,584.56	5.18	3.48	-	-	-	-	0.31
					2.53	-	-	-	-	-1.52
US Taxable Core			3,349,051.86	12.16						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 Western Core Plus Bond Fd <i>Bloomberg US Aggregate</i>	04/20/22	1,493,114.07	5.42	3.37	0.05	-	-	-	-4.15
					2.96	-0.09	-	-	-	-1.17
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415 iShares BC Aggregate Bond <i>Bloomberg US Aggregate</i>	04/18/22	692,199.08	2.51	3.24	-0.05	-	-	-	-1.62
					2.96	-0.09	-	-	-	-2.07

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TIME WEIGHTED PERFORMANCE DETAIL

OCIO - Cal Poly Pomona Foundation

As of March 31, 2023 | Reporting Currency: USD

RETURN % (GROSS OF FEES) VS. BENCHMARKS (Continued)

	Account Number	Investment Description/ Benchmark	Performance Inception Date	Total Value (\$) 03/31/23	% Of Portfolio 03/31/23	Quarter to Date (%) 12/31/22 - 03/31/23	Custom Period (%) 06/30/22 - 03/31/23	Last 12 Months (%) 03/31/22 - 03/31/23	Last 3 Years (%) 03/31/20 - 03/31/23	Last 5 Years (%) 03/31/18 - 03/31/23	Performance Inception (%) to 03/31/23
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415	iShares BC 7-10 Yr Treas Bd <i>ICE BofA US Treasury 7-10 Y</i>	07/20/22	617,517.60	2.24	3.92	-	-	-	-	-1.16
						3.54	-	-	-	-	-1.15
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415	CCM Community Impact Bond Fund <i>Bloomberg US Aggregate</i>	05/21/21	546,221.10	1.98	2.33	-0.65	-3.44	-	-	-4.44
						2.96	-0.09	-4.78	-	-	-5.15
Alternatives				5,596,911.44	20.32						
CAL POLY POMONA FOUNDATION INC (Alternative Investments Advisory) - Alternative Investments	835-XXX416	Alternative Investments Advisory <i>HFRI Fund Weighted Comp</i>	06/25/21	3,008,218.12	10.92	1.10	2.47	-2.23	-	-	0.36
						1.19	2.79	-2.05	-	-	-
CAL POLY POMONA FOUNDATION INC (Alternative Investments Advisory) - Hamilton Lane	835-XXX325	Alternative Investments Advisory <i>HFRI Fund Weighted Comp</i>	06/05/17	2,588,693.32	9.40	0.00	-1.92	-7.25	12.54	10.91	10.57
						1.19	2.79	-2.05	10.55	4.66	-
Managed Futures				317,365.82	1.15						
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415	Abbey Capital Futures Fd <i>CS Managed Futures Hedged Fund</i>	04/18/22	317,365.82	1.15	-3.20	-3.58	-	-	-	-0.95
						-6.91	-6.48	-	-	-	-
Other				1,543.81	0.01						
N/A			03/31/23	1,543.81	0.01	-	-	-	-	-	-
CAL POLY POMONA FOUNDATION INC (Select UMA) - Unified Managed Account	835-XXX415	N/A	03/31/23	1,543.81	0.01	-	-	-	-	-	-
Cash				88,872.36	0.32						
CAL POLY POMONA FOUNDATION INC (AAA) - Short Term FI	812-XXX546	Cash	03/07/13	75,955.52	0.28	-	-	-	-	-	-
CAL POLY POMONA FOUNDATION INC (Alternative Investments Advisory) - Alternative Investments	835-XXX416	Alternative Investments Advisory	06/22/21	12,290.02	0.04	-	-	-	-	-	-
CAL POLY POMONA FOUNDATION INC (Alternative Investments Advisory) - Hamilton Lane	835-XXX325	Alternative Investments Advisory	06/05/17	626.82	0.00	-	-	-	-	-	-

The investment returns shown on this page are time-weighted measurements which exclude the effect of the timing and amount of your contributions and withdrawals. Year to Date(YTD), Quarter to Date(QTD) and Month to Date(MTD): Returns are for the period in which position or account was open.

All Accounts

ACCOUNT SUMMARY AS OF 3/31/2023

	Vintage Year	Capital Committed	Capital Called	Remaining Capital to be Called	Capital Distributions	Capital Balance	Multiple	IRR	Value Date
General Fund - 06									
Commonfund Real Estate									
Realty Investors 2004-12 (Tranche)	2005	\$1,500,000	\$1,500,000	\$0	(\$283,096)		0.2	-26.2%	
Total Commonfund Real Estate		\$1,500,000	\$1,500,000	\$0	(\$283,096)		0.2	-26.2%	
US Private Equity									
Private Equity Partners VII	2007	\$750,000	\$699,375	\$50,625	(\$1,367,751)	\$200,866	2.2	14.0%	12/31/2022
Total US Private Equity		\$750,000	\$699,375	\$50,625	(\$1,367,751)	\$200,866	2.2	14.0%	12/31/2022
Multi-Asset									
Capital Partners IV	2007	\$250,000	\$236,250	\$13,750	(\$393,047)	\$61,856	1.9	10.1%	12/31/2022
Total Multi-Asset		\$250,000	\$236,250	\$13,750	(\$393,047)	\$61,856	1.9	10.1%	12/31/2022
Total General Fund - 06		\$2,500,000	\$2,435,625	\$64,375	(\$2,043,894)	\$262,722	0.9	-0.6%	12/31/2022
Grand Total		\$2,500,000	\$2,435,625	\$64,375	(\$2,043,894)	\$262,722	0.9	-0.6%	12/31/2022

Explanatory Notes:

- Performance data is net of all fees and carried interest. Transaction flows and capital for these funds are included in the appropriate totals.
- Multiple, also referred to as TVPI, total value to invested capital net of the general partners and special limited partners (Capital Distributions + Capital Balance/Capital Distributions).
- Each partnership's net IRR (Internal Rate of Return) should be evaluated in light of information on such partnership's investment program, the risks associated therewith, and partnership performance as disclosed in the respective Offering Memorandum and Annual and Quarterly Reports. Return information calculated on a dollar-weighted (e.g., internal rate of return), since inception basis, which is standard for the private capital industry, rather than the time-weighted (e.g., annual or other period rate of return) basis. Comparison of returns calculated on a net IRR basis with returns on a time-weighted basis is not appropriate. There can be no assurance that unrealized investments ultimately will be realized at the valuations used in calculating net IRRs or Net Multiples or that the calculated net IRRs will be obtained. Actual realized returns will depend on, among other factors, future operating results, the value of assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale.
- Capital Called and Capital Distributions are since inception through the report End Date.

Fund performance is depicted net of fees. Manager and strategy performance is net of sub-advisor management fees and gross of other Commonfund Fund expenses. Past performance is not indicative of future performance.

All Accounts

NON-MARKETABLE INVESTMENTS ROLL FORWARD FROM VALUE DATE TO 3/31/2023

Non-Marketable Fund	Incep. Date	Commitment	Valuation Date	Most Recent Valuation	Capital Calls since Valuation Date	Distributions since Valuation Date	Adjusted Market Value
Private Equity Partners VII	9/30/2007	\$750,000.00	9/30/2022	\$223,177.00	\$1,875.00	(\$21,461.00)	\$203,591.00
Capital Partners IV	9/30/2007	\$250,000.00	9/30/2022	\$68,265.00	\$0.00	(\$5,657.00)	\$62,608.00
Total Core Funds		\$1,000,000.00	9/30/2022	\$291,442.00	\$1,875.00	(\$27,118.00)	\$266,199.00
Non-Marketable Total		\$1,000,000.00	9/30/2022	\$291,442.00	\$1,875.00	(\$27,118.00)	\$266,199.00

Fund performance is depicted net of fees. Manager and strategy performance is net of sub-advisor management fees and gross of other Commonfund Fund expenses. Past performance is not indicative of future performance.

Memorandum



Date: May 18, 2023

To: Finance & Investment Committee

From: Jared Ceja, CEO
Joanne Mathew, CFO

Attached: 2023-2024 Consolidated Forecast, Proposed Budget, & Proforma
2023-2024 Statement of Activities (Proposed Budgets by Unit)
2023-2024 Proposed Capital Budget

Subject: **Operating & Capital Budget Summary 2023-2024 and Forecast Proforma**

Pursuant to the provisions of the *Compliance Guide for California State University Auxiliary Organizations Section 11.7* and in accordance with *Foundation Policy #118 – Budget Process*, the Foundation is presenting its annual budgets for review and approval by the governing Board before the start of the fiscal year. The Operating Budgets include: Enterprise Activities (Bookstore, Dining Services, Kellogg West, University Village and Real Estate); Supplemental Programs (Bronco One Card Office, Research Office, Agriculture Aid-to, Continuing Education, Unrestricted Programs); Designated Gifts, Reserves; and Other Administrative Activities.

Operating Budget includes:

- Total Revenue of \$74.7M; of which \$60.2M relates to Enterprise Activities, \$8.8M to Support Activities and \$5.7M to Other Administrative Activities.
- Total Expenses of \$72.6M; of which \$54.1M relates to Enterprise Activities, \$8.9M to Support Activities, \$1.9M to Designated Gifts, and \$7.7M to Other Administrative Activities.
- Budgeted surplus for the year is at \$2.1M.

Forecast Proformas present the total Operating budget and the individual budget units with additional detail estimated out to Fiscal Year 2027-28.

Capital Budget, as approved in the meeting dated February 15 currently includes the addition of capital investments to Kellogg West Conference Center and Innovation Village at a total of \$300K, in collaboration with the University.

WHEREAS, the Finance & Investment Committee has reviewed and discussed the proposed operating budgets, and forecast proforma pursuant to Budget Process Policy No. 118, and

NOW, THEREFORE, the Finance & Investment Committee approves the Proposed Operating and Capital Budgets for fiscal year 2023-24 for Enterprise Activities, Supplemental Programs, Designated Gifts, and Reserves as presented to be forwarded to the Board for their review and consideration at the next regularly scheduled meeting.

Passed and adopted this 18th day of MAY 2023.

By: _____
Ysabel Trinidad, Chair
Finance & Investment Committee

Cal Poly Pomona Foundation, Inc.
Consolidated Budget Comparison Summary
Cal Poly Pomona Enterprises

	2022-23 Forecast	2023-24 Proposed Budget	2024-25 Estimated	2025-26 Estimated	2026-27 Estimated	2027-28 Estimated
Revenues						
Administrative Fees	3,691,850	4,037,800	4,143,321	4,278,595	4,420,920	4,569,281
Indirect Cost Recoveries	1,421,762	1,673,004	1,723,196	1,774,892	1,828,139	1,882,983
Investment Returns	2,280,129	2,266,753	2,281,588	2,310,160	2,339,402	2,369,137
Other	7,474,129	1,757,016	1,634,175	1,688,281	1,745,090	1,802,663
Sales	56,416,357	64,986,636	67,739,740	70,040,502	72,532,096	75,184,709
Total Revenues	71,284,227	74,721,209	77,522,021	80,092,430	82,865,647	85,808,773
Cost of Goods Sold						
Cost of Goods Sold	15,500,853	18,927,176	19,724,404	20,556,971	21,426,523	22,334,770
Total Cost of Goods Sold	15,500,853	18,927,176	19,724,404	20,556,971	21,426,523	22,334,770
Expenditures - Controllable						
Utilities	2,355,750	2,526,111	2,650,044	2,772,436	2,808,022	2,953,754
Agr/RE Fees	361,352	365,450	364,550	374,154	384,868	392,898
Feed	52,000	59,000	60,000	61,240	62,484	63,733
Insurance	586,079	749,825	782,954	825,001	872,106	921,546
Repairs & Maintenance	3,703,065	3,893,160	4,013,804	4,077,017	4,312,074	4,518,941
Meals & Refreshments	87,690	77,578	80,691	85,022	89,043	93,311
Postage & Freight	48,781	54,212	56,063	58,268	60,484	62,747
Advertising	312,769	474,034	487,564	482,193	508,036	534,332
Rent/Commissions	1,090,167	1,177,668	1,214,138	1,254,159	1,293,938	1,336,501
Services	2,807,039	2,599,424	2,560,567	2,453,860	2,527,638	2,592,795
Designated Gifts	300,000	1,850,000	1,000,000	1,000,000	1,000,000	1,000,000
Supplies	1,745,246	1,717,395	1,749,512	1,792,265	1,822,278	1,888,833
Telephone	535,369	585,246	564,745	588,754	613,753	640,001
Travel	37,403	43,043	44,724	47,531	49,825	52,169
Laundry	155,028	135,127	139,181	143,357	147,657	152,087
Real Estate Fees	14,891	20,003	20,600	21,218	21,855	22,511
Other	1,438,385	1,630,693	1,509,001	1,552,342	1,597,591	1,638,209
Total Exp. - Controllable	15,631,014	17,957,969	17,298,136	17,588,817	18,171,652	18,864,368
Expenditures Non-Controllable						
Administrative Fees	3,691,850	4,037,800	4,168,725	4,302,996	4,444,025	4,590,757
Depreciation	3,222,603	3,548,239	3,559,158	3,604,797	3,608,609	3,668,551
Interest Expense	1,355,632	1,286,241	1,252,973	1,204,132	1,134,000	1,105,000
Rent/Commissions	579,791	519,136	544,681	561,150	578,086	595,535
Bank Card Fees	507,755	672,361	636,037	657,736	680,141	703,277
Other	1,193,800	1,210,072	1,237,575	1,089,382	1,124,904	1,162,099
Total Exp. Non-Controllable	10,551,431	11,273,849	11,399,147	11,420,192	11,569,765	11,825,219
Labor Costs						
Salaries & Wages	16,061,387	17,846,152	18,223,652	18,799,843	19,435,714	20,089,464
Employee Benefits	5,592,102	6,575,591	6,615,549	6,864,424	7,117,283	7,385,164
Total Labor Costs	21,653,489	24,421,743	24,839,201	25,664,267	26,552,997	27,474,628
Total COGS & Expenses	63,336,787	72,580,737	73,260,888	75,230,247	77,720,937	80,498,985
Net Income	7,947,440	2,140,472	4,261,133	4,862,183	5,144,710	5,309,789
Transfer to Reserves:						
University Village Development	1,180,000	226,000	800,000	800,000	800,000	800,000
Real Estate/Development	710,000	375,000	500,000	500,000	500,000	500,000
AG State Share Reserve	120,000	200,000	310,000	330,000	400,000	500,000
Insurance	30,000	25,000	20,000	15,000	30,000	30,000
Demo Reserve	15,000	15,000	15,000	15,000	15,000	15,000
Residence Student Program Trust Fund	120,000	120,000	120,000	120,000	130,000	130,000
Residential Meal Program Surplus Res.	480,000	490,000	520,000	710,000	800,000	900,000
Operating/Working Capital Reserve	500,000	100,000	100,000	500,000	500,000	500,000
Retiree Medical	1,250,000	500,000	850,000	850,000	930,000	900,000
VEBA (Pension contribution)	1,000,000	0	1,000,000	1,000,000	1,000,000	1,000,000
	5,405,000	2,051,000	4,235,000	4,840,000	5,105,000	5,275,000
Net after Reserves & Pension	2,542,440	89,472	26,133	22,183	39,710	34,789
Projected Fund Balance	48,160,371	50,300,843	54,561,975	59,424,158	64,568,868	69,878,657



Cal Poly Pomona Foundation, Inc.
Statement of Activities
Cal Poly Pomona Enterprises

	REVENUES		EXPENSES - Payroll		EXPENSES - Other		EXPENSES - Total		SURPLUS/(DEFICIT)		
	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY22-23	FY 23-24	\$ Variance
	Forecast	Budget	Forecast	Budget	Forecast	Budget	Forecast	Budget	Forecast	Budget	versus Forecast
Enterprise Activities											
Dining Services	20,436,096	21,148,012	6,949,288	7,404,456	11,771,412	12,841,528	19,175,868	20,245,984	1,260,228	902,028	(358,200)
Bookstore	11,980,857	14,699,419	1,582,433	1,685,116	9,496,327	12,494,406	11,078,760	14,179,522	902,097	519,897	(382,200)
Kellogg West	3,660,039	4,666,776	2,174,536	2,390,801	2,071,339	2,255,202	4,245,875	4,646,003	(585,836)	20,773	606,609
University Village	10,377,356	11,511,952	1,827,862	2,417,332	6,196,663	6,825,616	8,024,525	9,242,948	2,352,831	2,269,004	(83,827)
Real Estate/Rentals	7,739,523	8,151,690	507,881	497,504	4,715,862	5,297,242	5,223,743	5,794,746	2,515,780	2,356,944	(158,836)
Total Enterprise Activities	54,193,871	60,177,849	13,042,000	14,395,209	34,251,603	39,713,994	47,748,771	54,109,203	6,445,100	6,068,646	(376,454)
Designated Funds	0	0	0	0	300,000	1,850,000	300,000	1,850,000	(300,000)	(1,850,000)	(1,550,000)
Support Activities											
Bronco One Card	422,839	475,205	226,949	252,724	195,890	222,477	422,839	475,201	0	4	4
Research Office	1,421,762	1,673,004	142,394	301,192	1,259,368	1,321,812	1,401,762	1,623,004	20,000	50,000	30,000
Agriculture	4,583,734	4,963,810	1,553,636	1,686,443	2,817,311	2,910,503	4,370,947	4,596,946	212,787	366,864	154,077
Continuing Education	1,620,306	1,721,949	1,205,377	1,298,183	784,884	879,141	1,990,261	2,177,324	(369,955)	(455,375)	(85,420)
Foundation Programs	0	0	0	0	0	0	0	0	0	0	0
Total Support Activities	8,048,641	8,833,968	3,128,356	3,538,542	5,057,453	5,333,933	8,185,809	8,872,475	(137,168)	(38,507)	98,661
Operating Surplus (Deficit)	62,242,512	69,011,817	16,170,356	17,933,751	39,609,056	46,897,927	56,234,580	64,831,678	6,007,932	4,180,139	(1,827,793)
Other Activities											
Investments	1,050,000	1,050,000	0	0	102,000	102,000	102,000	102,000	948,000	948,000	0
Administration	7,991,715	4,659,392	5,483,133	6,487,992	1,517,074	1,159,067	7,000,207	7,647,059	991,508	(2,987,667)	(3,979,175)
Total Other Activities	9,041,715	5,709,392	5,483,133	6,487,992	1,619,074	1,261,067	7,102,207	7,749,059	1,939,508	(2,039,667)	(3,979,175)
Unrestricted Surplus (Deficit)	71,284,227	74,721,209	21,653,489	24,421,743	41,228,130	48,158,994	63,336,787	72,580,737	7,947,440	2,140,472	(5,806,968)

CAL POLY POMONA FOUNDATION
2023-2024 CAPITAL EXPENDITURES BUDGET
DRAFT

Project	Division	Reserves	Requested Capital Budget Carryover to Proposed Budget Year	2023-2024 Requested Proposed Budget	Purpose	Category
130010	Bookstore		36,000		Replacement registers.	Scheduled Renewals/Security
130010	Bookstore		-	10,000	Replacement workstations	Scheduled Renewals/Security
130010	Bookstore		-	30,000	Furniture, fixtures	Scheduled Renewals/Security
130010	Bookstore		45,000	30,000	Upstairs remodel+credit union build out	Programmatic
Bookstore Total		-	81,000	70,000		
180850	University Village		12,100		Replace Blinds: 4 bldgs. Blinds are overdue to be replaced due to damage/wear and tear. New blinds would provide consistency of the fixtures	Deferred Maintenance
180850	University Village		-	25,000	Carpet & Tile replacement	ADA Related
180850	University Village		120,889	125,000	HVAC replacement	Deferred Maintenance
180850	University Village		-	68,000	Iron work railing and pool fencing repairs, walkway repair, exterior painting	Health & Safety
180850	University Village		-	83,333	Parking light pole replacement 65 poles some are below grade	Scheduled Renewals/Security
180850	University Village		-	40,000	Replace ball valves on Buildings	Scheduled Renewals/Security
180850	University Village		-	260,000	Pool Furniture 4 tables 16 chairs and 4 umbrellas (99,300) as well as apartment furniture for 8 units (928,200)+100 twin mattresses annually	Deferred Maintenance
180850	University Village		-	75,000	Phase III elevator floor replacement - 4 Elevators	Deferred Maintenance
180850	University Village		70,000	759,067	Roof replacement - all buildings	Deferred Maintenance
180850	University Village		39,250	85,000	Community Center Village building 300 - Replace four 3.5 ton package units in house	Health & Safety
180850	University Village		8,674	50,000	Toilet replacement 100 toilets	Scheduled Renewals/Security
180850	University Village		14,976	18,000	Duct Cleaning Phase I: 3 bldgs. The duct cleaning schedule is typically done in apts. where additional work has been completed, for health and safety.	Health & Safety
180850	University Village		15,088	18,000	Repair Stairwells: 7 stairwells. Seven stairwells require replacement of broken or damaged stair treads for safety.	ADA Related
180850	University Village		14,900	85,000	Painting: 24 apts. Interior only. We regularly repaint the interior of the apartments due to damage/wear and tear. This typically coincides with other maintenance work.	Scheduled Renewals/Security
University Village Total		-	295,877	1,691,400		
170104	Innovation Brew Works		73,400		Update HVAC system. Current HVAC system is not able to keep the IBW space cool during the summer. An exhaust fan needs to be installed	Health & Safety
170104	Innovation Brew Works		30,000		Add needed refrigeration space to meet increased demand, reduce labor expenses, enable bulk discount product buys, and enhance customer service.	Programmatic
170105	Poly Fresh		40,000		Replace 4 open aired coolers and 1 Freezer \$40,000, implement frictionless checkout (Zippin) \$45,000.	Deferred Maintenance
170101	Taco Bell		25,000		Branded QSR Concept conversion	Programmatic
170130	Centerpointe	25,000	-	25,000	Nutri-Slice Menu Board display system	Programmatic
170130	Centerpointe	35,000	-	35,000	new Recipe, inventory, menu management system	Programmatic
170130	Centerpointe	45,000	-	45,000	Food Lockers and ordering kiosks	Programmatic
170107	Mini Poly Trolley (SSB)		-	85,000	Electric mobile café serving beverages, sandwiches and burritos.	Programmatic
170130	Vending-Micro Fridge		-	35,000	RFID fresh food vending for food desserts	Programmatic
Dining Services Total		105,000	168,400	225,000		
280510	Kellogg West Conf Center & Hotel		100,000		Exterior/Landscape remodel. The landscape/hardscape has begun to deteriorate at the entry and perimeter of Kellogg West. The current plan is to replace the existing landscape with a new design.	Health & Safety
280510	Kellogg West Conf Center & Hotel		575,000		Roof repair	Deferred Maintenance
280510	Kellogg West Conf Center & Hotel		150,000		Carpet replacement	Deferred Maintenance
280510	Kellogg West Conf Center & Hotel		500,000		Fire/life safety system replacement	Health & Safety
280510	Kellogg West Conf Center & Hotel		-	90,000	The Audio Visual systems within the conference center are long passed their prime, and need to be upgraded to meet the current needs of our users.	Programmatic
280510	Kellogg West Conf Center & Hotel		-	90,000	Replace existing low temp dish machine. The current machine is causing damage to our drain pipes. This High temp machine will not cause damage to the drain pipes.	Deferred Maintenance
280510	Kellogg West Conf Center & Hotel		-	25,000	Purchase smallwares, serviceware and catering equipment. To upgrade our catering signature look	Programmatic
280510	Kellogg West Conf Center & Hotel		-	750,000	Contingency to support campus work on buildings	Deferred Maintenance
280510	Kellogg West Conf Center & Hotel		-	150,000	Updates and rehabilitation to space for stateside use	Programmatic
Kellogg West Total		-	1,325,000	1,105,000		
190040	Executive Administration		50,000		Select door, window, and flooring upgrades to rectify leaks and safety issues (2021-22). Some windows leak, doors have gaps resulting in energy loss.	Deferred Maintenance
190040	Executive Administration		20,000		Bldg. 55 Wall & Paint Refresh. Walls damaged and marked, last painted in 2014.	Deferred Maintenance
190040	Executive Administration		15,000	5,500	Additional costs for roof sealing of building 55	Deferred Maintenance
190040	Executive Administration		-	26,125	Repair/replace portions of damaged patio/entrance coverings	Deferred Maintenance
TBD	General		-	525,000	Emergency & unanticipated needs	Programmatic
190044	Marketing		-	10,000	Workstation renewals	Scheduled Renewals/Security
190110	Human Resources		-	45,000	Kronos Timeclocks+interfaces+equipment	Scheduled Renewals/Security

Administration Total		-	85,000	611,625		
190010	Information Technology		30,000		Grants Module Implementation: Purchase and implement the OneSolution grants module.	Programmatic
190010	Information Technology		30,000		Budget Application: Budget application implementation.	Programmatic
190030	Information Technology		20,000		Migration to POD IAAS - Hardware migration expenses related to moving equipment from b55 to new POD co-location facility. Including spare	Programmatic
190030	Information Technology		10,000	15,000	UKG Workforce Ready - Updates	Scheduled Renewals/Security
190030	Information Technology		15,000	10,000	Migration to POD Datacenter: Hardware migration expenses related to moving equipment from b55 to new POD co-location facility. Including	Scheduled Renewals/Security
190030	Information Technology		16,000	14,000	VM Host Installation: Add a 4th host to our VM infrastructure.	Scheduled Renewals/Security
190030	Information Technology		15,000	20,000	Laptop Rollout: IT to continue offering laptops as workstations replacements.	Scheduled Renewals/Security
190030	Information Technology		-	25,000	PCI Consultant: PCI DSS3.2.1 to 4.0, need consultant to help with the uplift.	Contractual/Legal
280510	Information Technology		-	30,000	Honeywell Server Upgrade: Honeywell application version requires an upgrade as the OS and DB versions are end of life at the end of 2023.	Scheduled Renewals/Security
190030	Information Technology		-	15,000	Marketing Storage Server: Marketing needs to upgrade their network attached storage server to an enterprise level server.	Scheduled Renewals/Security
190030	Information Technology		-	30,000	Enterprise Workstation & Equipment Refresh	Scheduled Renewals/Security
Information Technology Total		-	136,000	159,000		
220080	Center for Training Technology and Incubation		13,000	2,000	Carpet replacement for tenant suites at CTTI.	Scheduled Renewals/Security
220080	Center for Training Technology and Incubation			150,000	Pre-development cost for future capital investment at Innovation Village (based on demand study results)	Programmatic
130010	Bldg. 66 Bookstore Side		-	42,320	Roof re-coat needed to seal any openings	Deferred Maintenance
200660	Bldg. 66 Classroom Side		-	42,320	Roof re-coat needed to seal any openings	Deferred Maintenance
190970	Building 97		-	45,556	Roof re-coat needed to seal any openings	Deferred Maintenance
170500	Building 97 - Dining		-	45,556	Roof re-coat needed to seal any openings	Deferred Maintenance
190970	Building 97		-	200,000	Firewall Extention/ Code Update affecting Classroom 120	Health & Safety
170080	Facilities		-	25,000	Additional used utility Vehicle needed for facilities technicians	Programmatic
Real Estate Activities Total		-	13,000	552,753		
016200	Agronomy Farm		36,000		3-Row Direct Seeder. To Direct Plant Seed in New Plastic Mulch. Will replace hand seeding and weeding labor (by using plastic mulch) for cr	Programmatic
016200	Agronomy Farm		16,500		Sweet Corn Sprayer. Replace 70 year old Corn Sprayer.	Deferred Maintenance
016200	Agronomy Farm		20,000		4 Seat 4x4 Utility Vehicle w/Dump Trailer. Replace Stolen Vehicle / Needed to Transport Crew and materials at Spadra.	Deferred Maintenance
016200	Agronomy Farm		65,000		Off-Road 4x4 Forklift. Needed to Work I Field for Harvest of Bins and Avoid Future Rental Costs. Estimated annual savings for rentals and imp	Programmatic
320300	Ornamental Horticulture		170,000		Greenhouse Shade Curtain Repair. Replacing 20 year old shade curtains. Shade curtain is essential to growing quality plants for both or retail	Deferred Maintenance
320300	Ornamental Horticulture		140,000		Greenhouse Pad Vent Support Repair. The pad vent and insect screened supports are deteriorating due to age and outside conditions.	Deferred Maintenance
320300	Ornamental Horticulture		8,000		Update exterior Greenhouse lighting. The lighting on the exterior of the greenhouses are faulty- They need to be repaired and upgraded to tw	Scheduled Renewals/Security
320300	Ornamental Horticulture		4,000		Greenhouse and Nursery Cameras. Cameras are needed due to increased theft in the nursery.	Scheduled Renewals/Security
462530	Westwind Ranch		27,000		Water Mainline Pipe. Will allow Connection to alternate water source.	Programmatic
462610	Agriscapes Outreach		44,000		Cargo Van. Increasing need for Farm Produce Delivery and Farmers Markets. Estimated additional revenues at \$1,500 / week during 7 month	Programmatic
020010 & 420010	AVS Cattle & Sheep Units		-	206,250	Barn. Current barn will be demolished and and a new barn is required.	Deferred Maintenance
428460	Vet Clinic		-	50,000	Feasibility/ engineering study to convert Building 67 into a vet clinic. Current space deemed unfit for use by campus.	Programmatic
260220	Farm Store		-	5,000	Purchase of a surveillance system that includes cameras, cloud recording storage, and analytic software for the Farm Store. Reduce theft and	Scheduled Renewals/Security
016200	Agronomy Farm		-	40,000	Westwind Irrigation Upgrade - To repair and replace ageing underground irrigation mainline, filtration systems, pump controls, and provide cor	Deferred Maintenance
016200	Agronomy Farm		-	155,000	Multipurpose Produce ashline - To replace antique produce washing lines with modern technology, increase washing volume and effectiveness	Deferred Maintenance
016200	Agronomy Farm		-	80,000	Citrus and Avocado Sizing Line - Multi-purpose weight sorter that can handle various fruit varieties. Being able to sort all fruit will allow farm t	Programmatic
016200	Agronomy Farm		-	55,000	Vegetable Wash Line - To increase washing volume and effectiveness, meet current food safety requirements, and increase worker safety. L	Deferred Maintenance
016200	Agronomy Farm		-	25,000	Multipurpose Spray Washer - Simple spray and wash conveyor table to clean and sanitize harvest crates between harvests and any crops tha	Deferred Maintenance
016200	Agronomy Farm		-	19,000	Zero Turn Mower - Needed to efficiently mow weeds in small areas, orchards, turf, and experimental plots. Eliminate weed eating and herbicid	Programmatic
016200	Agronomy Farm		-	5,000	14' Utility trailer - Needed to safely haul utility vehicle and zero turn mower to various locations across campus	Programmatic
016200	Agronomy Farm		-	87,000	Rough Terrain Forklift - To replace existing forklift that is far past its useful life and undersized for safe operation. New forklift would allow for e	Deferred Maintenance
016200	Agronomy Farm		-	30,000	Baler for ag plastic recycling -To bale ag plastic waste such as plastic mulch and drip tape. This will allow us to recycled all of our plastic inste	Programmatic
016200	Agronomy Farm		-	10,000	Hydraweeder - New method for cultivating that is suited for small scale farms with diverse crops. Will greatly reduce hand weeding in certain c	Programmatic
016200	Agronomy Farm		-	6,000	Pallet scale - To weigh all incoming and outgoing produce. This will allow for better inventory management and yield data which will allow pre	Programmatic
193040	Pine Tree Ranch		-	22,000	Variable Speed Drive - New Control for primary water pump to eliminate runoff onto adjacent property and street due to excess volume.	Deferred Maintenance
462610	Agriscapes Outreach		-	32,000	Tuff Shed or Similar - Manufactured storage building to provide additional eeded space for event & farming equipment and materials	Programmatic
Agriculture Total		-	530,500	827,250		
283500	CPGE		-	150,000	International Village Consultant 50% FDN	Scheduled Renewals/Security
CPGE Total		-	-	150,000		

Grand Total	105,000	2,634,777	5,392,029	
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Prior Years & Proposed Capital Budget
 Capital Funding from Reserves
 Capital Funding from Operations

\$ 8,026,806
105,000
\$ 7,921,806