



FOUNDATION BUDGET 2020-21

Cal Poly Pomona Foundation
TOTAL FOUNDATION
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Administrative Fees	4,102,048	3,450,243	2,754,800	(695,443)
Indirect Cost Recoveries	1,387,085	1,392,510	1,421,318	28,808
Investment Returns	872,076	822,004	911,550	89,546
Other	1,146,907	1,119,725	727,198	(392,527)
Sales	59,313,251	52,234,706	40,617,755	(11,616,951)
Total Revenues	66,821,367	59,019,188	46,432,621	(12,586,567)
Cost of Goods Sold				
Cost of Goods Sold	13,962,177	10,764,460	9,766,193	(998,267)
Total Cost of Goods Sold	13,962,177	10,764,460	9,766,193	(998,267)
Expenditures- Controllable				
Utilities	1,821,609	1,683,285	1,451,666	(231,619)
Agr/RE Fees	359,575	405,856	383,322	(22,534)
Feed	63,808	30,869	27,645	(3,224)
Insurance	308,972	302,554	352,239	49,685
Repairs & Maintenance	3,011,512	2,949,114	2,284,139	(664,975)
Meals & Refreshments	146,247	136,232	75,899	(60,333)
Postage & Freight	43,567	42,174	40,758	(1,416)
Advertising	448,550	250,320	209,650	(40,670)
Rent/Commissions	753,525	512,151	400,314	(111,837)
Salaries & Wages		8,432	8,820	388
Services	4,538,349	7,907,479	3,958,356	(3,949,123)
Supplies	1,693,589	1,637,044	1,066,974	(570,070)
Telephone	511,398	481,361	497,052	15,691
Travel	253,749	151,404	81,537	(69,867)
Laundry	269,576	166,816	147,902	(18,914)
REAL ESTATE FEES	35,004	58,551	45,000	(13,551)
Other	1,058,228	1,224,638	959,002	(265,636)
Total Expenditures- Controllable	15,317,258	17,948,280	11,990,275	(5,958,005)
Expenditures- Non-Controllable				
Administrative Fees	4,102,048	3,450,243	2,754,350	(695,893)
Depreciation	3,481,370	3,389,663	3,504,849	115,186
Interest Expense	1,736,725	1,488,626	1,928,170	439,544
Rent/Commissions	549,251	469,645	162,807	(306,838)
Bank Card Fees	661,217	517,177	409,234	(107,943)
Other	1,006,873	969,553	919,322	(50,231)
Total Expenditures- Non-Controllable	11,537,484	10,284,907	9,678,732	(606,175)
Labor Costs				
Salaries & Wages	17,429,272	15,533,644	10,582,520	(4,951,124)
Employee Benefits	6,485,027	7,242,429	4,938,085	(2,304,344)
Total Labor Costs	23,914,299	22,776,073	15,520,605	(7,255,468)
Total Expenses	64,731,218	61,773,720	46,955,805	(14,817,915)
Net Income	2,090,149	(2,754,532)	(523,184)	2,231,348

Cal Poly Pomona Foundation
BOOKSTORE
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	321,009	196,000	190,700	(5,300)
Sales	8,523,650	7,501,470	7,774,770	273,300
Total Revenues	8,844,659	7,697,470	7,965,470	268,000
Cost of Goods Sold				
Cost of Goods Sold	6,074,398	5,281,621	5,771,506	489,885
Total Cost of Goods Sold	6,074,398	5,281,621	5,771,506	489,885
Expenditures- Controllable				
Utilities	54,660	56,900	49,140	(7,760)
Insurance	12,181	12,181	12,181	
Repairs & Maintenance	22,200	25,033	15,400	(9,633)
Meals & Refreshments	2,400		2,400	2,400
Postage & Freight	6,000	8,500	6,000	(2,500)
Advertising	16,500	10,255	10,800	545
Rent/Commissions	4,800	11,806	4,800	(7,006)
Services	54,600	35,360	48,300	12,940
Supplies	46,520	33,166	39,120	5,954
Telephone	19,200	13,800	19,200	5,400
Travel	2,500	1,200		(1,200)
Other	3,200	12,848	900	(11,948)
Total Expenditures- Controllable	244,761	221,049	208,241	(12,808)
Expenditures- Non-Controllable				
Administrative Fees	477,767	373,946	330,702	(43,244)
Depreciation	36,000	142,176	161,224	19,048
Bank Card Fees	106,195	109,625	97,656	(11,969)
Other	220	220	220	
Total Expenditures- Non-Controllable	620,182	625,967	589,802	(36,165)
Labor Costs				
Salaries & Wages	1,234,044	1,234,044	1,008,011	(226,033)
Employee Benefits	448,385	442,227	322,841	(119,386)
Total Labor Costs	1,682,429	1,676,271	1,330,852	(345,419)
Total Expenses	8,621,770	7,804,908	7,900,401	95,493
Net Income	222,889	(107,438)	65,069	172,507

Cal Poly Pomona Foundation
DINING SERVICES
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	390,823	310,449	220,776	(89,673)
Sales	23,631,183	16,759,517	12,423,316	(4,336,201)
Total Revenues	24,022,006	17,069,966	12,644,092	(4,425,874)
Cost of Goods Sold				
Cost of Goods Sold	7,168,699	4,809,614	3,306,857	(1,502,757)
Total Cost of Goods Sold	7,168,699	4,809,614	3,306,857	(1,502,757)
Expenditures- Controllable				
Utilities	393,289	405,824	281,102	(124,722)
Insurance	34,555	33,830	30,828	(3,002)
Repairs & Maintenance	265,288	347,636	279,949	(67,687)
Meals & Refreshments	13,573	15,909	1,486	(14,423)
Postage & Freight		200		(200)
Advertising	67,768	49,969	30,197	(19,772)
Rent/Commissions	599,377	335,815	281,130	(54,685)
Services	545,600	175,976	56,475	(119,501)
Supplies	899,355	788,566	487,533	(301,033)
Telephone	78,403	72,972	70,087	(2,885)
Travel	56,143	21,713	1,290	(20,423)
Laundry	138,164	98,189	74,856	(23,333)
Other	36,046	32,980	25,509	(7,471)
Total Expenditures- Controllable	3,127,561	2,379,579	1,620,442	(759,137)
Expenditures- Non-Controllable				
Administrative Fees	1,558,761	1,099,559	788,035	(311,524)
Depreciation	668,122	676,684	877,133	200,449
Interest Expense	675,664	591,206	1,013,496	422,290
Rent/Commissions	529,111	454,644	149,517	(305,127)
Bank Card Fees	344,570	209,598	172,410	(37,188)
Other	586,179	468,435	377,483	(90,952)
Total Expenditures- Non-Controllable	4,362,407	3,500,126	3,378,074	(122,052)
Labor Costs				
Salaries & Wages	7,389,277	6,491,046	3,418,747	(3,072,299)
Employee Benefits	2,405,019	2,177,685	1,524,954	(652,731)
Total Labor Costs	9,794,296	8,668,731	4,943,701	(3,725,030)
Total Expenses	24,452,963	19,358,050	13,249,074	(6,108,976)
Net Income	(430,957)	(2,288,084)	(604,982)	1,683,102

Cal Poly Pomona Foundation
KELLOGG WEST HOTEL & CONFERENCE CENTER
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Sales	2,066,848	1,832,046	1,160,950	(671,096)
Total Revenues	2,066,848	1,832,046	1,160,950	(671,096)
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	115,537	101,451	75,160	(26,291)
Agr/RE Fees		1,217	402	(815)
Insurance	33,069	24,262		(24,262)
Repairs & Maintenance	211,054	105,160	99,866	(5,294)
Meals & Refreshments	3,600	2,153	1,800	(353)
Postage & Freight	720	1,199	360	(839)
Advertising	13,335	3,264	4,903	1,639
Rent/Commissions	3,164	2,442	450	(1,992)
Services	251,935	177,547	195,239	17,692
Supplies	70,847	62,045	36,043	(26,002)
Telephone	41,337	24,286	36,000	11,714
Travel	300	1,055	300	(755)
Laundry	129,162	66,610	70,646	4,036
Other	9,440	56,782	6,009	(50,773)
Total Expenditures- Controllable	883,500	629,473	527,178	(102,295)
Expenditures- Non-Controllable				
Administrative Fees	134,349	60,583	75,465	14,882
Depreciation	31,740	33,028	22,920	(10,108)
Bank Card Fees	26,869	14,688	14,700	12
Other	900	3		(3)
Total Expenditures- Non-Controllable	193,858	108,302	113,085	4,783
Labor Costs				
Salaries & Wages	705,103	549,272	375,902	(173,370)
Employee Benefits	265,302	231,356	155,675	(75,681)
Total Labor Costs	970,405	780,628	531,577	(249,051)
Total Expenses	2,047,763	1,518,403	1,171,840	(346,563)
Net Income	19,085	313,643	(10,890)	(324,533)

Cal Poly Pomona Foundation
VILLAGE
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	139,100	141,850	89,410	(52,440)
Sales	11,292,506	10,401,505	6,695,638	(3,705,867)
Total Revenues	11,431,606	10,543,355	6,785,048	(3,758,307)
Expenditures- Controllable				
Utilities	658,996	632,000	510,804	(121,196)
Insurance	96,996	107,000	117,000	10,000
Repairs & Maintenance	623,298	599,455	328,408	(271,047)
Meals & Refreshments	10,000	12,000	14,964	2,964
Postage & Freight	600	600	300	(300)
Advertising	8,250	6,316	5,724	(592)
Rent/Commissions	5,298	7,400	7,836	436
Services	478,779	507,162	320,246	(186,916)
Supplies	63,302	61,977	37,308	(24,669)
Telephone	298,200	295,000	300,750	5,750
Travel	9,300	9,800		(9,800)
Laundry	750		600	600
Other	150,790	143,930	100,220	(43,710)
Total Expenditures- Controllable	2,404,559	2,382,640	1,744,160	(638,480)
Expenditures- Non-Controllable				
Administrative Fees	743,056	685,318	441,005	(244,313)
Depreciation	1,650,396	1,557,993	1,451,728	(106,265)
Interest Expense	786,648	786,648	786,648	
Bank Card Fees	110,000	120,000	62,496	(57,504)
Other	207,600	196,386	177,996	(18,390)
Total Expenditures- Non-Controllable	3,497,700	3,346,345	2,919,873	(426,472)
Labor Costs				
Salaries & Wages	1,447,068	1,393,238	802,254	(590,984)
Employee Benefits	576,168	479,000	509,025	30,025
Total Labor Costs	2,023,236	1,872,238	1,311,279	(560,959)
Total Expenses	7,925,495	7,601,223	5,975,312	(1,625,911)
Net Income	3,506,111	2,942,132	809,736	(2,132,396)

Cal Poly Pomona Foundation
REAL ESTATE
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Investment Returns	72,600	76,526	76,020	(506)
Other	139,620	271,887	178,112	(93,775)
Sales	4,304,594	4,789,018	4,571,110	(217,908)
Total Revenues	4,516,814	5,137,431	4,825,242	(312,189)
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	411,902	361,352	403,118	41,766
Insurance	46,428	41,644	46,428	4,784
Repairs & Maintenance	1,501,954	1,487,034	1,206,595	(280,439)
Meals & Refreshments	300			
Postage & Freight	120	80	120	40
Advertising	6,200	2,036	2,250	214
Rent/Commissions	9,000	18,000	9,000	(9,000)
Services	381,166	404,938	321,768	(83,170)
Supplies	38,049	27,393	33,080	5,687
Telephone	7,500	6,656	7,500	844
Travel	1,575	400	475	75
REAL ESTATE FEES	35,004	58,551	45,000	(13,551)
Other	73,890	57,554	65,015	7,461
Total Expenditures- Controllable	2,513,088	2,465,638	2,140,349	(325,289)
Expenditures- Non-Controllable				
Administrative Fees	221,176	251,750	236,896	(14,854)
Depreciation	768,946	779,822	769,299	(10,523)
Interest Expense	61,240	52,046	27,026	(25,020)
Other	14,000	22,442	14,000	(8,442)
Total Expenditures- Non-Controllable	1,065,362	1,106,060	1,047,221	(58,839)
Labor Costs				
Salaries & Wages	206,640	205,602	127,280	(78,322)
Employee Benefits	112,146	82,907	64,290	(18,617)
Total Labor Costs	318,786	288,509	191,570	(96,939)
Total Expenses	3,897,236	3,860,207	3,379,140	(481,067)
Net Income	619,578	1,277,224	1,446,102	168,878

Cal Poly Pomona Foundation
DESIGNATED GIFTS
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Cost of Goods Sold				
Cost of Goods Sold			2,870	2,870
Total Cost of Goods Sold			2,870	2,870
Expenditures- Controllable				
Repairs & Maintenance		240	240	
Services	1,255,650	1,006,018	250,000	(756,018)
Supplies	44,850	44,350		(44,350)
Laundry		517	450	(67)
Total Expenditures- Controllable	1,300,500	1,051,125	250,690	(800,435)
Other	100	20	30	10
Labor Costs				
Salaries & Wages	14,928	15,051	7,560	(7,491)
Employee Benefits	1,839	1,172	941	(231)
Total Labor Costs	16,767	16,223	8,501	(7,722)
Total Expenses	1,317,367	1,067,368	262,091	(805,277)
Net Income	(1,317,367)	(1,067,368)	(262,091)	805,277

Cal Poly Pomona Foundation
REAL ESTATE
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Investment Returns	72,600	76,526	76,020	(506)
Other	139,620	271,887	178,112	(93,775)
Sales	4,304,594	4,789,018	4,571,110	(217,908)
Total Revenues	4,516,814	5,137,431	4,825,242	(312,189)
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	411,902	361,352	403,118	41,766
Insurance	46,428	41,644	46,428	4,784
Repairs & Maintenance	1,501,954	1,487,034	1,206,595	(280,439)
Meals & Refreshments	300			
Postage & Freight	120	80	120	40
Advertising	6,200	2,036	2,250	214
Rent/Commissions	9,000	18,000	9,000	(9,000)
Services	381,166	404,938	321,768	(83,170)
Supplies	38,049	27,393	33,080	5,687
Telephone	7,500	6,656	7,500	844
Travel	1,575	400	475	75
REAL ESTATE FEES	35,004	58,551	45,000	(13,551)
Other	73,890	57,554	65,015	7,461
Total Expenditures- Controllable	2,513,088	2,465,638	2,140,349	(325,289)
Expenditures- Non-Controllable				
Administrative Fees	221,176	251,750	236,896	(14,854)
Depreciation	768,946	779,822	769,299	(10,523)
Interest Expense	61,240	52,046	27,026	(25,020)
Other	14,000	22,442	14,000	(8,442)
Total Expenditures- Non-Controllable	1,065,362	1,106,060	1,047,221	(58,839)
Labor Costs				
Salaries & Wages	206,640	205,602	127,280	(78,322)
Employee Benefits	112,146	82,907	64,290	(18,617)
Total Labor Costs	318,786	288,509	191,570	(96,939)
Total Expenses	3,897,236	3,860,207	3,379,140	(481,067)
Net Income	619,578	1,277,224	1,446,102	168,878

Cal Poly Pomona Foundation
AGRICULTURE
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	41,255	115,190	41,600	(73,590)
Sales	3,929,638	3,734,802	3,398,046	(336,756)
Total Revenues	3,970,893	3,849,992	3,439,646	(410,346)
Cost of Goods Sold				
Cost of Goods Sold	719,080	673,225	684,960	11,735
Total Cost of Goods Sold	719,080	673,225	684,960	11,735
Expenditures- Controllable				
Utilities	87,625	66,228	81,118	14,890
Agr/RE Fees	359,575	404,639	382,920	(21,719)
Feed	63,808	30,869	27,645	(3,224)
Insurance	28,128	19,372	21,276	1,904
Repairs & Maintenance	62,647	56,964	68,600	11,636
Meals & Refreshments	31,970	23,587	10,685	(12,902)
Postage & Freight	3,967	4,220	4,092	(128)
Advertising	24,540	15,405	15,320	(85)
Rent/Commissions	17,004	46,387	13,200	(33,187)
Services	556,122	636,363	442,867	(193,496)
Supplies	223,458	249,506	201,138	(48,368)
Telephone	2,640	2,340	3,480	1,140
Travel	8,261	5,769	9,172	3,403
Laundry	1,500	1,500	1,350	(150)
Other	118,374	202,251	100,885	(101,366)
Total Expenditures- Controllable	1,589,619	1,765,400	1,383,748	(381,652)
Expenditures- Non-Controllable				
Administrative Fees	175,610	153,956	142,805	(11,151)
Depreciation	78,144	76,495	60,624	(15,871)
Bank Card Fees	33,970	28,850	27,870	(980)
Other	14,800	14,701	13,900	(801)
Total Expenditures- Non-Controllable	302,524	274,002	245,199	(28,803)
Labor Costs				
Salaries & Wages	853,696	826,700	887,865	61,165
Employee Benefits	251,994	182,289	234,277	51,988
Total Labor Costs	1,105,690	1,008,989	1,122,142	113,153
Total Expenses	3,716,913	3,721,616	3,436,049	(285,567)
Net Income	253,980	128,376	3,597	(124,779)

Cal Poly Pomona Foundation
CEU TOTAL
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	95,000	78,435		(78,435)
Sales	4,029,424	2,726,141	2,084,340	(641,801)
Total Revenues	4,124,424	2,804,576	2,084,340	(720,236)
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	73,200	44,500	34,604	(9,896)
Insurance	4,638	2,873	2,110	(763)
Repairs & Maintenance	22,600	16,500	14,500	(2,000)
Meals & Refreshments	51,550	43,697	24,300	(19,397)
Postage & Freight	9,360	6,425	7,550	1,125
Advertising	102,902	70,477	72,742	2,265
Rent/Commissions	60,392	47,951	36,098	(11,853)
Services	265,622	339,140	155,751	(183,389)
Supplies	113,300	236,884	131,421	(105,463)
Telephone	4,630	7,080	7,080	
Travel	116,200	50,157	53,200	3,043
Other	202,150	150,813	96,011	(54,802)
Total Expenditures- Controllable	1,026,544	1,016,497	635,367	(381,130)
Expenditures- Non-Controllable				
Administrative Fees	181,103	121,611	93,887	(27,724)
Depreciation	27,204	19,001	23,004	4,003
Rent/Commissions	11,620	5,601	3,690	(1,911)
Bank Card Fees	31,513	25,606	27,904	2,298
Other	19,095	109,977	176,321	66,344
Total Expenditures- Non-Controllable	270,535	281,796	324,806	43,010
Labor Costs				
Salaries & Wages	2,070,679	1,451,561	1,408,272	(43,289)
Employee Benefits	664,260	461,650	466,230	4,580
Total Labor Costs	2,734,939	1,913,211	1,874,502	(38,709)
Total Expenses	4,032,018	3,211,504	2,834,675	(376,829)
Net Income	92,406	(406,928)	(750,335)	(343,407)

Cal Poly Pomona Foundation
FOUNDATION PROGRAMS
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Sales	868,008	3,735,448	1,995,516	(1,739,932)
Total Revenues	868,008	3,735,448	1,995,516	(1,739,932)
Expenditures- Controllable				
Services	846,420	4,691,974	1,945,896	(2,746,078)
Total Expenditures- Controllable	846,420	4,691,974	1,945,896	(2,746,078)
Expenditures- Non-Controllable				
Administrative Fees	21,588	119,645	49,620	(70,025)
Total Expenditures- Non-Controllable	21,588	119,645	49,620	(70,025)
Total Expenses	868,008	4,811,619	1,995,516	(2,816,103)
Net Income		(1,076,171)		1,076,171

Cal Poly Pomona Foundation
ADMINISTRATION
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Administrative Fees	4,102,048	3,450,243	2,754,800	(695,443)
Other	20,100	5,914	6,600	686
Sales	667,400	754,759	514,069	(240,690)
Total Revenues	4,789,548	4,210,916	3,275,469	(935,447)
Expenditures- Controllable				
Utilities	26,400	15,030	16,620	1,590
Insurance	52,277	60,692	121,716	61,024
Repairs & Maintenance	302,471	311,092	270,581	(40,511)
Meals & Refreshments	23,554	30,029	10,964	(19,065)
Postage & Freight	22,500	20,650	22,036	1,386
Advertising	208,655	92,003	67,314	(24,689)
Rent/Commissions	9,090	2,000	2,400	400
Salaries & Wages		8,432	8,820	388
Services	(256,025)	(224,036)	63,334	287,370
Supplies	181,708	123,057	91,131	(31,926)
Telephone	59,488	59,227	52,955	(6,272)
Travel	43,970	47,310	1,600	(45,710)
Other	146,202	118,486	118,751	265
Total Expenditures- Controllable	820,290	663,972	848,222	184,250
Depreciation	220,818	104,464	138,917	34,453
Interest Expense	213,173	58,726	101,000	42,274
Rent/Commissions	8,520	9,400	9,600	200
Bank Card Fees	8,100	8,810	6,198	(2,612)
Other	91,656	93,999	95,520	1,521
Labor Costs				
Salaries & Wages	3,337,585	3,271,870	2,453,848	(818,022)
Employee Benefits	1,712,132	3,171,701	1,633,232	(1,538,469)
Total Labor Costs	5,049,717	6,443,571	4,087,080	(2,356,491)
Total Expenses	6,412,274	7,382,942	5,286,537	(2,096,405)
Net Income	(1,622,726)	(3,172,026)	(2,011,068)	1,160,958

Cal Poly Pomona Foundation
INVESTMENTS
Consolidated Budget Comparison Summary
For the 2020-21 Fiscal Year

	2019-20 Prior Year Budget	2019-20 Forecast	2020-21 Approved	\$ Change Forecast to Approved Budget
Revenues				
Investment Returns	799,476	745,478	835,530	90,052
Total Revenues	799,476	745,478	835,530	90,052
Expenditures- Non-Controllable				
Other	72,323	63,370	63,852	482
Total Expenditures- Non-Controllable	72,323	63,370	63,852	482
Total Expenses	72,323	63,370	63,852	482
Net Income	727,153	682,108	771,678	89,570

CAL POLY POMONA FOUNDATION, INC.
2020-2021 APPROVED CAPITAL BUDGET

Reserves	Division	Prior Years Remaining	Approved 2020-21	
	Enterprise Activities			
	Kellogg West Conference Center & Hotel			
	Kellogg West Conference Center & Hotel	38,600	-	Additional Parking Lot Lighting (BM381)
	Total Kellogg West Conference Center & Hotel	38,600	-	
	Bronco Bookstore			
	Bookstore	110,675	-	HVAC replacement needed, existing has exceeded life expectancy.
	Bookstore	35,000	-	Van replacement (2019-20 Carry over)
	Total Bronco Bookstore	145,675	-	
	Student Housing			
	University Village	133,600	-	Phase III Boiler Tube Bundles (\$30,000) (2018-19 Carryover) Phase III Hot Water Storage Tanks (\$20,000) (2018-19 Carry over) Inject Foam under Phase III Shower Pans, 120 apartments (\$83,600) (2019-20 Carry over)
	University Village		35,000	Phase III Apt. Refresh/Remediation: 16 apts All Phases Replace Damaged Carpet/Tile: 5 apts
	Total Student Housing	133,600	35,000	
	Dining Services			
	Poly Fresh	-	40,000	Replace 4 open aired coolers and 1 Freezer \$40,000
	Starbucks	-		
271,641	Centerpointe	271,641		Small Equipment for New LO (2019-20 Carryover) \$80,000 Serviceware for New LO(Plates, cups, Silverware, Tabletop etc.) (2019-20 Carryover) \$191,641
-	Centerpointe	-		Other improvements to Centerpointe (i.e., Pot Room upgrade, soft water, etc.)
-	Denny's	-		
3,754	Denny's	3,754		Seating Upgrades (2019-20 Carryover)
	Round Table Pizza	127,039		Required Brand Refresh (2019-20 Carryover)
	Dining Administration	-	25,000	C-Store Conversion to Clover POS (Annual fee savings of \$10k)
	Campus Center Overhead	385,000	-	Flooring CCMP (2019-20 Carryover), New Furniture Seating (2019-20 Carryover) Paint (2019-20 Carryover),
	Total Dining Services	787,434	65,000	
	Administration			
	Human Resources	35,000		Compensation review (\$35,000) (2019-20 Carryover)
	Marketing			
	Marketing	18,000	-	Display Screens: Einsteins \$5000; The Den \$5000; Other \$5000 (2019-20 Carryover)
	Marketing	20,000	-	Outdoor Sign-Display Sign Bookstore (2019-20 Carryover)
	Total Marketing	38,000	-	

2020-2021 APPROVED CAPITAL BUDGET

Reserves	Division	Prior Years Remaining	Approved 2020-21	
	Management Information System			
	MIS	35,000		B55 Fiber and Switch Upgrad - Installation of fiber and respective switches to provide smooth migration of data to the new data center POD, and improved services to the building. (2018-19 Carryover)
	MIS	10,000	10,000	Kronos Upgrade to Workforce Ready - Upgrading SAAS system to stay current with features, functionality, and security. (2019-20 Carryover)
	MIS	15,000		Migration to POD IAAS - Hardware migration expenses related to moving equipment from b55 to new POD co-location facility. Including spare hardware, and peripheral equipment.(2019-20 Carryover)
	MIS	50,000		VM Infrastructure Improvements - Equipment refreshes in preparation for migration to co-location facility in POD.(2019-20 Carryover)
	MIS	10,000	-	Ricoh DocumentMall Phase II - Implementation of advanced workflow automation for contract management and retention policy implementation. (2019-20 Carryover)
	MIS	-	20,000	Odyssey Migration to CS Gold - Migration of Bronco Card services from the Odyssey server to the CS Gold server.
	Total Management Information System	120,000	30,000	
	Real Estate Activities			
	Bldg. 97	-	10,000	Entrance door replacement
	Bldg. 66	110,675		HVAC replacement needed, existing has exceeded life expectancy.
	CTTI Buildings		15,000	Carpet replacement - tenant
	Total Real Estate Activities	110,675	25,000	
	College of Extended University			
	CEU		-	Cart - revised to 2 Electric Car Chargers (Bldg. 220B)
	CEU	20,606	35,038	Software System - extension with Jenzabar to 6/30/21
	CEU	-	16,000	Office space reconfiguration revised to classroom furniture in CEU classrooms 104/105 - Bldg. 220A
	CEU	-		Update CEU conference room to same standards as campus colleges.
	Total College of Extended University	20,606	51,038	

275,395

Prior Years and Approved Capital Budget	1,429,590	206,038
Total Prior Years and Approved Capital Budget		1,635,628
Capital Funding from Reserves		(275,395)
Capital Funding from Operations		<u>1,360,233</u>

Note - the approved capital budget includes funding of \$275,395 from the Residential Board Meal Program Surplus Reserve.

CAL POLY POMONA FOUNDATION, INC.

APPROVED BUDGET
SUMMARY STATEMENT OF ACTIVITY

FISCAL YEAR

REVENUE

EXPENDITURES

NET SURPLUS/(DEFICIT)

	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget
	2019-2020	2019-2020	2020-2021	2019-2020	2019-2020	2020-2021	2019-2020	2019-2020	2020-2021
GENERAL ACTIVITIES:									
ADMINISTRATION	4,605,048	4,048,280	3,190,004	6,226,586	7,252,457	5,201,073	(1,621,538)	(3,204,177)	(2,011,069)
ENTERPRISE ACTIVITIES:									
BRONCO BOOKSTORE	8,844,659	7,697,470	7,965,470	8,621,770	7,804,908	7,900,401	222,889	(107,438)	65,069
DINING SERVICES									
FOUNDATION MAINTENANCE	0	1,636	0	0	3,272	0	0	(1,636)	0
POLY TROLLEY	383,273	272,092	0	370,443	284,753	0	12,830	(12,661)	0
FRESH ESCAPES	278,565	210,116	112,668	223,919	195,148	99,645	54,646	14,968	13,023
CARL'S JR.	605,210	463,401	297,661	539,001	407,669	258,582	66,209	55,732	39,079
PONY EXPRESS - CCMP	731,706	598,980	338,169	617,238	482,682	297,964	114,468	116,298	40,205
PONY EXPRESS - CLA	199,004	89,883	0	202,893	105,718	7,200	(3,889)	(15,835)	(7,200)
INNOVATION BREW WORKS	1,077,976	728,081	826,794	1,086,593	971,786	865,826	(8,617)	(243,705)	(39,032)
POLY FRESH	441,922	339,329	197,299	370,856	272,407	145,603	71,066	66,922	51,696
PONY EXPRESS - ENV	138,020	126,714	74,500	103,549	89,584	58,393	34,471	37,130	16,107
SOLAR CART	24,900	5,200	0	44,595	14,978	0	(19,695)	(9,778)	0
STARBUCKS COFFEE	1,247,470	869,417	512,695	1,192,172	916,941	484,853	55,298	(47,524)	27,842
INTERNATIONAL GROUNDS	282,462	176,831	63,442	193,323	137,437	59,929	89,139	39,394	3,513
PANDA EXPRESS	180,251	132,674	59,792	12,915	8,624	4,487	167,336	124,050	55,305
HIBACHI SAN	126,520	61,709	54,460	10,101	5,471	2,936	116,419	56,238	51,524
CENTERPOINTE	7,362,046	5,416,783	4,172,465	7,655,897	6,305,283	4,795,587	(293,851)	(888,500)	(623,122)
LOLLICUP	228,126	98,776	170,110	240,900	116,198	166,201	(12,774)	(17,422)	3,909
VISTA CAFE	1,333,636	1,034,843	817,322	1,251,110	924,172	742,692	82,526	110,671	74,630
DENNYS	1,084,841	642,551	360,283	1,039,917	708,721	371,142	44,924	(66,170)	(10,859)
VENDING	75,559	62,650	50,763	65,298	49,454	10,908	10,261	13,196	39,855
BREWING EDUCATION PROGRAM	69,000	45,928	42,144	74,618	57,637	51,288	(5,618)	(11,709)	(9,144)
QDOBA	992,500	780,791	526,000	802,589	638,845	421,855	189,911	141,946	104,145
JAMBA JUICE	281,000	244,086	142,500	317,714	269,662	157,588	(36,714)	(25,576)	(15,088)
SUBWAY	948,400	637,639	437,951	837,743	615,180	396,476	110,657	22,459	41,475
ROUND TABLE	571,999	412,177	299,255	454,207	346,431	253,519	117,792	65,746	45,736
DINING ADMINISTRATION	0	19,959	25,900	798,846	708,845	441,736	(798,846)	(688,886)	(415,836)
SADDLES CAFÉ	445,500	346,268	198,557	372,074	284,668	169,641	73,426	61,600	28,916
TACO BELL	313,251	231,900	151,407	289,845	219,748	141,278	23,406	12,152	10,129
EINSTEIN'S BAGELS	519,999	405,141	210,000	499,873	318,565	217,127	20,126	86,576	(7,127)
PONY EXPRESS AT CBA	647,053	401,194	211,000	608,194	445,025	208,082	38,859	(43,831)	2,918
H-CAFE	44,000	29,302	0	51,472	40,012	2,699	(7,472)	(10,710)	(2,699)
BRONCO BUCKS CARD OFFICE	184,500	161,000	85,465	185,688	127,213	85,464	(1,188)	33,787	1
BSC & CAMPUS CENTER/OVERHEAD	15,000	0	0	949,598	838,754	365,740	(934,598)	(838,754)	(365,740)
RETAIL KITCHEN	0	0	933,090	0	123,450	633,414	0	(123,450)	299,676
RETAIL CATERING	0	50,088	0	0	72,992	0	0	(22,904)	0
SCE LOBBY SHOP	77,220	76,786	0	80,543	68,086	0	(3,323)	8,700	0
RECHARGE CAFE - SCE	216,972	99,044	85,282	216,313	106,268	86,616	659	(7,224)	(1,334)
KW - CATERING/CONF. FOODS	3,078,625	1,959,633	1,272,583	2,878,614	2,206,856	1,330,067	200,011	(247,223)	(57,484)
TOTAL DINING SERVICES	24,206,506	17,232,602	12,729,557	24,638,651	19,488,535	13,334,538	(432,145)	(2,255,933)	(604,981)

CAL POLY POMONA FOUNDATION, INC.
 APPROVED BUDGET
 SUMMARY STATEMENT OF ACTIVITY

FISCAL YEAR	REVENUE			EXPENDITURES			NET SURPLUS/(DEFICIT)		
	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget
	2019-2020	2019-2020	2020-2021	2019-2020	2019-2020	2020-2021	2019-2020	2019-2020	2020-2021
KW CONFERENCE CENTER & LODGE	2,066,848	1,832,046	1,160,950	2,047,763	1,518,403	1,171,840	19,085	313,643	(10,890)
UNIVERSITY VILLAGE	11,431,606	8,548,916	6,785,048	7,925,495	7,471,584	5,975,312	3,506,111	1,077,332	809,736
REAL ESTATE	4,516,814	5,137,431	4,825,242	3,897,236	3,860,207	3,379,140	619,578	1,277,224	1,446,102
TOTAL ENTERPRISE ACTIVITIES	51,066,433	40,448,465	33,466,267	47,130,915	40,143,637	31,761,231	3,935,518	304,828	1,705,036
TOTAL GENERAL & ENTERPRISE ACTIVITIES	55,671,481	44,496,745	36,656,271	53,357,501	47,396,094	36,962,304	2,313,980	(2,899,349)	(306,033)
DESIGNATED GIFTS - University	0	0	0	1,317,367	1,067,368	262,091	(1,317,367)	(1,067,368)	(262,091)
SURPLUS (DEFICIT) AFTER DESIGNATED GIFTS	55,671,481	44,496,745	36,656,271	54,674,868	48,463,462	37,224,395	996,613	(3,966,717)	(568,124)
SUPPLEMENTAL PROGRAMS									
RESEARCH OFFICE	1,387,085	1,392,510	1,421,318	1,367,088	1,372,510	1,401,318	19,997	20,000	20,000
AGRICULTURE UNITS	3,970,893	3,849,992	3,439,646	3,716,913	3,721,616	3,436,049	253,980	128,376	3,597
CONTINUING EDUCATION	4,124,424	2,804,576	2,084,340	4,032,018	3,211,504	2,834,675	92,406	(406,928)	(750,335)
UNRESTRICTED FOUNDATION PROGRAMS	868,008	3,735,448	1,995,516	868,008	4,811,619	1,995,516	0	(1,076,171)	0
TOTAL SUPPLEMENTAL	10,350,410	11,782,526	8,940,820	9,984,027	13,117,249	9,667,558	366,383	(1,334,723)	(726,738)
TOTAL SURPLUS (DEFICIT) UNRESTRICTED	66,021,891	56,279,271	45,597,091	64,658,895	61,580,711	46,891,953	1,362,996	(5,301,440)	(1,294,862)
INVESTMENTS									
GENERAL INVESTMENTS	799,476	745,478	835,530	72,323	63,370	63,852	727,153	682,108	771,678
TOTAL INVESTMENTS	799,476	745,478	835,530	72,323	63,370	63,852	727,153	682,108	771,678
TOTAL	66,821,367	57,024,749	46,432,621	64,731,218	61,644,081	46,955,805	2,090,149	(4,619,332)	(523,184)