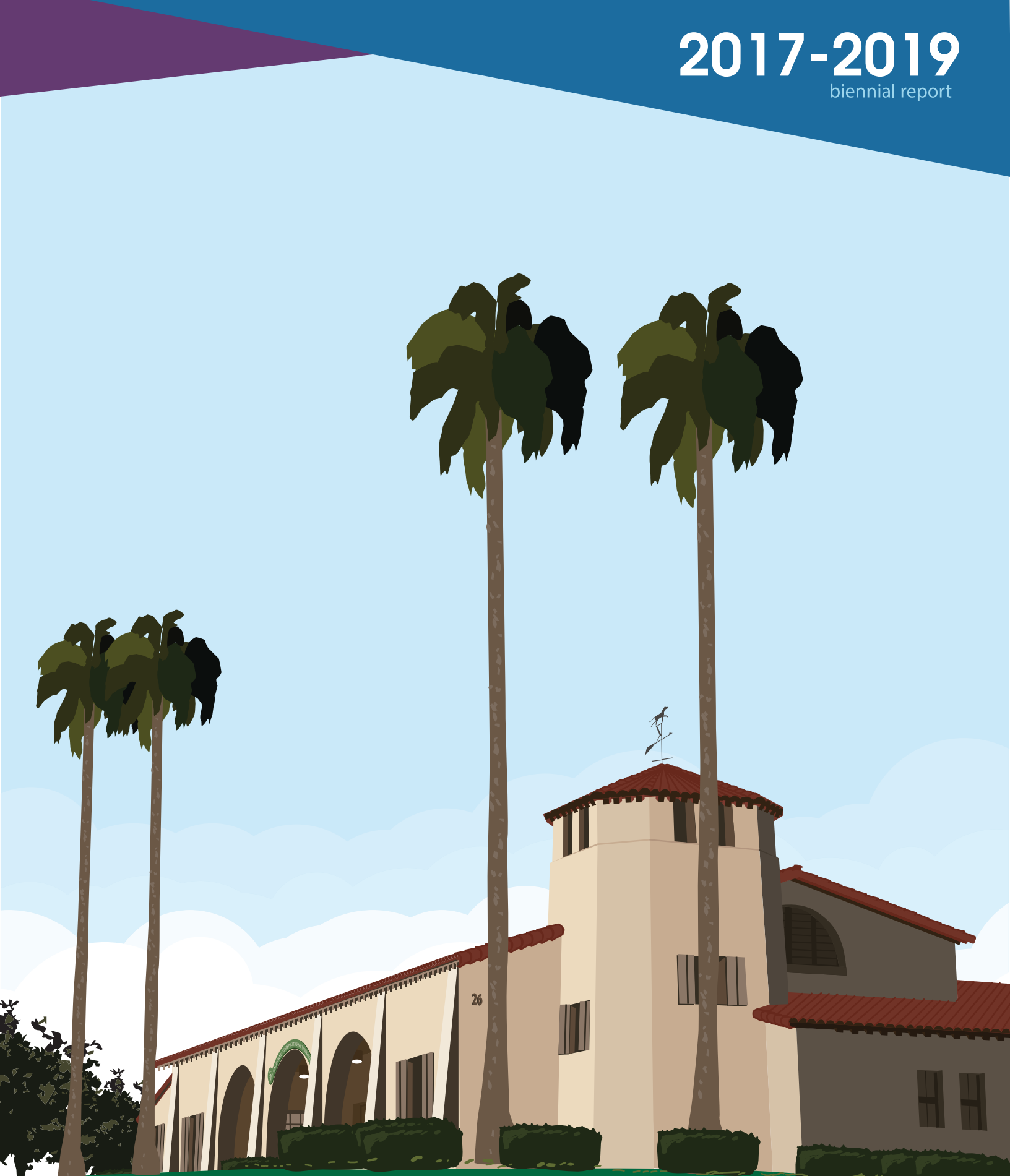


2017-2019  
biennial report



CAL POLY POMONA FOUNDATION, INC.

## MESSAGE FROM THE CHAIR

When I arrived at Cal Poly Pomona in 2015, one of my first steps was to take a listening tour. I visited 112 academic and administrative units across campus and met with hundreds of faculty, staff, students and community members.

The tour gave me the opportunity to observe the dedication and talents of our campus community and also see the myriad projects and programs aimed at helping our students succeed. Above all, the listening tour made clear that our faculty and staff were deeply committed to the success of our students.

From these discussions, emerged a guiding principle for our university — One Team. One Goal. Student Success.

Regardless of the role or responsibilities, each of us is part of this team — each of us has a role to play in student success. This principle has guided our strategic planning efforts and been the foundation of our university-wide efforts that are achieving real progress for our students.

For more than 50 years, the Cal Poly Pomona Foundation has been an essential member of this team. Whether it is housing, food services, scholarship programs, or the 1,500 jobs filled by Cal Poly Pomona students each year, the Foundation's impact on student success reaches across the entire campus.

In this Biennial Report, you will see in detail the many ways the Foundation supports the university's mission and meets the needs of our students, faculty and staff. The report also highlights the critical role that the Foundation plays in supporting research, grants, campus activities, property development and partnerships with the local community.

On behalf of the university community, I extend my deep appreciation to the Foundation's Board of Directors and the Foundation staff for their leadership and dedication. It has been my pleasure to serve on the board and work with so many people who demonstrate their commitment to our students and our university.

Sincerely,



Soraya M. Coley, Ph.D.  
President





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### *“Quality Service Supporting Quality Education”*

Established in 1966, Cal Poly Pomona Foundation, Inc. is a self-supporting, nonprofit auxiliary organization recognized by the California State University system. Its sole purpose is to support the educational mission of the university by providing services, financial support and administrative assistance to the Cal Poly Pomona community. The Foundation is guided by a board of directors that represents all areas of the university and community including the president of the university who, by virtue of the position, is also the chairperson of the Foundation Board of Directors.

The Foundation operates as a public-benefit charitable educational organization under the provisions of the California Revenue and Taxation Code, Section 23701(d) and the United States Internal Revenue Code, Section 501(c)(3). As a recognized auxiliary of the California State University, the Foundation conforms to the regulations established by the Board of Trustees of the California State University and approved by the California State Director of Finance as required by the California Education Code, Section 89900. The university administrative organization supervises the Foundation, as required by Title 5, California Code of Regulations, Section 42402.



## MISSION

As an auxiliary supporting California State Polytechnic University, Pomona, the Cal Poly Pomona Foundation is an integral component of the educational mission of the university. In pursuit of this mission, the Foundation is a partner in the university community which includes students, faculty, staff, administrators, alumni and members of the larger community. The Foundation exists to provide the highest level of service and financial support while maintaining corporate fiscal integrity.

The role of the Foundation is to provide convenient and appropriate goods and services at a reasonable price and to develop additional assets and resources for the university. The Foundation also promotes and celebrates the cultural diversity of the university, helps foster and maintain an effective learning environment to provide educational opportunities that reflect an institutional image of competence and quality and encourages cooperative relations within the university community.

Excellence in service to the university is the highest priority of the Foundation. The Foundation accomplishes this by:

- Operating in a professional and conscientious manner
- Continually updating its planning for the future and emphasizing the importance of quality and excellence
- Promoting high standards of ethics, honesty, competency and professionalism in all its employees
- Developing and motivating employees to express an entrepreneurial spirit by using creativity, innovation, initiative and open communication
- Maintaining its commitment to affirmative action, equal opportunity and career development in a safe working environment

The Cal Poly Pomona Foundation is an equal opportunity, affirmative action employer. The Foundation subscribes to all state and federal regulations and prohibits discrimination based on sex, race, sexual orientation, national origin, handicap, marital status, age, religious creed, color, ancestry, medical condition or veteran status. The Foundation hires only individuals lawfully authorized to work in the United States.

## CORPORATE VISION STATEMENT



### TO BE THE BEST ...

... an organization of employees must be committed to quality and recognized as leaders and award winners.

... an organization must maintain the best business practices.

... an organization must have service quality consistently exceeding customer expectations and financial performance consistently exceeding comparable industry standards.

... an organization must offer a stimulating and gratifying workplace where employees can achieve their full potential.

## TRANSPARENCY

In keeping with the principles of its corporate culture, the Foundation aspires to be as transparent as possible in its dealings with customers and clients; this means there are no hidden agendas or conditions, and information is fully disclosed that is needed for collaboration. Transparency allows the Foundation to gain the confidence of associates and patrons, forming strong bonds and creating long-lasting relationships. Customers and partners can come straight to the Foundation website for accurate and timely information about business practices. All corporate documents such as articles of incorporation, bylaws, business plans and budgets, tax returns, policies and the board of directors roster are clearly accessible on the home page: [www.foundation.cpp.edu/](http://www.foundation.cpp.edu/)

The California State University added a section on its website for auxiliary operations with basic information on each (<http://auxiliary.calstate.edu/>). This page outlines what auxiliaries are and how they function to support the California State Universities.



**Cal Poly Pomona  
Foundation**

[www.foundation.cpp.edu](http://www.foundation.cpp.edu)



## HOW WE SUPPORT THE CAMPUS COMMUNITY

To support the educational mission of Cal Poly Pomona, the Cal Poly Pomona Foundation provides services, financial aid and administrative assistance to the university community, and is the largest employer of students on the campus. The Foundation manages, administers or acts as the fiscal agent for the university on a multitude of projects, grants, contracts, initiatives and campus programs. In addition, the Foundation operates campus commercial enterprise operations including Bronco Bookstore, Dining Services, Kellogg West Conference Center & Hotel and the University Village. The Foundation Real Estate division oversees the development and management of the Innovation Village Research Park as well as the faculty/staff housing program. Figures (below and opposite page) are for fiscal years 2017-2018 and 2018-2019 unless noted otherwise.



### HIGHLIGHTS FOR 2017-2018 AND 2018-2019

#### COMMERCIAL ENTERPRISE OPERATIONS

- **Bronco Bookstore** generates \$10.2 million in sales annually by maintaining competitive prices with an aggressive value book program. Affordable options such as used, rental and digital textbooks made up 46% of all textbook sales. The bookstore rents more than 39,000 books per year.
- **Dining Services** operates 32 venues on campus and routinely invests in master planning, building improvements, and quality brands for the campus community. Over 2,500 cases of beverage products, as well as other vendor donations, annually support student clubs and organizations for their fundraising and event needs.
- **Kellogg West Conference Center & Hotel** provides 85 guestrooms and 12,000 sq. ft. of meeting space without any state funding assistance.
- **University Village** provides 1,200 students on-campus apartment housing at rates that are among the lowest in the CSU system.

#### DESIGNATED GIFTS TO THE UNIVERSITY

- Athletics – \$149,594
- News and Publications – \$449,964
- Office of Development – \$157,864
- Special Foundation Grants – \$345,433
- Faculty/Staff Café – \$22,449
- University Public Relations – \$1,509,307

#### RESEARCH AND ADMINISTRATIVE SUPPORT – GRANTS, CONTRACTS AND FOUNDATION PROGRAMS

- Indirect Cost Distribution – \$944,390
- Office of Research and Sponsored Programs – \$891,448
- Office of Grants and Contracts – \$2,065,561
- Interest Earnings Distributed to Foundation and Scholarship Programs – \$2,040,640
- Subsidized Administrative Support – \$74,725
- Campus Card System Support – \$10,285



## REAL ESTATE DEVELOPMENT AND MANAGEMENT

Real Estate Development manages properties donated to the Foundation for the benefit of the university to maximize cash flows available from them and protect the assets. With licensed staff, the Foundation is able to advise the university on potential real estate donations.

## FACULTY/STAFF HOUSING PROGRAM

The Foundation invested in the development and infrastructure for this program. Thirty-four Fair Oaks Walk townhomes were built and 17 existing single-family homes were remodeled for the faculty and staff housing program.

## INNOVATION VILLAGE RESEARCH PARK

The Foundation invested in the infrastructure of this 65-acre project and administers the ground leases, oversees the development and management of the infrastructure and the marketing of the complex. Additionally, the Foundation built and manages the Center for Training, Technology and Incubation, which now houses the College of Extended University, Innovation Brew Works and a number of small, innovative companies.

## MISCELLANEOUS FOUNDATION DONATIONS AND CONTRIBUTIONS

- Administrative Donations – \$44,831
- Bookstore Gifts/Support – \$36,500
- Dining Services Gifts/Support – \$104,708
- Hot Dog Caper – \$69,038
- Kellogg West Parking for Collins College – \$645,540
- Faculty/Staff Service Awards – \$5,827
- Support for Lanterman – \$3,325,956
- Transfer of Fixed Assets to University – \$3,687,321
- University Village Support of Police Officer – \$292,667

## STUDENT EMPLOYMENT

- The Foundation is the largest employer of students at Cal Poly Pomona
- Approximately 1,500 students worked 450,000 hours, earning \$9.6 million in wages annually

## COMMISSIONS PAID

- University Union/ASI & BSC – \$237,216
- University Housing – \$1,034,793





# SCHOLARSHIPS



## SPOTLIGHTS FOR 2017-2018 AND 2018-2019

### SUPPORTING UNIVERSITY GRADUATION INITIATIVE

As Cal Poly Pomona continues to increase its graduation rate (it surpasses the national average), the Cal Poly Pomona Foundation contributes real-world expertise to graduating student workers, in support of the university's learn-by-doing philosophy.

As the largest employer of students on campus — over 1,500 student employees — the Foundation strives to ensure they are job-ready by teaching them time management, customer service, teamwork, personnel management, problem solving, safety and efficiency skills as part of their workday. Student employees are taught to listen carefully and ask good questions as they are trained to perform their jobs. These soft skills, like communication and collaboration, are critical to employers looking for new hires to jump right in and begin the work without having to provide these basics during their job orientation.

The Foundation administered  
**\$6,500,000**  
in scholarships and over  
**\$2,000,000**  
in stipends to students  
over the last two years.





## NORMAN J. PRIEST SCHOLARSHIP

The Norman J. Priest Scholarship was created in 2000 to honor former board member Norman Priest. This scholarship rewards deserving full-time students who embody the values and work ethic of Mr. Priest in their participation and leadership in campus activities and community service, and in their work activities as Foundation employees.

Applications were reviewed by Mrs. Halo Priest, her son James Priest and a Foundation scholarship committee. Selection is based on one's resume, a recommendation from both a supervisor and a Foundation staff member, plus an essay on how the Cal Poly Pomona Foundation has helped them with their educational goals and how the award will help them achieve their career and educational goals. The essay also highlights how participation and leadership in campus activities and community service will help them achieve their goals.

### The winners for 2017-2018 are:

Alejandra Castellon	University Village
Guy Hernandez	Agromony Farm
Belisaria Sidener-Mercado	Innovation Brew Works

### The winners for 2018-2019 are:

Allison Lee	Vista Market
Karina Tostado	Kellogg West

### Priest Scholarship Winner 2017-2018 – Belisaria Sidener-Mercado

"I never thought I would be making such a difference at Innovation Brew Works. I make delicious weekly specials that pull in regulars and new customers alike that want to try something new. In addition to being the kitchen lead at Innovation Brew Works, I was recently brought on to the University Village team. All of these opportunities that I have experienced through the Foundation have really helped me further develop my skills. I have also matured more as a person, and that has helped me get closer to achieving my academic and career goals."

### Priest Scholarship Winner 2018-2019 – Allison Lee

"As a striving Hospitality Management student, working at Kellogg West Hotel and Conference Center has been a challenging, practical and inspiring experience. Working on campus allows me to directly apply the hospitality leadership training I am receiving from class into the work space. I strongly believe that the hands-on industry experience I am exposed to at Kellogg West is invaluable to my educational growth. While I am learning the 'hows' and 'whys' behind the hospitality industry from my professors, working with Kellogg West is similar to a lab where I can test those concepts and practices in the real world. I am grateful to be in a thriving learning environment where I am receiving feedback and instructions from guests, managers and coworkers as much as professors and classmates."

# CAL POLY POMONA PHILANTHROPIC FOUNDATION

On July 1, 2019, our university launched the nonprofit Cal Poly Pomona Philanthropic Foundation to expand the university's fundraising capabilities and capacity. Incorporated as a public entity, it is able to accept a broader range of gifts and grants to fund scholarships, facilities, academic priorities and strategic programs at the university. The move is also a critical step in implementing the university's Strategic Plan.

"By broadening partnerships and deepening financial support, the Philanthropic Foundation will strengthen the university's educational mission by increasing student scholarships, faculty research initiatives, classroom and lab renovations, and projects that benefit the economic vitality of the state and region," said Dan Montplaisir, Vice President for University Advancement.











The Philanthropic Foundation's volunteer board of directors includes alumni and other industry leaders who will help raise the university's profile in the region, serve as ambassadors and help the university engage with prospective donors and corporate partners.

Larry Gates, President of DRC Engineering Inc., is the inaugural board chair of the Philanthropic Foundation.

"I'm very excited about the formation of the new Philanthropic Foundation and very honored to serve as the first chair. The Philanthropic Foundation is important to me because when I attended Cal Poly Pomona in 1987, I received an incredibly valuable education at a low cost. I want to ensure that future generations have that same opportunity."

A full list of the board of directors and their bios can be found at [www.cpp.edu/philanthropy/governance](http://www.cpp.edu/philanthropy/governance).

For more information about the new Philanthropic Foundation, visit [www.cpp.edu/philanthropy](http://www.cpp.edu/philanthropy).

What are the differences between the foundations?	
Cal Poly Pomona Foundation, Inc.	Cal Poly Pomona Philanthropic Foundation
 <p>501(c)(3) and 509(a)(3) Type III Functionally Integrated Supporting Organization</p>	 <p>501(c)(3) Type I Public Charity</p>
 <p>Administers grants and contracts that are not philanthropic because they have specified deliverables</p>	 <p>Oversees and solicits Cal Poly Pomona's philanthropic endeavors, including the Annual Fund and planned gifts, and manages the university's overall endowment</p>
 <p>Funds managed are federal, state or other government grants for which the university carries out specified programs or projects on behalf of the grant-making authority</p>	 <p>Funds managed come from donors, including individuals, families, corporations and private foundations</p>
 <p>Serves as the fiscal agent for the university's revenue-generating activities and operates several campus enterprises (University Village, Dining Services, Bronco Bookstore, Research, etc.)</p>	 <p>Is focused on fund-raising and increasing charitable support, accepts and manages all charitable contributions and has a fiduciary responsibility for donated funds</p>
 <p>Is managed by a board of directors composed primarily of representatives from the university with some alumni and community members</p>	 <p>Is managed by a board of directors composed primarily of alumni and community members with some representatives from the university</p>





“The Philanthropic Foundation is important to me because when I attended Cal Poly Pomona in 1987, I received an incredibly valuable education at a low cost. I want to ensure that future generations have the same opportunity.”

Larry Gates  
 President of DRC Engineering Inc.  
 and Inaugural Board Chair





## Support Our Campus. Buy On Campus.

When you support the services that are operated by the Cal Poly Pomona Foundation (Dining Services, Bronco Bookstore, University Village and Kellogg West Conference Center & Hotel), you help students obtain on-campus jobs. You also help fund student scholarships, programs and educational activities.

As the largest employer of students on campus, the Foundation offers valuable work experience and hands-on training to approximately 1,500 Cal Poly Pomona students each year. Over the last decade, the Foundation paid student employees a total of \$30 million in wages.

The Foundation offers positions in various fields; whether it is in the area of technology, science, retail, culinary arts, hospitality management, leadership or research grants, these student employees participate in Cal Poly Pomona's learn-by-doing philosophy and acquire practical skills in their designated field of study.

The Foundation also contributes operating support to nearly 1,100 Foundation and scholarship programs every year, including Bronco Athletics and the Norman J. Priest Scholarship. In addition, the Foundation administers grants and contracts, contributes to campus security and supports several university publications. The Foundation contributes over \$1 million annually to Cal Poly Pomona.

Because of your support, the Foundation is able to provide these beneficial services every year. Thank you for making your purchases on campus and contributing to the success of Cal Poly Pomona students and the university community. Please visit <https://youtu.be/t-3x6LUrVv> to see how your patronage impacts Cal Poly Pomona students and their future.



For the past  
**53 years,**  
the Foundation has been  
an essential partner of  
the university.



The Foundation  
administered over  
**\$29,200,000**  
in Grants and Contracts.

The Foundation Board  
approved designated  
gifts totaling over  
**\$3,200,000**  
in support of the  
university.



**BOARD OF DIRECTORS 2017-2018**

NAME	TITLE	BOARD POSITION	COMMITTEE
Dr. Soraya Coley	President, Cal Poly Pomona	Designated Director	Executive, BOD Chair
Dr. Sylvia Alva	Vice President for Administrative Affairs, Provost	Designated Director	Finance
Mr. Farris Hamza	President, Associated Students, Inc.	Designated Director	Finance, Program, Executive
Dr. Lea Jarnigan	Vice President, Student Affairs	Designated Director	Program (Chair), Finance
Ms. Danielle Manning	Vice President, Administrative Affairs	Designated Director	Finance, Personnel (Chair), Investment, Executive
Mr. John McGuthry	CIO, Instructional and Information Technology	Designated Director	Finance, Program
Mr. Daniel Montplaisir	Vice President, University Advancement	Designated Director	Finance, Investment
Dr. Julie Shen	Chair, Academic Senate	Designated Director	Finance, Executive
Ms. Rachel Dominguez	President, Staff Council	Designated Director	Finance, Executive
Dr. Lea Dopson	Dean, Collins College of Hospitality	Dean Director	Personnel, Investment
Dr. UJ Fan	Professor, Mechanical Engineering	Faculty Director	Finance, Investment
Dr. Samir Anz	Professor, Chemistry	Faculty Director	Personnel, Program
Ms. Joy Tafarella	Vice President, Cal Poly Federal Credit Union	Staff Director	Personnel, Program
Ms. Deborah Goman	Evaluator, Registrar's Office	Staff Director	Personnel, Program
Ms. Martha Rosario	Secretary of Sustainability, Associated Students, Inc.	Student Director	Personnel, Audit
Ms. Jessica Shahad	Secretary, Associated Students, Inc.	Student Director	Finance, Investment
Mr. James Priest	Esq, Best Best & Krieger Law Firm	Community Member	Personnel, Audit (Chair)
Mr. Lowell Overton	International President, Elite REO Marketing Division	Community Member	Program
Mr. Oliver Santos	CFO, AC Martin Partners	Community Member	Executive, Finance
Mrs. Mei Lien Chang	President, Topline Trade Union International	At Large Director	Personnel
Mr. Thomas Goff	Vice President & Principal, Bernstein Global Wealth Management	At Large Director	Investment (Chair)
Ms. Kathy Tully	Senior Vice President, Morgan Stanley Smith Barney	At Large Director	Investment
Ms. Erica Frausto	Executive Director, Pomona Chamber of Commerce	At Large Director	Program
Mr. Sean Yu	Managing Director, Wealth Management, Morgan Stanley	At Large Director	Investment
<b>NON-BOARD COMMITTEE MEMBERS</b>			
Mr. Joseph Simoneschi	Associate Vice President, Finance and Administrative Services	Committee Member	Finance, Audit, Investment
Ms. Sharon Reiter	Associate Vice President, Human Resources	Committee Member	Personnel
Ms. Joice Xiong	Director, Internal Audit	Committee Member	Audit
Dr. Sadiq Shah	Associate Vice President, Innovation and Economic Development	Committee Member	Program



**BOARD OF DIRECTORS 2018-2019**

NAME	TITLE	BOARD POSITION	COMMITTEE
Dr. Soraya Coley	President, Cal Poly Pomona	Designated Director	Executive, BOD Chair
Dr. Sylvia Alva	Vice President for Academic Affairs, Provost	Designated Director	Finance
Miss Jennifer Greenberg	President, Associated Students, Inc.	Designated Director	Finance, Program, Executive
Dr. Lea Jarnigan	Vice President, Student Affairs	Designated Director	Finance, Personnel, Investment, Program (Chair)
Ms. Danielle Manning	Vice President, Administrative Affairs	Designated Director	Finance (Chair) , Personnel (Chair), Investment, Executive
Mr. John McGuthry	CIO, Instructional and Information Technology	Designated Director	Finance, Program
Mr. Daniel Montplaisir	Vice President, University Advancement	Designated Director	Finance, Investment
Dr. Julie Shen	Chair, Academic Senate	Designated Director	Finance, Executive
Ms. Rachel Dominguez	President, Staff Council	Designated Director	Finance, Executive
Dr. Lea Dopson	Dean, Collins College of Hospitality	Dean Director	Finance, Personnel, Investment, Program (Chair)
Dr. UJ Fan	Professor, Mechanical Engineering	Faculty Director	Finance, Investment
Dr. David Speak	Professor	Faculty Director	Personnel, Program
Ms. Joy Tafarella	Vice President, Cal Poly Federal Credit Union	Staff Director	Personnel, Program
Ms. Deborah Goman	Evaluator, Registrar's Office	Staff Director	Personnel, Program
Ms. Chau Mai Hua	Secretary of Sustainability, Associated Students, Inc.	Student Director	Personnel, Audit
Mr. Michael Burkhardt	Secretary of Programs and Services, Associated Students, Inc.	Student Director	Finance, Investment
Mr. James Priest	Esq, Best Best & Krieger Law Firm	Community Member	Personnel, Audit
Mr. Lowell Overton	International President, Elite REO Marketing Division	Community Member	Program
Mr. Oliver Santos	CFO, AC Martin Partners	Community Member	Finance, Executive
Mrs. Mei Lien Chang	President, Topline Trade Union International	At Large Director	Personnel
Mr. Thomas Goff	Vice President & Principal, Bernstein Global Wealth Management	At Large Director	Investment (Chair)
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Ms. Joice Xiong	Director, Internal Audit	Committee Member	Audit
Dr. Sadiq Shah	Associate Vice President, Innovation and Economic Development	Committee Member	Program





## MANAGEMENT PERSPECTIVE

On behalf of the Board of Directors, I am proud to present the fiscal years 2017-18 and 2018-19 report of the Cal Poly Pomona Foundation, Inc. This report provides an opportunity to review the many accomplishments of the Foundation as we have assisted in meeting the needs of our students, faculty and staff. In this biennial report, we draw your attention closer to the success of our students and how the Foundation has impacted their educational experience here at Cal Poly Pomona.

Virtually every student has been directly impacted in one way or another by their interactions with the Foundation. The student's learning experience is significantly enriched when they are supported by our enterprise operations, sponsored research, program endeavors and scholarly activities. Starting with the student body president along with two student representatives nominated by the Associated Students Senate, we have a total of three students who serve on the Foundation Board of Directors.

During the fiscal years 2017-18 and 2018-19, the Foundation proudly supported the university and the students, faculty and staff in the following ways:

- Supporting student grants and scholarships: \$1,418,000
- Funding student services: \$867,000
- Providing for academic support: \$6,691,000
- Supporting research: \$7,772,000
- Supporting instruction: \$10,601,000
- Employing the largest number of students on campus with a \$5.0 million annual payroll earned by hundreds of student employees
- Realigning our meal plans with industry best-practices

- and input from our students, faculty and staff
- Receiving Board approval to incur \$20.0 million along with an equity investment of \$4.0 million to construct a new residential dining facility
- Receiving Board approval for a \$6.0 million liquidity access line
- Receiving Board and California Attorney General's Office approvals to transfer approximately \$135.0 million of restricted assets to the new Philanthropic Foundation

We have ensured that our goals and objectives are aligned with the success of our students by providing flexible hours, convenient locations, student intern programs, an environment that recognizes the demands of student life and the opportunities to gain practical work experience utilizing skills learned in the classroom. The Foundation provides a touchpoint or interaction for a return on our investment to our students by way of employment in our enterprise operations, programs and sponsored research. The Foundation is a catalyst for students to experience on-the-job training in an innovative work environment outside the classroom.

The Foundation continues to demonstrate its commitment to our students on an individual level, as well as its support of the educational mission of the university. Please join us along this two year journey to celebrate our successes as we venture into the lives of our students through the accomplishments of the Foundation.

David Prenovost  
Senior Managing Director  
Cal Poly Pomona Foundation, Inc.

## MANAGEMENT



**David Prenovost**  
Chief Financial Officer and  
Senior Managing Director



**Dennis Miller**  
Chief Employment Officer  
and Managing Director



**Aaron Neilson**  
Director,  
Dining Services



**David Laxamana**  
Director,  
Foundation University  
Village



**Jenny Dennis**  
Executive Assistant to  
Executive Director



**Cameron Edmonds**  
Director,  
Kellogg West Conference  
Center & Hotel



**Clint Aase**  
Director,  
Bronco Bookstore



**Sandra Vaughan-Acton**  
Director,  
Real Estate Development



**Edwin Santiago**  
Director, Marketing



**Randall Townsend**  
Director,  
Information Technology



**Sue Chiazza**  
Director,  
Enterprise Accounting/  
Financial Reporting



**Debbie Schroeder-  
Linthicum**  
Director,  
Grants and Contracts



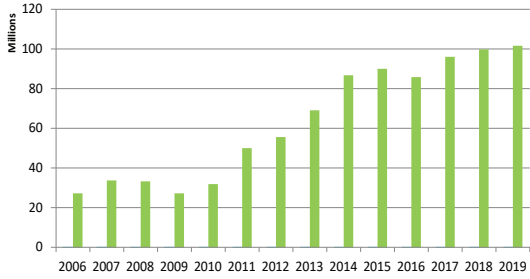
## GIFTS AND DONATIONS

The Foundation administers gifts and donations to programs, scholarships and endowments on behalf of the university. These funds are restricted by the donor or designated by the university (unrestricted) to enhance and enrich the educational experience, goals and objectives of a learning-centered environment. In general, these funds are used in the areas of instruction, public service, academic support, student services, institutional support, capital projects and student grants and scholarships.

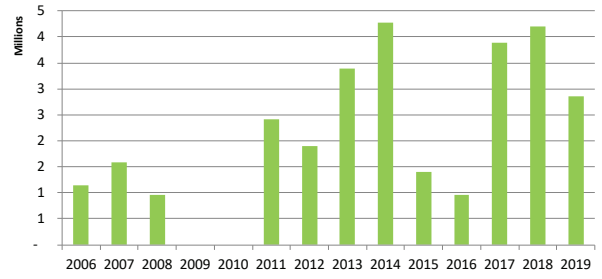
Gifts and pledges from over 18,000 donors exceeded \$48 million, a record fundraising effort for the campus, which will help strengthen the university's ability to provide hands-on education, to prepare students for the changing demands of the workplace and to increase research and scholarship opportunities. The Foundation will collaborate with the university on the next capital campaign through its support and services.



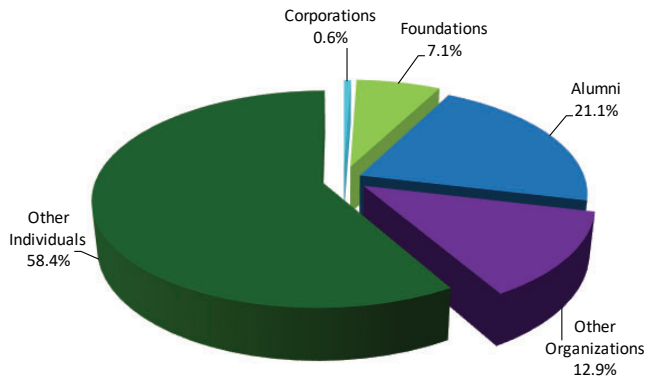
**ENDOWMENT VALUE BY YEAR**



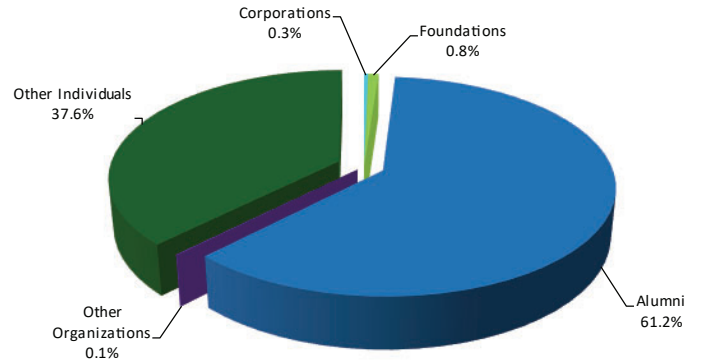
**ENDOWMENT DISTRIBUTION BY YEAR**



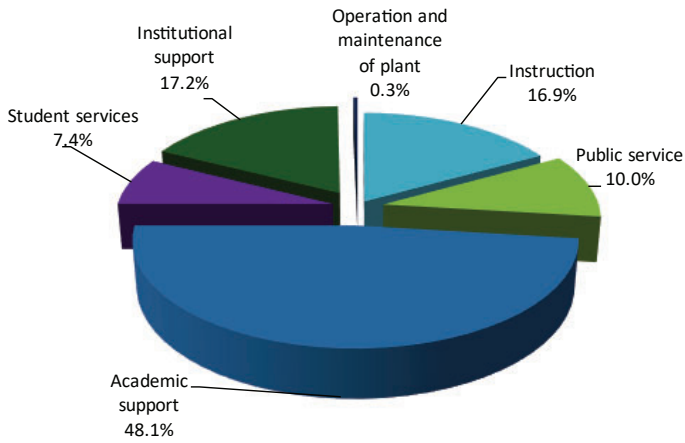
**2018 ENDOWMENT DONATIONS OF \$343K RECEIVED FROM:**



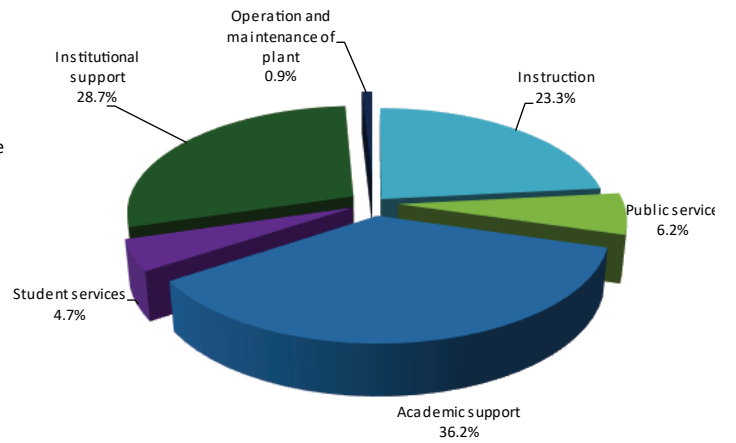
**2019 ENDOWMENT DONATIONS OF \$3.3M RECEIVED FROM:**



**2018 PROGRAM EXPENSES OF \$14M RECEIVED FROM:**



**2019 PROGRAM EXPENSES OF \$19.9M RECEIVED FROM:**



The Foundation is the largest employer of students on campus,  
employing approximately **1,500 students**  
who worked **450,000 hours**,  
earning **\$5,300,000** in wages annually.





# ADMINISTRATIVE SERVICES

The Cal Poly Pomona Foundation administrative services supports a wide range of necessary corporate functions under the leadership of the chief financial officer and senior managing director, including the directors of employment services, marketing, financial services and information technology systems management. As a self-supporting, separate and distinct entity from the university, all internal administrative functions are provided by Foundation staff and management.

## EMPLOYMENT SERVICES

The mission of Employment Services is to provide quality service for employment, compensation, benefits, training and employee relations in a timely and professional manner, while staying current with changing laws, issues and regulations. As the largest employer of students on campus, over the past two years the Foundation has employed 1,500 student employees, who delivered over 450,000 hours of services to the campus community, earning more than \$5,300,000 in wages.

Continuing its efforts to be more environmentally conscious and reduce the use of paper, Employment Services created a campaign in early 2019 to increase direct deposits. The employees who chose to sign up for direct deposit for the first time were rewarded with a \$25 Bronco gift card. The successful campaign reduced the printing of paper checks by 20%.

There has been significant changes to the Payroll and Human Resources delivery model during the past decade, where the use of technology has been leveraged to facilitate and streamline the many processes in human resources, payroll and timekeeping, providing measurable and sustainable value.

In recognition of the Foundation's embracing and applying these changes, a recent book titled "Being Present: A Practical Guide for Transforming the Employee Experience of Your Frontline Workforce," by Joyce Maroney, has a full chapter dedicated to the work that Foundation Employment Services has accomplished over the past decade. The chapter highlights successes through the use of technology as well as the impact to employees and the Foundation.

Employment Services recognized that to stay relevant in this dynamic environment, leadership can no longer be about telling people what to do, but about inviting people to contribute their energy and efforts to support a common cause. To invest in Foundation employees, two training workshops were offered.

First, Group to TEAM Leadership Solutions, Inc. was selected to provide development training to support departments within the Foundation in moving employees from being a group of people pushing personal agendas to a TEAM of

employees working towards a common cause. This powerful training, aimed at getting employees excited about working together effectively and cohesively, was a multi-day exercise to shift organizational behavior. Using Group to TEAM Solutions, Inc. successfully provided Foundation employees with the tools that not only support them to be more productive, but to be productive as a team.

Second, an eight session course was offered by Szem-Szem Consulting, Supervising for Shared Success Program, to directors and supervisors to provide a set of leadership skills for effectively managing and leading employees for shared success. The goal of this program was to increase engagement and productivity by using the tools of effective performance management at the correct time, building valuable relationships by leading, motivating and managing others. Efficient communication was also highlighted, focusing on coaching, providing constructive feedback and developing others. Eighteen Foundation leaders completed the program, with 13 receiving certification to date and 15 continuing in the second phase of the program.

January 2020 will see the rollout of the new, cloud-based Kronos Work Force Ready (WFR) platform. WFR is a unified, single solution platform that manages the entire suite of applications from pre-hire to retire in one platform. This new, innovative and highly anticipated workforce management and human capital management platform will enable employees to more easily complete daily tasks, manage time and track performance with efficiency.

Looking forward, succession planning is the key challenge during the next 10 year period. The Foundation will experience its greatest loss of talent in its history due to planned retirements. Currently, 34% of the workforce at the Foundation will be eligible to retire within the next two years. Many who are eligible will in fact retire, taking with them invaluable corporate knowledge, experience and work-related wisdom. The immediate challenge is to capture as much of that knowledge as practical, while those workers nearing retirement are still actively engaged at work and helping develop the next generation of leaders.

# 2019 Outstanding Department Awardee

“This is not only a win for the Marketing Department, but it is a win for the entire Cal Poly Pomona Foundation,” says Marketing Director Edwin Santiago. “Every member of the Foundation works so hard to ensure student success, and we accept this award with such honor.”





## MARKETING

The Foundation Marketing Department is dedicated to supporting and promoting all Foundation units through various creative marketing campaigns, including but not limited to print media, online publications, email campaigns, online videos, social media, national competitions, events, public relations and websites.

In May 2019, Staff Council – an organization serving the campus community by representing all non-academic employees at Cal Poly Pomona – presented the Foundation Marketing Department with the 2019 Outstanding Department Award. “This is not only a win for the Marketing Department, but it is a win for the entire Cal Poly Pomona Foundation,” says Marketing Director Edwin Santiago. “Every member of the Foundation works so hard to ensure student success, and we accept this award with such honor.”

Throughout the year, marketing helps contribute to the campus community through several annual events. Marketing helps prepare students for graduation through Grad Fair with the Bronco Bookstore, celebrate Cal Poly Pomona’s learning-by-doing spirit with each anniversary at Innovation Brew Works, bring the holidays to Cal Poly Pomona with the Alumni Association and Bookstore’s annual Holiday Mixer and make memories last with fun photo booths for Dining Services. The Marketing Department targets specific demographics within and beyond the campus community through ad campaigns, branding/signage, web promotions, public relations and social media.

In the past two years, the Marketing Department continues to expand the horizons of how Foundation connects with students via social media by guiding the direction of accounts hosted by Dining Services, Innovation Brew Works, Bronco Channel and the Bronco Bookstore. Using Facebook, Instagram and Twitter allow students, faculty, staff, alumni and other consumers to have a more personal relationship with Foundation units. These tools also connect Foundation to a web of support with other campus neighbors like never before. In return, marketing can quickly collect feedback about the sentiment, success and/or lessons from events and promotions. Social media also allows units to reward followers with giveaways to help increase positive perception and loyalty to Foundation brands.

Additionally, the Bronco Bookstore Instagram profile launched in July 2019. Since initiation, their page has gained nearly 1,400 followers. Followers get a first look at new Bronco Gear, updates about important textbook deadlines, chances to be selected for giveaway prizes and more.

Each year, the Marketing Department puts on the Hot Dog Caper, a fun-filled afternoon of free hot dogs, drinks and entertainment provided by the Foundation and sponsors. The event unites the campus community in the heat of midterm season to celebrate their continued support of Foundation units. The 2017 and 2018 Hot Dog Capers saw record-breaking turnout and were the most memorable events to date. The last two years have seen an increase in attendance and food distribution – proudly serving nearly 25,000 hot dogs to almost 15,000 people. In 2017 and 2018, marketing continued to hire performing bands and talent to enhance the ambiance, book giant inflatable slides for both visual impact and extra amusement, hire multiple airbrush tattoo artists, use more decorations throughout the park and invite more vendors to participate. These efforts have helped the Hot Dog Caper to become one of the most anticipated campus events of the year.

Foundation Marketing is currently working to execute the introduction of the new CenterPointe Dining Commons, a modern residential dining hall set to open in January 2020. The Marketing Department teamed up with Dining Services to help shape its branding from designing the logo, creating a website to crafting a marketing plan. Marketing will continue to promote the dining commons to on- and off-campus publications and media, and introduce this exciting new facility to the Cal Poly Pomona community.

Whether it is a grand opening or a simple promotion, the Marketing Department continues to be an integral part in advancing the Foundation’s values of supporting the campus and students.

The Hot Dog Caper events saw record-breaking turnout and were the most memorable to date. The Foundation served free lunch to over  
**15,000 people.**

The Foundation contributes operating support to nearly

# 1,100 Foundation and scholarship programs

every year including Bronco Athletics and Norman J. Priest Scholarship



## FINANCIAL SERVICES

The Foundation Financial Services Department is responsible for sponsored program post-award administration, financial reporting, budgeting, investments, taxes and risk management. Financial services continues to review and upgrade processes and technology to improve the quality and efficiency of services.

Encryption of the financial system database provided a more secure environment, and an upgraded user interface enabled the retrieval of financial reports more quickly and easily, allowing account holders to access information regarding their programs in real-time. Financial web forms were developed allowing the creation, review and approval of interdepartmental transactions, travel reimbursements, purchase orders and the payment of goods and services through electronic workflow processes. These new automated processes provide the quick retrieval of information and supporting documents through “click, drag and drill” reports.

Finally, analytic tools were made available to access various databases, which has allowed financial services to make more informed business decisions in a timely manner. These analytic tools included dashboards providing key performance indicators such as daily student counts, hourly building-to-building traffic flows, dining and bookstore hours, etc. The dashboards provided executive insight on how to reduce wait times at venues by adjusting operational hours, inventory and staff. Ultimately, the optimization of services provided significant reductions in base-line costs, while improving the overall student experience. A win-win for everyone.





## INFORMATION TECHNOLOGY

The Foundation Information Technology (FIT) group partners and collaborates with Foundation enterprise operations, the university and commercial vendors to implement innovative solutions at the forefront of new technology. To satisfy the objective of providing high-quality services to the students, faculty and staff of Cal Poly Pomona, FIT measures success by meeting these campus and corporate strategic goals:

- Exceeding customer service expectations
- Continually reducing costs through reassessment of business processes and automation
- Implementing effective business technologies in support of campus stakeholders
- Improving business insight via analytics, automation and process improvement
- Constantly strengthening security through monitoring, updating and reappraisal of industry best practices

Over the past two years, the completion of over 75 projects and 3,100 service tickets provided advances in technology touching virtually all areas of the campus. Milestones included expanded services via cloud-based software, greater mobility and remote services through advances in wireless and mobile application technologies and advanced analytics providing new insights to enterprise operations. In addition, commerce became more resilient and secure via improvements to point of sale solutions, expanded laser-focused security reviews, greater automation of services and enhanced product delivery through innovative student-centric solutions.

### FOUNDATON ADMINISTRATION

FIT supported Foundation administrative staff in the build-out and implementation of its core advanced CentralSquare OneSolution financial system. The new system provides state-of-the-art workflow automation, HTML 5 Web access, IBM Cognos reports and analytics dashboards supporting all accounting needs. The system also directly supports the campus via the new Philanthropic Foundation, Scholarships and Programs, and Foundation Sponsored Programs. Cal Poly Pomona Foundation, Inc. was the third company in the nation to implement this advanced system. Because of this timing, the new system provided a significantly simplified strategic split of the Foundation into two major campus auxiliaries: one for philanthropic support and the other for commercial enterprise operations. This significant milestone succeeded in providing the greatest efficiency possible for the benefit of the campus moving into the future.

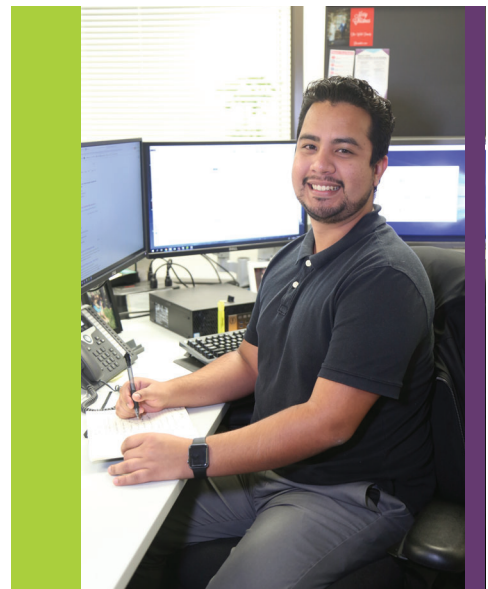
In addition, FIT supported Foundation Employment Services in rolling out Kronos Ready, the next generation cloud-based HR/Payroll system, Foundation Facilities in rolling out the cloud version of ManagerPlus, the latest iteration of facilities management software, and assisted the Bronco Card Office with significant updates to Odyssey PCS.

Other projects included major hardware/software uplifts for Dell workstations and servers, Microsoft servers and software, VM (virtual machine) infrastructure, building 55 business continuity technological improvements, SolarWinds mobile device management, McAfee security software enhancements, Track-it work orders updates, data share cleanup and improved staff/office storage space to accommodate information technology growth – all to ensure staff success in supporting student needs as the campus grows.

### ENTERPRISE OPERATIONS SUPPORT

FIT supported the Bronco Bookstore in providing faster, more reliable book delivery and merchandise services to students through the installation of new credit card readers, Apple deployment services for the purchase of mobile devices, automated refunds for students on financial aid and enhanced security for book purchases.

A new, more efficient inventory control system for convenience stores enabled Foundation Dining Services to reduce costs. Mobile food ordering through Tapingo/GrubHub services at multiple locations expanded debit card acceptance at all food locations. FIT also provided a new register system for Southern California Edison's employee café and provided a new easy entry biometric system for students on dining meal plans to be integrated at the new CenterPointe Dining Commons.



Working with university network services, FIT provided a major upgrade of wireless services for students living in the University Village housing complex.

### UNIVERSITY COLLABORATIONS

Collaborating with campus IT, multiple workflow improvements were implemented between the Foundation and the university. To support these significant technological advances, along with the greater need for access across the diverse campus environment, FIT provided professional online and in-person training, enabling students and staff to take full advantage of these new technological advances.

FIT is in constant collaboration with the university to tighten information security across the campus. Through the dedication of Foundation security staff, new payment card industry (PCI) policies were established, along with IT security audits and proactive scanning and pen-testing. Multifactor authentication for access to confidential data was added, as well as more secure baselines for servers and workstations, proactive remediation and perpetual staff security training.

In working directly with the university, FIT integrated new travel software (Concur) to provide greater automation and faster refunds for travel expenses. In addition, FIT is completing work with the campus administration office to offer a new space and events management software package, Series25, which promises to provide a 20% increase in usable space efficiency through intelligent automated scheduling of classrooms through built-in predictive analytics capability.

FIT supported the College of Agriculture Apparel Merchandising and Management fashion store and the College of Letters, Arts and Sciences Music Department theater ticket office with new Clover register systems, and assisted the Collins College of Hospitality Management Restaurant at Kellogg Ranch review a new register system (Compeat) with rich new features.

Looking towards the future, the following innovations are imminent or on the not-so-distant horizon:

- Mobile credentials for students and staff, provisioned for simple, secure access from anywhere on campus
- Food delivery automation using robotics and (potentially) drones
- Automated stores for convenience via kiosks and ZipPin
- Continued cloud expansion via Symphony for more efficient food logistics and sales
- Advances in artificial intelligence (AI) to provide next-generation security protection of student/staff data
- Advanced automated workflows and executive summary dashboards using on-demand analytics for insightful decision support
- Next generation, Wireless 6 and 5G services across campus wireless networks for greater mobility and Internet of Things (IOT) expansion, supporting intelligent consumer services like Google Home, Alexa, HomePod and eSports (professional gaming)
- Greater data protection solutions for student/staff privacy and a major shift towards XaaS (everything as a service) for cloud integration with strategic Foundation applications such as OneSolution and StarRez

Finally, a re-skilling of Foundation workforce will be implemented to accommodate new learning and support tools like augmented reality, virtual reality, Internet of Things maintenance, robotics maintenance and artificial intelligence troubleshooting. All will improve and increase support to Cal Poly Pomona students and the larger campus community.



# REAL ESTATE

The Foundation Real Estate Department continues to support the mission of the university in many ways: offering affordable housing options for Cal Poly Pomona faculty, staff and their families; housing innovative businesses that want to be part of the university environment at Innovation Village; managing the process of real property giving to the campus; and most recently by generating revenue at Campus South.

## INNOVATION VILLAGE RESEARCH PARK

The 65-acre development known as Innovation Village continues to meet its mission by providing students with access to internships and full-time employment opportunities following graduation. Southern California Edison has hired 191 students as interns and 71 graduates for full-time jobs since establishing their tenancy at Innovation Village.

In addition to student employment, the project has had a significant economic impact on the community and the Foundation, generating a total surplus of \$1.49 million in the last two years.

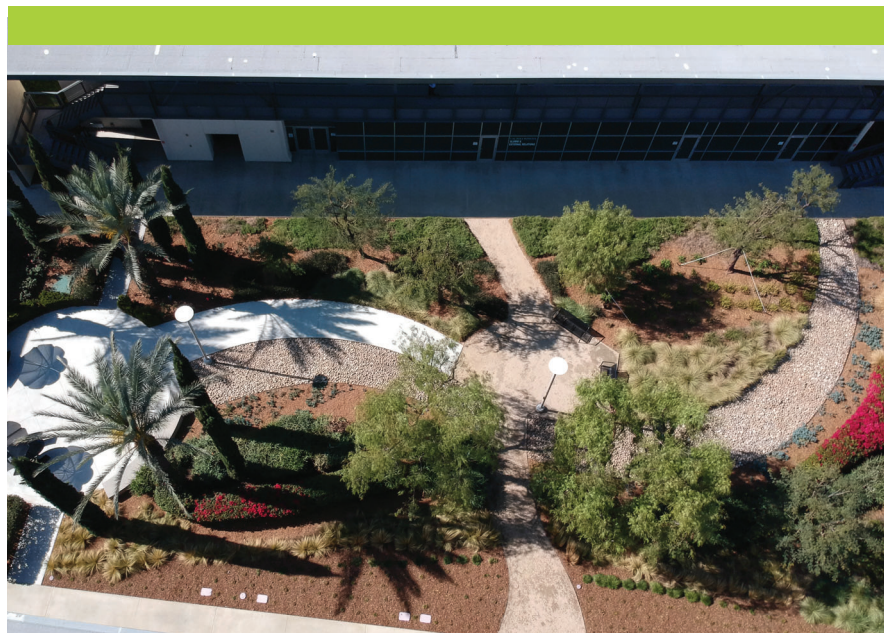
As of October 2019, approximately 2,174 employees work at Innovation Village. Big names such as Southern California Edison and the American Red Cross, along with smaller incubator tenants, make up a diverse workforce that benefits from the proximity to campus amenities and activities each day. Many of these employees are Cal Poly Pomona alumni,

thus adding to the sense of commitment and affection for the mission of the university. At full build-out, Innovation Village is projected to generate a total of 3,574 direct jobs, with a total job count of 7,646 (indirect and direct). The project is expected to generate a total economic output of \$1,229,479,000 per annum. Additionally, the university will benefit from the lease revenue generated by ground leases, expected to reach as much as \$2.9 million annually at full build-out.

## FACULTY/STAFF HOUSING

The Foundation continues to do its part to attract the best and brightest to Cal Poly Pomona by offering affordable for-sale housing to faculty and staff. Given the high cost of housing in Southern California, it has historically been difficult for the university to attract talent from areas where the cost of living is much lower. Over the past two years, Foundation Real Estate has continued to oversee the re-sale of residential properties, within our program, to faculty new-hires and staff. In 2017-19, two more homes were

At full build-out, Innovation Village is projected to generate a total of **3,574 direct jobs** with a total job count of **7,646 jobs.** The project is expected to generate a total economic output of **\$1,229,479,000** per annum.





added to the program in the Kellogg Tract of homes adjacent to campus. These homes not only provide affordable housing options, but also contribute to the campus climate commitment by offering faculty and staff the opportunity to bike or walk to work.

In 2017-19 we experienced an increase in both sales and property values. Within the Kellogg Tract, three properties were sold, five properties were re-purchased and an additional two new properties were acquired by the Foundation. One of the newly acquired properties underwent renovations, while the other property is currently undergoing renovation and is scheduled for completion in the 4th quarter of 2019. Fair Oaks Walk Townhomes had 12 properties re-purchased and 17 sold as well. By year-end, Kellogg Tract property values saw an overall increase compared to 2016-17, with our program experiencing growth by 17% and the units in our Fair Oaks Walk community experiencing growth by 19%. A silent second mortgage stands as a continuous offer to faculty and staff, which allows them to finance program homes with a minimum down payment of 3%.

#### **LANTERMAN DEVELOPMENTAL CENTER (CAMPUS SOUTH)**

Tasked with generating revenue on a 300-acre closed facility formerly used to house and care for citizens with developmental disabilities, the Foundation Real Estate Department found a unique and lucrative use for the Lanterman Developmental Center. Services were enlisted from RSI Locations, a local film locations company, to offer the property to the entertainment industry, which created an income stream to support the campus and covering costs to hold the property.

Due to the facility's unreliable infrastructure, this use presents an opportunity to generate revenue without the necessary infrastructure improvements any other occupant would require.

Campus South has generated a total of \$2.37 million in 2017-19, along with the Foundation's commitment of an additional \$1 million provided to the university to help offset its costs of securing and maintaining the site. Studios such as Warner Brothers, HBO, Netflix, CBS and Amazon hosted a total of 171 productions (several for multiple episodes) in the last two years on the property.

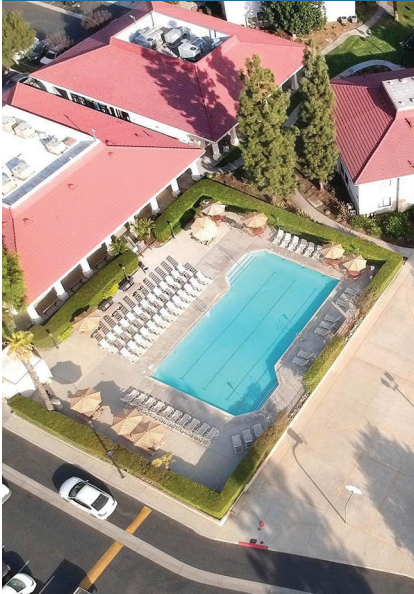
#### **ADDITIONAL ACTIVITIES SUPPORTING THE CAMPUS**

The Real Estate Department supports the efforts of the Office of Development and the new Philanthropic Foundation by working with donors who are interested in gifting the university with real property. In the past two years, the Real Estate Department has been involved with several real estate gifts. One such gift, a high-end home in Palm Desert given for the benefit of the College of Business, was monetized this year. Additionally, Foundation Real Estate has supported the efforts of the College of Agriculture with the administration of a ground lease at the Pine Tree Ranch, as well as the College of Environmental Design with the Neutra House in Los Feliz.

Lastly, the department supports the students in the Finance, Real Estate and Law department of the College of Business by mentoring students and speaking at their club meetings each year.







# ENTERPRISE OPERATIONS



## FOUNDATION DINING SERVICES

The mission of Foundation Dining Services is to create exceptional dining experiences to support and nourish the Cal Poly Pomona community. Foundation Dining Services operates 32 distinct dining operations on campus, realizing revenue exceeding \$22.8 million in FY 2018-2019. Each year, over 600 students from all academic disciplines gain leadership skills and build resumes by working in Dining Services operations. Over the past two years, Dining Services has paid over \$6 million in student wages and has returned over \$3 million to the campus annually in the form of student wages, in-kind donations, gifts and net surplus.

### Supporting Campus Basic Needs

In collaboration with the Broncos Care Basic Needs Program, Foundation Dining implemented the Feed A Bronco program where students donated unused meals to feed hungry Broncos. In spring of 2019, this program generated nearly \$2,000 to help feed food-insecure Broncos. Dining Services co-sponsored catering to support volunteers serving a mobile food pantry, and we continue to donate products, time and expertise to the Poly Pantry, a food pantry operated by ASI at the Bronco Student Center. Dining Services began accepting EBT at several locations and continues to support activities surrounding the Basic Needs Initiative.

### Mission 20-10-20

In fall 2018, Foundation Dining Services aligned its purchasing power with the University of California and the California State University system with a combined purchasing power of over \$100,000,000 annually. This initiative ensures the lowest cost possible to our customers while ensuring environmental sustainability.

This investment is saving our campus 20% on produce purchases, 10% in full-line distribution, 10% on dairy purchases and an estimated 20% on items such as sustainable meats, poultry, frozen potatoes and more.

### Mobile Food Ordering

In fall 2019, the campus transitioned from Tapingo to Grubhub for mobile ordering.

Grubhub allows customers to buy food on campus straight from their cellular devices. Ordering on the app allows customers to pay in advance and pick up their food without waiting in line.

Registrations for Grubhub increased by 94%, and mobile orders increased by 90% during the first few weeks of the transition in comparison to the previous year.

### Investment in Technology and Innovation

From 2017-2019, Dining Services has invested \$195,000 in various technologies to improve the student experience through a variety of innovative initiatives, including biometric and analytics technology, centralized campus market POS cash register system, online menu management, inventory systems with a nutritional tool, and various electronic order, pay and inventory integrations with vendors.

### NEW OPERATIONS AND FACILITY ENHANCEMENTS

Dining Services has reinvested over \$1 million in improving the campus experience through capital improvements for the Starbucks remodel, updates to Kellogg West and Kellogg House, updates to the Pony Express Market at the CLA Building, upgrades and expansion of Innovation Brew Works and the Brewing Education Program, creation of Saddles Café in the Bronco Student Center, replacement of refrigeration at Campus Center Marketplace, expanding the retail kitchen commissary at Campus Center Marketplace and the creation of Recharge Café for Innovation Village's tenants at Southern California Edison.

### DINING SERVICES MISSION

In support of Dining Services' core mission, Foundation Dining Services has developed and updated a Dining Services Strategic Plan every five years. Following this strategic plan, Dining Serves created the following solutions:



Over  
**2,500 cases**  
of beverage products  
donated to student clubs  
and organizations.



Dining Services  
has paid over  
**\$6,000,000**  
in student wages.

Dining Services  
has returned over  
**\$2,000,000**  
in net surplus  
to the campus.







### Residential Dining

- Creation of the Bronco Pass Faculty/Staff/Commuter Meal Plan
- The development of CenterPointe Dining Commons seating capacities to meet the needs of the campus far into the future
- The development of a 24-hour unstaffed micro-market to meet the needs of underserved areas of campus
- The creation of a retail outlet at CenterPointe Dining Commons

### Meal Plans

A complete makeover of residential dining plans that include:

- A new smaller meal plan for Suites residents that allows them access to the new dining commons
- Conversion to a semester “block” meal plan instead of a weekly meal allotment
- More than tripling the retail buying power of meal plans
- Addition of an “unlimited” meal plan Retail Dining
- Upgrade of a self-serve salad bar concept with Fresh Escape, a tossed-to-order salad venue featuring CPP grown produce
- Expansion of exterior seating at Starbucks, Poly Trolley and the Campus Center Marketplace
- Rebrand of Round Table Pizza to create a pub experience including an expansion of the beer and wine license to the exterior patio
- Incorporation of Cal Poly Pomona’s agricultural heritage in retail and residential dining experiences

### PARTNERSHIPS

Foundation Dining Services collaborated with the campus in the planning of the 35,000 square foot CenterPointe residential dining facility and invested \$25 million on the project.

Dining Services continues to support events such as the Hot Dog Caper, the Cal Poly Pomona Farm to Table Spring Harvest Dinner and assisting with ASI’s food pantry, a program that serves students impacted by food insecurity.

In addition, several Dining Services staff members actively participate in the CSU/Cal Poly Pomona Basic Needs committee, serve as members on the Alcohol, Tobacco and Other Drugs Committee, and are part of the ASI Facility and Operations Committee.

Dining Services continues to partner with Orientation Services to help plan and coordinate meals for over 5,000 new students and 1,500 guests over the summer. In fact, from June to August 2019, Dining Services — including Kellogg West, Bronco Student Center and Los Olivos — served a total of over 16,000 meals during the orientation period.

Dining Services supports not only campus organizations, but also students who want to learn about the dining industry; each year, Dining Services assists students with creative ideas and teaches the process of planning, coordinating and budgeting meals for special events.

### MEASURING UP

#### Innovation Brew Works Award-Winning Beers

In 2018, Innovation Brew Works (IBW) accepted three awards at the San Diego International Beer Competition. IBW took home bronze for both their “Brethren Belgian” and “New World Bavarian Rye.” In addition, their signature “Cattle Rancher” took home gold in the hybrid Belgian style ale category. The Cattle Rancher also accepted a silver award at the Los Angeles International World Beer Cup.

In 2019, Cattle Rancher took home silver at the California Craft Brewers Cup and bronze at the Los Angeles International World Beer Cup.

### Sustainability Efforts

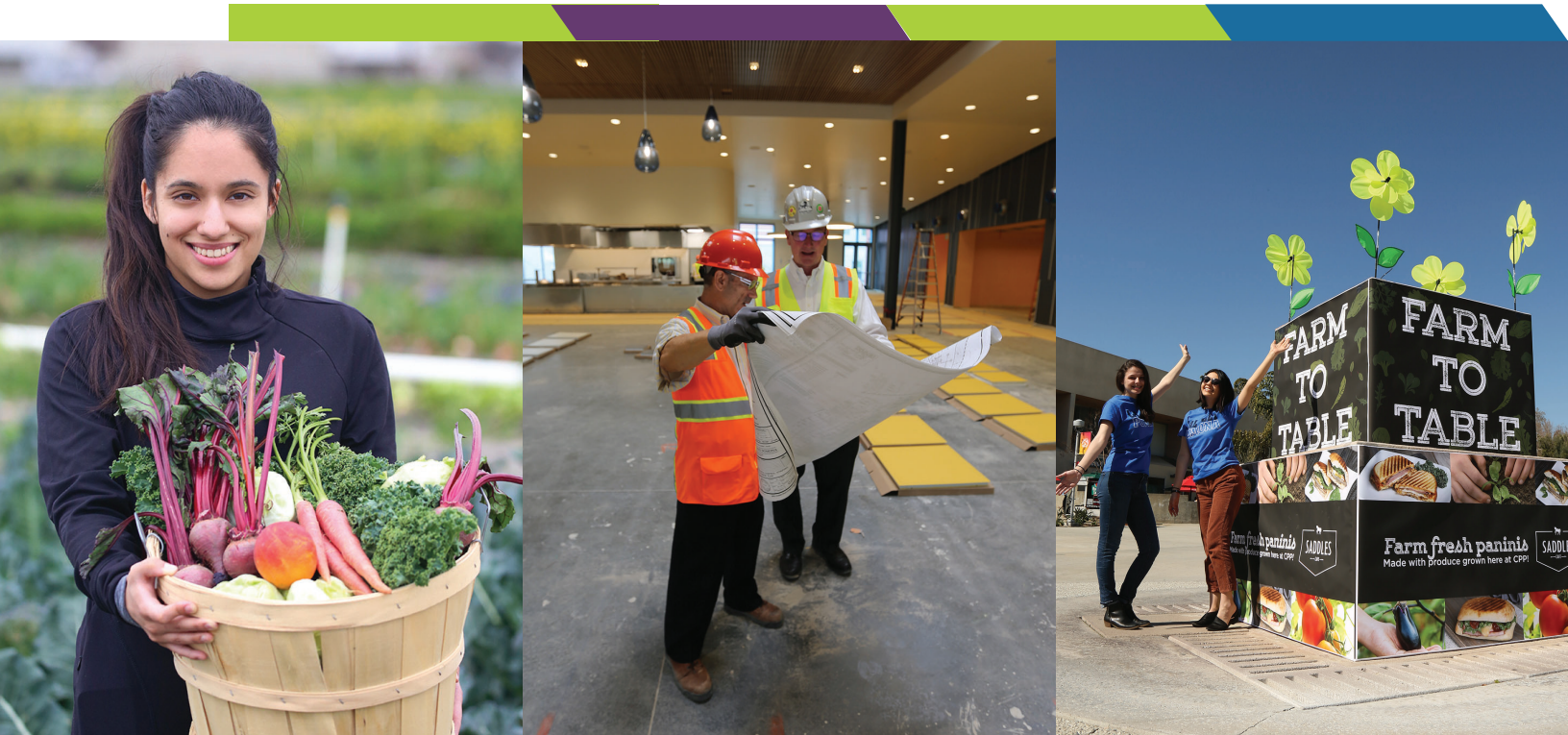
Dining Services takes great pride in its sustainability efforts and is regularly working on reducing its carbon footprint and reducing single-use products. In 2019, Dining Services eliminated plastic straws on campus, launched a reusable to-go food program at Los Olivos and installed energy-efficient vending machines. These efforts are part of the Foundation's Green Campaign and the Dining Services Eat Well initiative.

In launching the rebrand of Fresh Escape in the Campus Center Marketplace, Dining Services collaborated with the College of Agriculture to provide farm produce grown on

campus at the salad bar. Strengthening this partnership with the College of Agriculture has allowed Dining Services to utilize fresh produce at Saddles Café in the Bronco Student Center and Los Olivos.

### INVESTING IN STUDENTS

Foundation Dining Services is unique compared to other universities in that the workforce is composed of nearly 72% Cal Poly Pomona students, where the average industry ratio is around 49% students. As an indicator of Dining Services' success in developing student leaders, a number of CPP alumni have worked their way up through the ranks to become full-time dining services employees. Kellogg West Dining provides several opportunities for hospitality students to gain industry experience and knowledge.





# 70% of Kellogg West Employees

are Cal Poly Pomona students.

They have a history of providing on-the-job training and employment to the Collins College and CPP students.





## KELLOGG WEST CONFERENCE CENTER & HOTEL

Since opening the doors in 1971, Kellogg West Conference Center & Hotel has provided meeting, banquet, dining and lodging facilities at Cal Poly Pomona, while providing on-campus, hospitality-related jobs and experiences for Cal Poly Pomona students.

In addition to the Cal Poly Pomona campus community, many educationally related institutions, as well as governmental and corporate entities, have chosen Kellogg West as an ideal venue for their conferences and events. Unique to the 23 campuses of the California State University system, Kellogg West is a member of the prestigious International Association of Conference Centers and the State of California Green Lodging Program.

A \$3.5 million dollar renovation was completed in 2016, touching virtually every corner of the property. To offer another level of service to guests, a new micro-market kiosk opened in the Kellogg West lobby. The kiosk offers food, drinks and other convenience items. The Kellogg West lobby normally closes at 10 p.m., but the new kiosk provides common household items, as well as food and drink, to hotel guests 24/7.

Kellogg West continues to host a wide variety of campus and educationally related events. In 2017, the Cal State University Tech Innovation, Education & Exchange Conference was held at Kellogg West. The entire 21 rooms and 16,000 square feet of meeting space were full as CSU senior IT executives, directors and management came together to exchange, collaborate and network. Featured speakers at the conference included vice president for IT & CIO at Cal Poly Pomona John W. McGuthry, president and CEO of the Corporation for Education of Network Initiatives in California Louis Fox, and chief information officer for the CSU system Patrick Perry.

In addition to offering conferencing and lodging facilities and services, Kellogg West works closely with the university and the Collins College of Hospitality Management, over the years providing on-the-job training and employment for Collins College and Cal Poly Pomona students. Today, the majority (over 70%) of Kellogg West employees are Cal Poly Pomona students.

Kellogg West also plays an important role in providing direct and indirect support and services to the university. As an integral partner with the university, Kellogg West is pleased to provide:

- Discounted lodging rates for faculty and staff
- Conferencing discounts to all campus entities
- Catering for special events
- Luncheon discounts for all campus members
- Real life instruction by Kellogg West managers for Collins College students on hotel and conference operations

In FY 2018-2019, discounted lodging rates saved Cal Poly Pomona guests over \$203,000 as compared to regular rates, while conferencing discounts to the campus community totaled \$148,000. Complimentary parking for the Collins College saved commuters \$37,000, bringing the annual total to \$388,000.

Looking ahead, Kellogg West is committed to offering premier hospitality services at an affordable and competitive rate. While continuing to explore ways to enhance services and provide educational and employment opportunities for students in the hospitality curriculum, Kellogg West looks forward to its continued role and partnerships with the university, Collins College and the many business partners and communities of Southern California.



The University Village, operated by Foundation Housing Services, provides valuable, clean, well-maintained and furnished accommodations for over 1,200 Cal Poly Pomona students each year. By focusing on interpersonal relationships with its residents, The Village strives to create a safe, respectful and inclusive community. Students will find a dynamic environment, which continually works to adapt to residential needs. Residents will share an educational experience that empowers them to participate and take ownership of their community. The University Village advances student success through a holistic, co-curricular education, and student leadership and employment opportunities.

The Village works to foster student success begins long before residents move in for the fall semester. It is crucial that students start on the right foot to success, and Village student leaders and staff are essential in helping residents transition into a new community. To achieve this mission, summer training for Village staff centers on the 'Expectations of Caring.' The core principles of the 'Expectations of Caring' include, but are not limited to, ensuring residents' basic needs are met, prioritizing self-care and being intentional in interactions with residents. The Resident Advisors and Community Development Team begin building relationships with residents during move-in, introducing themselves as resources of support in their first interactions. Throughout the year, student leaders and staff work to ensure that these expectations are met in the various opportunities each role affords: in 1-on-1 interactions with residents, when addressing facilities issues, during crisis management or conflict resolution and in programming and events.

One of the more unique ways that The Village contributes to student success is through its student leadership opportunities. Over the years, Village staff has developed a dynamic and challenging student leadership experience that has become highly sought after by residents each year. In fall 2018, there were almost 250 applications for approximately 40 student leader positions. The student leadership selection process has evolved into a system through which candidates learn and grow through a training workshop series. Even the candidates who do not receive an offer for a position express that they have gained strong leadership skills from the application process and workshops. Resident Advisors receive room and board for compensation, while other student leader roles and hourly student employees earn a wage that is \$1 more per hour than the California minimum wage. Students appreciate these compensation structures, which enable them to be more financially stable. Student leaders and student employees can create their work schedules, prioritizing their classes and extracurricular activities, allowing them to be as successful as possible as a student. Academic success is a requirement of the position as student leaders need to maintain a minimum 2.5 cumulative grade

point average (GPA) to serve in their position. Most student leaders maintain a GPA above 3.0 and become models of academic achievement to other residents. The professional staff supervisors strive to develop our student leaders personally, academically and professionally during their time on staff. By the time student leaders leave The Village, they have become strong critical thinkers, adaptive employees, team players and skilled professionals prepared for whatever their next step may be.

The Village programming model takes a holistic approach to student success. The Community Development Team collaborates with the Residential Education Team, various departments/organizations on campus and in the community to provide educational, developmental and engaging programming that also supports Cal Poly Pomona initiatives and priorities. Health and wellness are vital to achieving student success. The Village sponsors an intramural team, which is coordinated by the Health and Wellness Advisors. This team allows residents to participate and exercise for free, enhancing their physical health and social well-being. In 2018-2019, The Village held two separate "Wellness Week" events. During winter 2018 break, The Village offered one relaxation or self-care program per day for a week. Over 500 residents attended events such as Spa and Smoothie Night, Picasso Paint Night, Holiday Happiness, Pleasure Party and Puppy Playtime, where they learned about de-stressing techniques and activities. In spring 2019, we made Wellness Week bigger and better. Village staff and student leaders delivered more than 25 distinct programs that encompassed multiple aspects of wellness (physical, mental, emotional, financial, etc.). The Eat Well campaign from Dining Services provided healthy dining choices for dietary wellness. East Valley Medical offered free HIV testing for sexual health. The Career Center assisted with resumes, cover letters and interview skills for job preparation and career health. The House of Ruth discussed the characteristics of healthy relationships. All in all, over 750 residents participated in the week's events.





University Village provides  
**1,200**  
students on-campus  
apartment housing at  
rates that are among the  
lowest in the CSU system.







One Village department that has notably expanded on its resources for student success is the Information Technology Team. The Technology Center at the University Village provides technical support to residents with a vision to promote student success. The department consists of two professional staff and three student employees. The student staff works directly with the residents, thus building their experience in customer service and everyday problem-solving. One of the many responsibilities of the Technology Center is to provide and maintain a 24-hour computer lab that every resident can utilize. The computer lab is affectionately known as The SPOT – The Study Place Over There. The SPOT offers residents computers with free internet access, internet tools, software and free printing. The SPOT also serves as a group study space, with four tables and a large whiteboard available for resident use. The SPOT enables residents to complete research projects, assignments, communicate with instructors and fellow students and creates endless opportunities for achieving academic success.

In future years, the University Village will continue to build on its student success efforts. One major goal will be adapting housing processes and procedures to serve residents better. The re-imagining and creation of an engaging Living and Learning Community, as well as themed housing options, are also upcoming initiatives. The University Village will strive to find new opportunities for collaborations with university partners and community resources in support of The Village's holistic approach to co-curricular education. Lastly, changes to the facilities and infrastructure that are conducive to student success, safety and retention will be implemented, such as upgraded technology, anti-slip step covers and new apartment furniture and flooring.

The Village has developed a dynamic and challenging student leadership experience for **80 students.**

By the time student leaders leave the program, they have become strong critical thinkers, adaptive employees, team players and skilled professionals prepared for whatever their next step may be.



## BRONCO BOOKSTORE

With a focus on supporting student learning and the mission of the university, Bronco Bookstore has been serving Cal Poly Pomona since 1946.



Generating net contributions of \$490,152 and \$324,776 on revenues of \$9.3 million and \$8.9 million in FY 17-18 and 18-19, respectively, the Bookstore also contributed \$700,000 in the form of student employee wages over this period. Bronco Bookstore has consistently achieved positive net returns despite significant revenue pattern shifts over the past decade. The Bookstore was able to achieve these results – even as the course materials landscape changed dramatically and shifted more heavily to rentals and digital content – by updating and adapting the store to optimize the sales and margins in general merchandise while still serving the academic mission as the university’s course materials provider.

Continuing efforts to provide options for students, the Bookstore collaborated with the university’s affordable course materials initiative, while maintaining focus on aggressive book sourcing to offer competitive used and rental prices. Affordable options, including used, rental and digital textbooks as well as the new Instant Access program for digital materials, made up 47% of all course materials revenue. Instant Access was introduced as a pilot for four classes in the Mechanical Engineering department in fall 2017 and increased to seven courses in 2018. Since the launch of the pilot, Instant Access has already contributed 3% of total course materials revenue and saved students \$347,000 over the first two years. In April 2019, the program was expanded to include all departments wanting to participate for the 19-20 academic year and grew to 50 courses for the fall 2019 semester. Instant Access is on track to produce sales of over \$600,000 in FY 19-20.

**395,286**  
in-store POS transactions

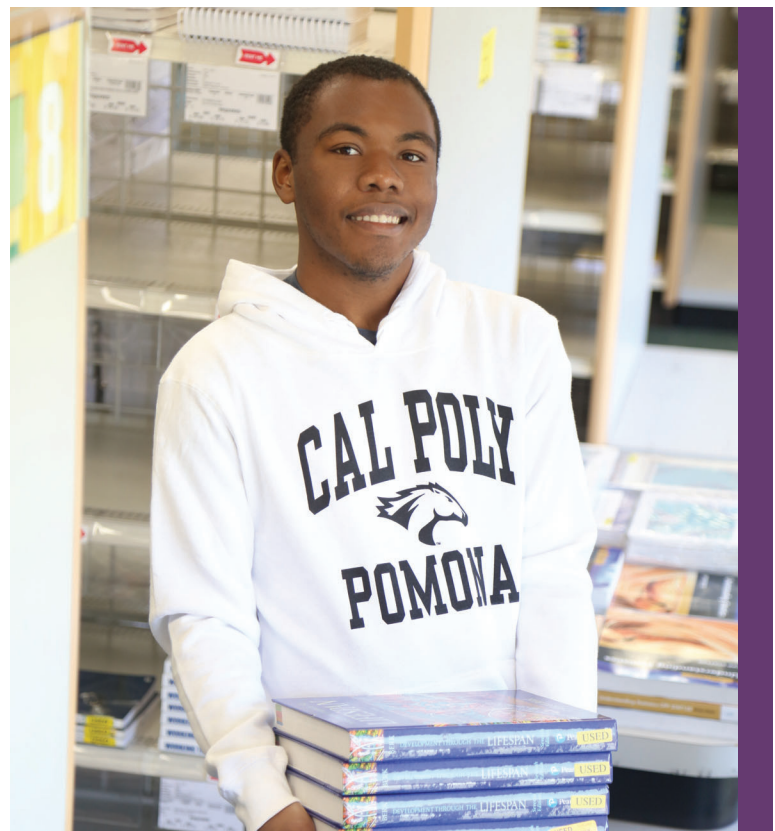
**27,305**  
web orders

**418,601**  
emblematic items sold

**119,773**  
course material units sold

**46,484**  
textbooks rented

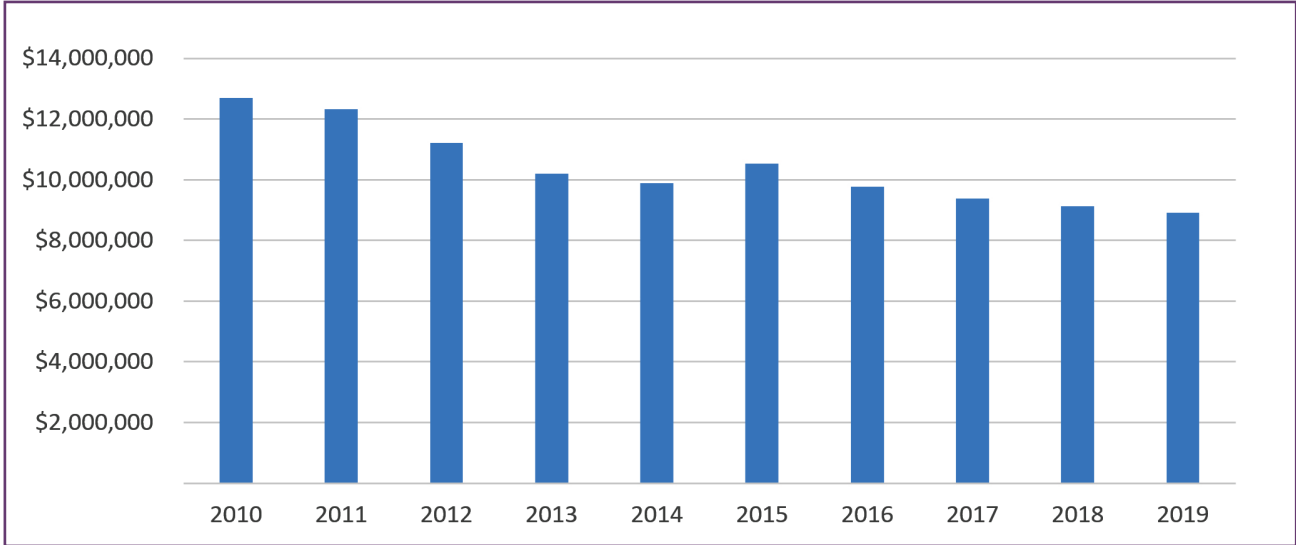
**1,296,000**  
items sold



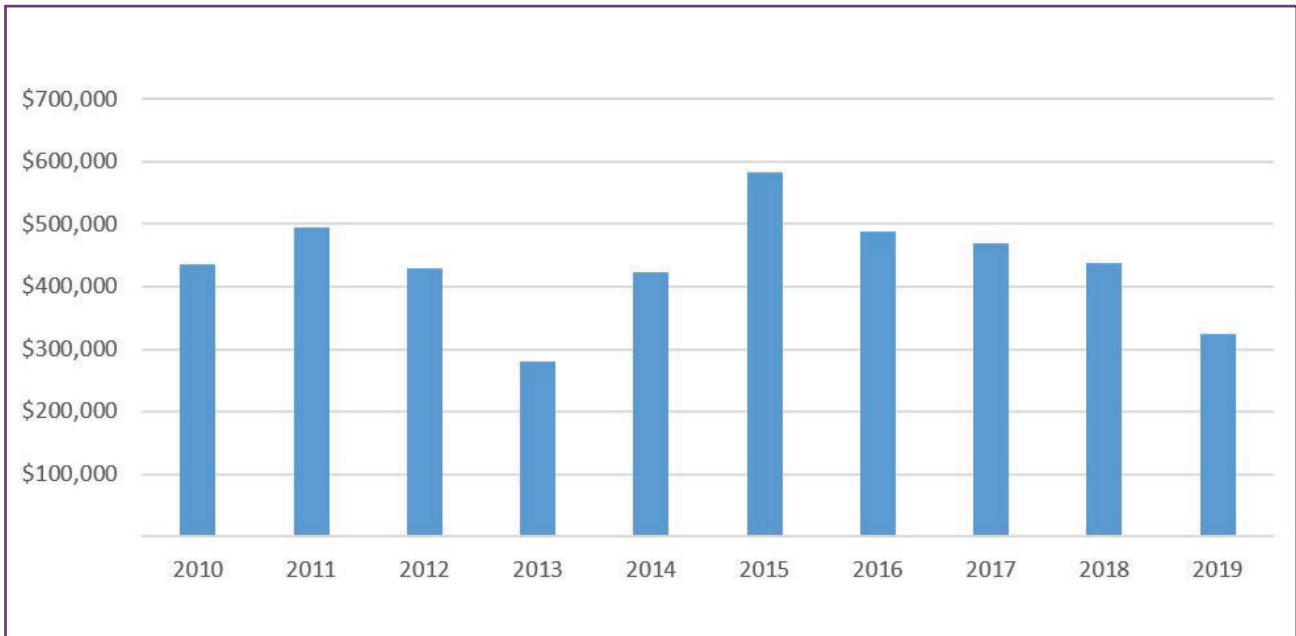
### EVOLUTION OF A COLLEGE BOOKSTORE

The Bronco Bookstore has a decade's long history of producing a positive net surplus contribution to the Foundation and the university.

#### TOTAL REVENUE



#### NET SURPLUS



Although top-line revenue has declined, net income remains consistently healthy. It is important to note that these challenges were occurring during the semester conversion, transitioning from three primary selling cycles on the quarter system to two on the semester system. This success story is simply not the norm in the college bookstore industry.



Approximately ten years ago, the store management team recognized that the speed at which the industry was changing was going to increase dramatically. Major factors included:

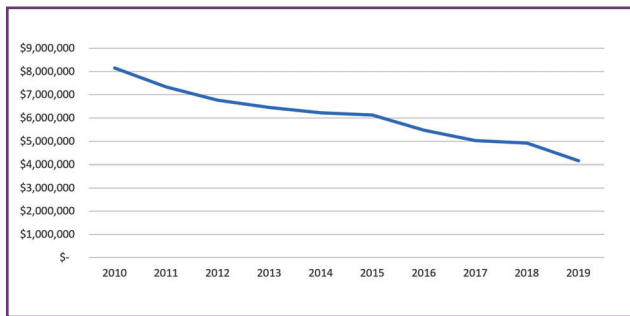
- Start of course material rentals
- Transition to digital content and access codes
- Increased competition
- Semester conversion

At that time, Bronco Bookstore revenue was approximately 70% course materials and 30% emblematic/general merchandise. It was obvious that the accelerated change in course materials purchasing trends was going to impact the bookstore’s top-line revenue and threaten the bottom-line as well. In order to maintain financial stability, a plan to offset the coming changes was needed. The resulting strategic plan focused resources on the following areas:

- Work to maintain the maximum achievable course material market share
- Dramatically increase offerings and sales in the high margin areas of general merchandise in available categories (supplies, emblematic and convenience)
- Remodel the general merchandise area of the store to capture more retail space and highlight general merchandise, while creating a modern and inviting environment

The following graphs demonstrate the change in course materials revenue for all significant categories:

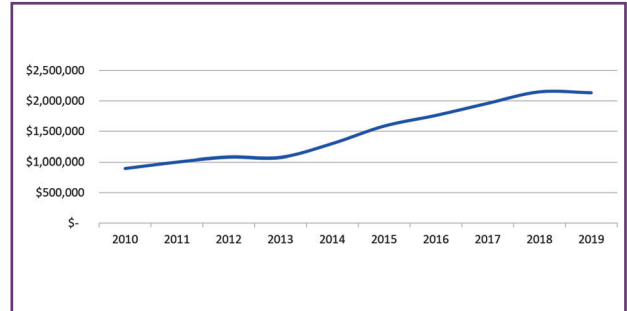
### TEXTBOOKS



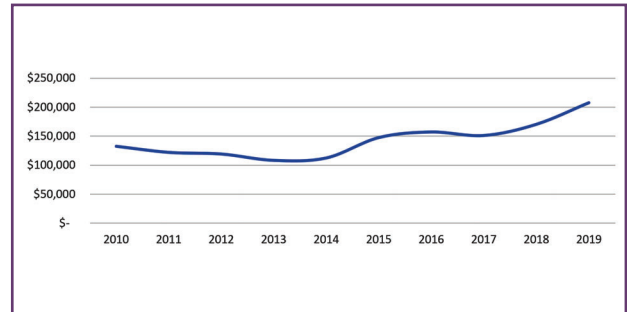
As shown, course materials top-line revenue did decrease at a remarkable level. It is important to note that this was largely the result of reduced retail costs to students, with the transition to the more affordable rentals and digital sales model.

Over the same period, efforts to improve sales in general merchandise categories resulted in the desired, positive impact.

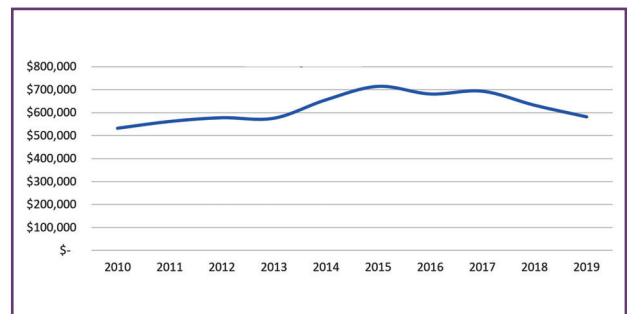
### EMBLEMATIC



### CONVENIENCE



### SUPPLIES



Additionally, general merchandise revenues and net contribution are less subject to the outside competitive pressures that impact course materials. This strategic team effort has resulted in a very stable bottom line even while course material sales decreased, as shown on the graphs.

As Cal Poly Pomona faculty and students evolve in how they teach and learn, Bronco Bookstore will also continue to evolve, staying informed and connected to provide the best options and service possible.



**GRANTS &  
CONTRACTS  
ADMINISTRATION**

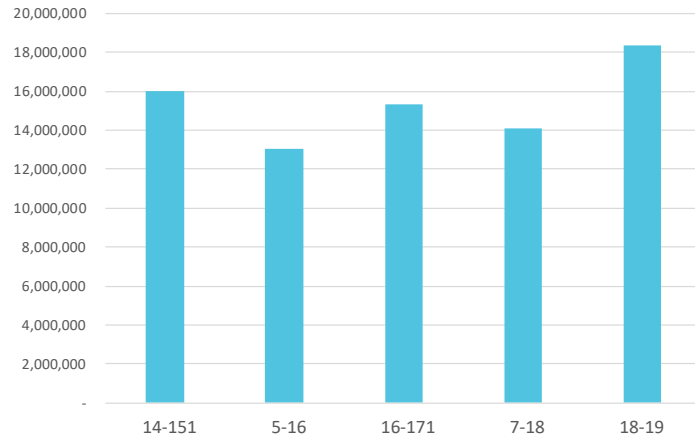




## GRANTS AND CONTRACTS ADMINISTRATION



### NEW AWARDS

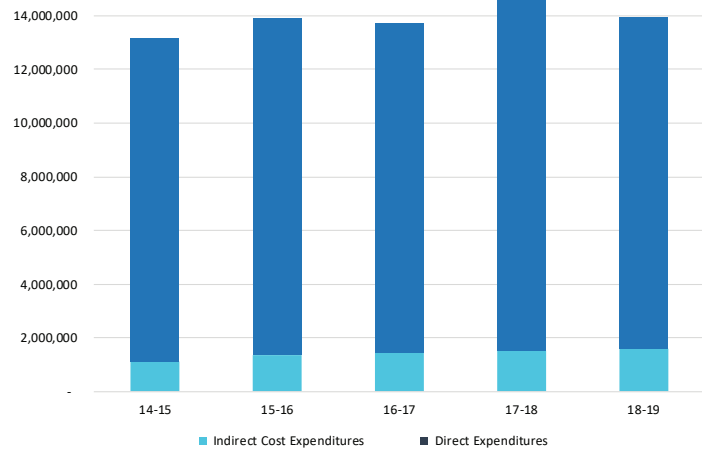


	14-15	15-16	16-17	17-18	18-19
<b>Activity</b>	16,010,850	13,054,706	15,336,061	14,104,626	18,370,630

The Foundation is the recipient of all externally funded sponsored projects awarded on behalf of California State Polytechnic University, Pomona. For the last two years, Cal Poly Pomona faculty and staff have secured \$32.5 million in external funds representing 232 new projects from 81 different agencies.

Foundation has employed over 630 student assistants to work on externally funded projects. These students gain valuable experience working directly with faculty members on complex research projects. In addition, the Foundation has supported the research efforts on campus by sponsoring the annual project director reception celebrating the success of faculty members in gaining new funding, subsidizing the operating costs involved in post award administration by \$2.1 million and returning all excess indirect cost recovery collected from sponsored programs totaling \$944,000 over a two year period.

### GRANT AND CONTRACT EXPENDITURES AND INDIRECT COST RECOVERED



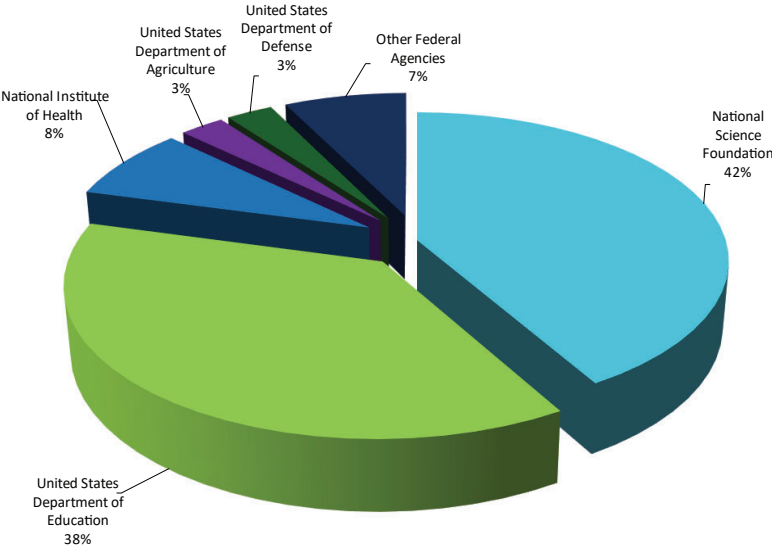
	14-15	15-16	16-17	17-18	18-19
Indirect Cost Expenditures	1,132,978	1,341,153	1,423,605	1,520,461	1,579,476
Direct Expenditures	12,041,212	12,543,857	12,287,068	13,723,032	12,371,675

Based on the stewardship of the faculty and staff in administering their projects, the Foundation has received favorable single audits for the last 24 years. This annual audit is required by the Federal compliance regulation 2 CFR 200 for colleges and universities that receive federal funding of which a favorable audit assures external agencies of our abilities to administer these funds properly.

Sponsored programs are very important to the university by providing practical learning experiences for students and professional growth for faculty. The Foundation is very proud of the many accomplishments of faculty, staff and students relating to these externally funded projects and is committed to continuing the support for these very important programs.



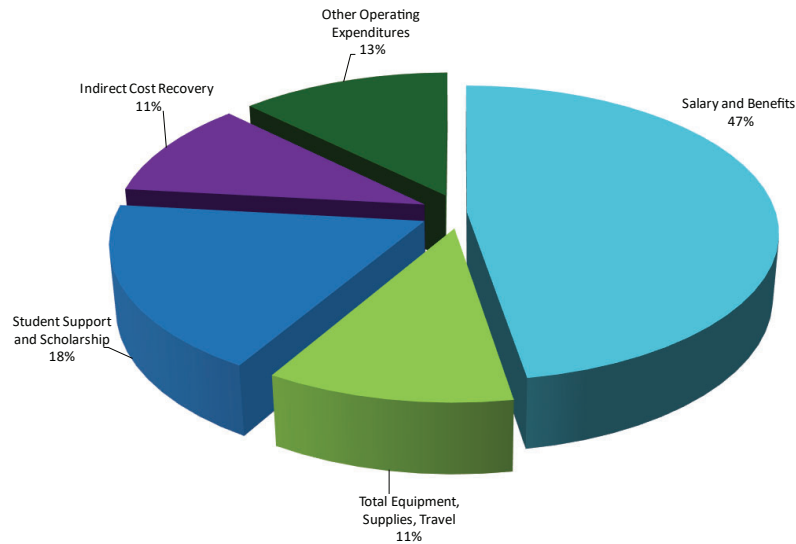
**Federal Grant and Contract Revenue**



National Institute of Health	8%
National Science Foundation	42%
United States Department of Education	38%
United States Department of Agriculture	3%
United States Department of Defense	3%
Other Federal Agencies	7%



## GRANTS AND CONTRACTS EXPENDITURES



	2017-2018	2018-2019	TOTALS
Salary and Benefits	6,924,888	6,900,699	13,825,587
Total Equipment, Supplies, Travel	2,013,490	1,229,702	3,243,192
Student Support and Scholarship	2,812,924	2,526,537	5,339,461
Indirect Cost Recovery	1,520,461	1,579,476	3,099,937
Other Operating Expenditures	1,971,731	1,714,736	3,686,467
<b>Grand Totals</b>	<b>15,243,493</b>	<b>13,951,151</b>	<b>29,194,645</b>

## NEW AWARDS BY COLLEGE AND DIVISION

Academic Unit	2017-2018	2018-2019	TOTALS
Academic Affairs	3,224,758	1,266,468	4,491,226
Agriculture	642,838	1,051,188	1,694,026
Business Administration	105,577	-	105,577
Letters, Arts, and Social Sciences	413,257	210,129	623,386
Extended University	432,815	491,805	924,620
Education	159,996	249,982	409,978
Engineering	1,910,389	1,597,691	3,508,080
Environmental Design	47,985	83,233	131,218
Learning Resource Center	1,484,898	2,927,767	4,412,665
Library	96,328	-	96,328
Science	4,008,292	9,396,229	13,404,521
Student Affairs	1,577,493	1,096,138	2,673,631
<b>Grand Totals</b>	<b>14,104,626</b>	<b>18,370,630</b>	<b>32,475,256</b>

## AWARDING AGENCIES FOR GRANTS AND CONTRACTS

The following agencies support the many projects conducted by Cal Poly Pomona faculty and staff. The Foundation thanks these agencies for their financial resources and their commitment to these important programs.

AERO Institute	National Historical Publications and Records Commission	University of California, Santa Cruz
Arvin Union School District	National Institute of Health	University of Norte Dame
Bakersfield City School District	National Science Foundation	University of North Dakota
Board of Regents-Univ of Nevada, Las Vegas	National Security Agency	University of Southern California
Cal State University, Chico	National Space Grant Foundation	University Space Research Association
California Community Foundation	Pasadena City College District	VentureWell (NCIIA)
California Department of Education	Portland State University	W.K. Kellogg Foundation
California Department of Food and Agriculture	Raytheon BBN Technologies Corp	Whatcom Community College
California Department of Food and Agriculture (Pomona College)	Rialto Unified School District	Whitehall Foundation
California Department of Transportation	Riverside County Office of Education	Wright State University
California Steele Inc	San Diego State University Research Foundation	
Child Care Alliance of Los Angeles	San Francisco State University	
Colorado State University	San Jose State Research Foundation	
County of Los Angeles Department of Public Works	San Jose State University	
CSU Cal Poly (ARI)	Santa Maria Bonita School District	
DENSO North American Foundation	Smithsonian Astrophysical Observatory	
Department of Forestry and Fire Protection	Southern California Association of Governments	
Dynalene Inc.	Southern California Institute of Food Technologists	
East Side Union High School	State of California-Office of Traffic Safety	
Environment for the Americas	Texas A&M University	
Flint Hills Resources Pine Bend, LLC	The Angell Foundation	
Fluor Enterprises, Inc	The David & Lucile Packard Foundation	
Greenfield Union School District	The Regents of the University of California	
Imperial County Office of Education	The San Diego River Park Foundation	
Jet Propulsion Laboratory	Tulare County Office of Education	
Los Angeles Biomedical Research Institute	United States Department of Agriculture	
Los Angeles County Office of Education	United States Department of Education	
Lost Hills Union School District	United States Department of the Army	
Louisiana Universities Marine Consortium	United States Department of the Interior	
Mathematical Association of America	United States Department of Veterans Affairs	
MetaSeismic, Inc.	United States Forest Service	
Metropolitan Water District	United States Golf Association, Inc.	
Molecular Express, Inc.	University Enterprises Corporation at CSUSB	
NASA	University Enterprises, Inc.	
National Endowment for the Humanities	University of Arkansas	
	University of California, Office of the President	

## ALLOCATION OF INDIRECT COST FUNDS RECOVERED FROM GRANTS AND CONTRACTS PROJECTS

	2017-2018	2018-2019
Total Indirect Cost Funds Recovered	1,520,461	1,579,476
Research Incentive Funds Returned to Academic Affairs	432,774	511,615
Foundation Fee for Post-Award Grant Administration	633,666	599,934
Office of Research and Sponsored Program Administration	434,021	447,927
Funds for Intellectual Property Reserve	20,000	20,000
Effective Indirect Cost Recovery Rate	10.80%	11.85%



### DISTINGUSIHED GRANT PROGRAM

Cal-Bridge is a state-wide program whose mission is to engage and advance traditionally underrepresented students into PhD programs in physics, astronomy and closely related fields. Founded by CPP professor Dr. Alexander Rudolph, the Cal-Bridge program is built on four pillars: full financial aid, joint intensive mentorship, professional development, and connecting students to a wide variety of research opportunities. In a short six years, the Cal-Bridge network has expanded to include 9 UC, 16 CSU and over 30 community college campuses to create a CSU-UC PhD Bridge program. Over 200 physics and astronomy faculty members support their scholars through success in their studies during their last two years as an undergraduate and through their first year in graduate school.

According to the most recent National Science Foundation (NSF) statistics, Black, Hispanic, and Native Americans constitute over 30% of the U.S. population, yet they account for less than 6% of physics and astronomy PhDs awarded in the United States and only 3% of faculty members. Common obstacles discouraging these students from pursuing PhDs are not immediately apparent, such as heavy work schedules, lack of access, and knowledge of research programs. Cal-Bridge aims to make a national impact on this problem. “Programs like Cal-Bridge are designed to bring the diversity of students found in the CSU into the full range of STEM education and training necessary to make use of their talents in ways that currently do not happen enough,” says Rudolph.

Senior CPP Cal-Bridge scholar, Sierra Garza, shares how her experience has influenced her path to success: “The Cal-Bridge program has been a unique support system that I was unaware I was lacking ... I feel like everyone wants each other to succeed and to be proud of how far we have come. Being a Cal-Bridge scholar has enhanced my college experience by giving me the motivation to continue reaching my goals and introducing me to a network of people that may one day be my colleagues.”

The program has selected 99 scholars over the past six years, including 40 in the most recent cohort, and has already had a positive effect on the number of students from underrepresented groups pursuing physics and astronomy PhDs. As of 2018, 27 of 33 (82%) of Cal-Bridge scholars who graduated with a BS while in the program have begun PhD programs in physics or astronomy. Four others are enrolled in an American Physical Society (APS) Bridge Program or a master’s degree program, and most are hoping to eventually earn a PhD. Another 30 are applying to PhD programs this fall.

The Cal Poly Pomona Foundation is proud to be a supporter of the Cal-Bridge program. “Cal Poly Pomona has been my academic home for the past 15 years, and my department chairs and deans have been very supportive of my vision of a CSU-wide effort to improve diversity and inclusion in physics and astronomy. The Foundation, of course, has provided the necessary grant administration support to make it all possible,” says Rudolph.

In the next five years, Cal-Bridge’s goal is to continue to mentor approximately 40 new underrepresented minorities into physics and astronomy PhDs per year. That would increase the number of underrepresented minority PhDs in physics and astronomy nationally by almost one-third. Administrators in both the CSU and UC systems are helping with plans to expand the program’s reach in two ways: by expanding to other STEM fields, and by promoting emulation in other geographic regions.

If the support for existing, successful programs continues, and additional programs are created, true equity in access and accomplishment in STEM fields is more likely to be achieved. The Cal-Bridge program is the embodiment of Cal Poly Pomona’s learn-by-doing philosophy, and the Cal Poly Pomona Foundation is proud to support changing the face of STEM one student at a time.

## CAL-BRIDGE SCHOLARS

As of 2018, 27 of 33 (82%) Cal-Bridge scholars who graduated with a BS while in the program have begun PhD programs in physics or astronomy.



## GRANTS AND CONTRACTS AWARDS

Aaron Fox Agricultural Research Initiative \$10,000	Behnam Bahr United States Department of Education \$1,104,200	David Still Agricultural Research Initiative \$150,000
Aaron Fox California Department of Food and Agriculture \$57,518	Ben Steichen National Science Foundation \$20,000	David Still California Department of Food and Agriculture \$295,420
Adam Summerville Raytheon BBN Technologies Corp \$24,000	Benjamin Lehan Agricultural Research Initiative \$10,000	Dawn Valencia W.K. Kellogg Foundation \$60,000
Alex John National Science Foundation \$240,000	Bharti Sharma Agricultural Research Initiative \$9,845	Dohyung Kim Southern California Association of Governments \$48,233
Alexander Rudolph The Regents of the University of California \$666,694	Bharti Sharma Agricultural Research Initiative \$10,000	Douglas Durrant National Institute of Health \$110,250
Alexander Rudolph National Science Foundation \$108,567	Celeste Salinas California Department of Education \$720,940	Dragos Andrei San Jose State Research Foundation \$75,000
Alexander Rudolph National Science Foundation \$4,167,045	Celeste Salinas California Department of Education \$380,732	Eileen Cullen Agricultural Research Initiative \$35,632
Ali Sharbat United States Department of the Interior \$60,000	Celeste Salinas California Department of Education \$5,000	Eileen Wallis United States Department of Veterans Affairs \$29,279
Ali Sharbat University Enterprises Corporation at CSUSB \$182,673	Celeste Salinas Child Care Alliance of Los Angeles \$26,000	Eleonora Rossi National Science Foundation \$199,743
Alison Baski San Jose State University \$ 493,427	Celeste Salinas California Department of Education \$62,000	Erin Questad Environment for the Americas \$51,297
Andrea Bonisoli-Alquanti Louisiana Universities Marine Consortium \$32,005	Chantal Stieber United States Department of the Army \$599,077	Erin Questad Jet Propulsion Laboratory \$40,000
Andrew Steele Whitehall Foundation \$ 150,000	Chantal Stieber National Science Foundation \$195,448	Erin Questad Agricultural Research Initiative \$75,119
Andrew Steele National Institute of Health \$ 220,188	Cord Brundage Agricultural Research Initiative \$35,691	Gabriel Davidov Pardo Agricultural Research Initiative \$10,000
Angela Shih W.K. Kellogg Foundation \$279,042	Craig LaMunyon National Institute of Health \$326,250	Gabriel Davidov Pardo Agricultural Research Initiative \$11,098
Anjana Narayan University of Norte Dame \$14,750	Dan Manson Whatcom Community College \$100,577	Gabriel Davidov Pardo Southern California Institute of Food Technologists \$28,170
Anna Line Cal State University, Chico \$52,920	David Still Agricultural Research Initiative \$222,045	Ghada M. Gad Board of Regents-Univ of Nevada, Las Vegas \$9,139
Anna Soper Agricultural Research Initiative \$25,000	David Still Agricultural Research Initiative \$12,920	



**\$32,500,000** in sponsored research  
awarded to Cal Poly Pomona creating  
**323** new projects for **630** students.



Giuseppe Lomiento MetaSeismic, Inc. \$49,883	Jascha Polet Jet Propulsion Laboratory \$29,000	Lee-Anne Milburn The San Diego River Park Foundation \$35,000
H. Erkan Ozkaya VentureWell (NCIIA) \$5,000	Jascha Polet University of Southern California \$7,000	Leticia Guzman Scott The Angell Foundation \$150,000
Hao Ji National Science Foundation \$212,680	Jayson Smith University of California, Santa Cruz \$107,863	Leticia Guzman Scott W.K. Kellogg Foundation \$200,000
Harmit Singh Agricultural Research Initiative \$30,705	Jeremy Claisse University of Southern California \$14,692	Leticia Guzman Scott W.K. Kellogg Foundation \$144,000
Harmit Singh Agricultural Research Initiative \$10,000	Jill Adler-Moore National Institute of Health \$709,747	Lilian Metlitzky University Enterprises Corporation at CSUSB \$211,846
Heather Wizikowski United States Department of Education \$349,978	Jill Adler-Moore Molecular Express, Inc. \$72,156	Marcus Elam Agricultural Research Initiative \$8,351
Howard Evans Greenfield Union School District \$36,225	Jill Adler-Moore San Diego State University Research Foundation \$2,500	Martin Sancho Madriz W.K. Kellogg Foundation \$7,115
Howard Evans Los Angeles County Office of Education \$155,300	Jodye Selco Rialto Unified School District \$73,412	Mary Claire Gager United States Department of Education \$263,938
Howard Evans Bakersfield City School District \$127,850	John McGuthry W.K. Kellogg Foundation \$225,000	Mary Claire Gager United States Department of Education \$263,938
Howard Evans Riverside County Office of Education \$59,000	Joseph Rencis DENSO North American Foundation \$30,000	Mary Claire Gager United States Department of Education \$539,093
Howard Evans Lost Hills Union School District \$99,110	Juanita Jellyman Los Angeles Biomedical Research Institute \$49,430	Mary Claire Gager United States Department of Education \$275,155
Howard Evans Tulare County Office of Education \$112,350	Juanita Jellyman Agricultural Research Initiative \$91,258	Mary Claire Gager United States Department of Education \$ 275,155
Howard Evans Santa Maria Bonita School District \$197,905	Junjun Liu National Institute of Health \$96,526	Matthew Povich National Science Foundation \$189,138
Howard Evans Imperial County Office of Education \$62,080	Katie Richardson National Historical Publications and Records Commission \$96,328	Matthew Povich Smithsonian Astrophysical Observatory \$67,528
Howard Evans East Side Union High School \$ 59,125	Laura Ayon United States Department of Education \$803,142	Matthew Povich Smithsonian Astrophysical Observatory \$30,200
Howard Evans Arvin Union School District \$15,675	Lauren Bricker United States Forest Service \$18,600	Michael Cholbi National Endowment for the Humanities \$65,152

Michael Fox National Space Grant Foundation \$29,385	Olive Yao Li Agricultural Research Initiative \$45,098	Ricardo Quintero United States Department of Education \$311,893
Michael Millar County of Los Angeles Department of Public Works \$218,400	Olukemi Sawyerr National Science Foundation \$50,000	Ricardo Quintero United States Department of Education \$441,307
Michael Millar Department of Forestry and Fire Protection \$75,000	Olukemi Sawyerr W.K. Kellogg Foundation \$50,000	Ricardo Quintero United States Department of Education \$315,743
Michael Reibel University Enterprises Corporation at CSUSB \$75,192	Ondieki Gekara United States Department of Agriculture \$50,000	Ricardo Quintero California Department of Education \$57,791
Mike Manalo-Pedro W.K. Kellogg Foundation \$273,325	Ondieki Gekara Agricultural Research Initiative \$9,796	Ricardo Quintero United States Department of Education \$363,055
Mikhail Gershfeld Colorado State University \$90,000	Ondieki Gekara University of Arkansas \$15,000	Robert Talmadge Wright State University \$100,557
Mohammad Husain National Science Foundation \$587,897	Ondieki Gekara United States Department of Agriculture \$150,000	Robin Wilson University of California, Office of the President \$96,018
Mohammad Husain National Security Agency \$78,823	Patricia Duran-Quezada United States Department of Education \$607,039	Robin Wilson Mathematical Association of America \$6,000
Monica Palomo Pasadena City College District \$14,250	Paul Beardsley National Science Foundation \$1,479,959	Ronald Heimler Cal Poly Pomona Foundation \$5,000
Monica Palomo San Diego State University Research Foundation \$5,000	Pedro Carrillo United States Department of Education \$502,455	S. Terri Gomez W.K. Kellogg Foundation \$171,369
Nancy Hurlbut The David & Lucile Packard Foundation \$60,000	Peter Kilduff Cal Poly Pomona Foundation \$5,000	S. Terri Gomez W.K. Kellogg Foundation \$76,904
Navid Nakhjiri Jet Propulsion Laboratory \$10,000	Priti Saxena United States Golf Association, Inc. \$30,000	S. Terri Gomez W.K. Kellogg Foundation \$920,082
Olive Yao Li Agricultural Research Initiative \$39,096	Priti Saxena Agricultural Research Initiative \$14,741	S. Terri Gomez W.K. Kellogg Foundation \$35,000
Olive Yao Li San Diego State University Research Foundation \$1,000	Renford Reese San Francisco State University \$82,142	Stacy Musgrave National Science Foundation \$124,099
Olive Yao Li Southern California Institute of Food Technologists \$15,523	Renford Reese San Francisco State University \$69,785	Steve Alas University Enterprises, Inc. \$100,000
	Reza Baghaei Lakeh United States Department of the Interior \$65,778	Steve Alas National Science Foundation \$998,205
		Subodh Bhandari Agricultural Research Initiative \$75,000



Subodh Bhandari  
Agricultural Research Initiative  
\$30,000  
Subodh Bhandari  
University Space Research Association  
\$30,000

Subodh Bhandari  
Agricultural Research Initiative  
\$100,000

Sylvia Alva  
W.K. Kellogg Foundation  
\$11,000

Thomas Fenn  
National Science Foundation  
\$93,463

Thomas Soto-Cruz  
California Community Foundation  
\$100,000

Tingting Chen  
National Science Foundation  
\$279,997

Vilupanur Ravi  
Fluor Enterprises, Inc  
\$10,000

Vilupanur Ravi  
Flint Hills Resources Pine Bend, LLC  
\$28,000

Vilupanur Ravi  
Dynalene Inc.  
\$150,000

Vilupanur Ravi  
California Steele Inc  
\$50,000

Wei-Jen Lin  
Jet Propulsion Laboratory  
\$17,500

Wen Cheng  
The Regents of the University of  
California  
\$76,957

Wen Cheng  
State of California-Office of Traffic Safety  
\$255,942

Wen Cheng  
State of California-Office of Traffic  
Safety  
\$277,386

Wen Cheng  
The Regents of the University of  
California  
\$40,000

Winnie Dong  
United States Department of Education  
\$898,998

Winnie Dong  
University of North Dakota  
\$9,202

Winnie Dong  
United States Department of Education  
\$499,087

Winnie Dong  
AERO Institute  
\$22,473

Winnie Dong  
National Aeronautics and Space  
Administration  
\$22,473

Winnie Dong  
W.K. Kellogg Foundation  
\$120,000

Xinkai Wu  
California Department of Transportation  
\$260,000

Xudong Jia  
California Department of  
Transportation  
\$175,000

Yongping Zhang  
California Department of Transportation  
\$69,277

Yongping Zhang  
San Jose State Research Foundation  
\$73,353

Yuanxiang Zhao  
National Institute of Health  
\$217,500

## THE COLLEGE OF THE EXTENDED UNIVERSITY

The mission of the College of the Extended University (CEU) is “Extending Opportunity Through Education and Innovation.” Working from a cost-recovery model, the CEU provides programs and services with minimal reliance on state funding. *CEU extends Cal Poly Pomona educational opportunities in the following ways:*

### *1. Supporting the California State University (CSU) Graduation Initiative 2025*

Summer Session – CEU supports the CSU 2025 Graduation Initiative by providing a broad range of undergraduate courses during the summer on a self-support (without state funding) basis. This allows over 5,000 students to make progress towards their degrees. Many students are able to graduate during the summer and are then able to start their careers sooner.

Open University – Students who are pursuing a degree can take courses to meet requirements for readmission following academic disqualification or to augment courses available at other universities. Others enroll in Open University to explore their personal interests.

### *2. Offering specialized, market-driven graduate programs*

Currently, we offer five master’s degree programs: Accelerated Master of Science in Accountancy, Master of Interior Architecture in partnership with UCLA, Master of Science in Geology, Master of Science in Systems Engineering and Master of Science in Hospitality Management. The new projected degree programs comprise the following: Master of Science in Dietetics, Master of Science in International Apparel Management, Master of Science in Business Analytics and Master of Science Digital Supply Chain Management.

### *3. Increasing accessibility to highly regarded programs*

CEU has increased the number of online/hybrid programs during the past two years. These new programs will offer master’s degree in engineering at the corporation’s location. Onsite programs bring employees together to share best practices, develop teamwork and facilitate the transfer of knowledge from the classroom to the workplace. The CEU strives to serve employers and their employees who prefer face-to-face classes and who are located outside the area, providing them the opportunity to learn from Cal Poly Pomona’s highly respected engineering faculty.

### *4. Providing professional and career development training for working professionals*

Addressing the need of industries and working professionals, a wide range of programs are offered for participants to choose from, including Brewing Science, Construction Management, Project Management, Local Government Leadership to Nonprofit Management, Human Resource Management, Engineering and Manufacturing, and Plastic Engineering. New programs that were developed during this biennial include Associate Professional in Human Resources (aPHR) Test Preparation, Introduction to Project Management, Computer Aided Design (CAD), AutoCAD for Electrical Design, Civil Engineering Exam Review and Utility Planner Certificate.

### *5. Reaching underserved constituencies with meaningful educational opportunities*

CEU’s Sustainable Agriculture Training program, in partnership with the College of Agriculture, launched veterans into careers in managing or owning profitable organic farms.

Children of migrant workers were inspired towards higher education, where they lived on campus and participated in multiple learning activities. This program is funded by several grants.



*6. Enhancing students' global awareness by studying abroad and/or through interacting with international students.*

**INTERNATIONAL CENTER (IC)**

Services are provided to support international students and scholars on campus, and to provide opportunities for CPP students to similarly study abroad. More than 900 full-time international students from over 60 countries are supported each year by the International Center. Additionally, during the biennial period, 507 students gained international experience through Study Abroad programs. The IC also partners with academic colleges on grants and initiatives that foster global competency development, Fulbright Scholars, and by offering support, advice and training related to international education.

**GLOBAL EDUCATION INSTITUTE (GEI)**

GEI provides high-quality, customized education and training programs for delegations of international students and professionals. These programs are designed to actively engage CPP students, faculty, staff and administrators in academic activities that help build bridges of communication and cooperation. Since GEI's restructuring, there has been a growth in the number of participants, particularly in the Aviation Hospitality program. GEI, in collaboration with several academic colleges, implemented a 3+1+Master's program, which increased the number of international students who are prepared for graduate studies. This international interaction in academics, culture, economics and business enhances the awareness and prestige of CPP in the global community and attracts more international students and faculty to campus.

**CAL POLY ENGLISH LANGUAGE INSTITUTE (CPELI)**

The Cal Poly English Language Institute offers a year-round, six-level, intensive English program for beginning to advanced learners of English. With five eight-week terms per year, students may start in the term that best serves their schedule. The teaching of English is the focus, but with the understanding that each student has special needs and goals, a variety of services are offered. For students preparing for undergraduate or graduate studies in the U.S., Academic English



at Levels 5 and 6 are provided, as well as facilitation for conditional admission to the university for undergraduate and graduate programs. For international university partners or other agencies, CPELI offers a variety of outstanding customized group programs.

**AMERICAN SEMESTER PROGRAM (ASP)**

The American Semester Program provides visiting international students the opportunity to enroll in credit classes on a space-available basis. Students enroll in the ASP in order to study abroad, fulfill master's degree prerequisites and/or complement their program at CPELI. Qualified international students can enroll in the required number of units to maintain their visa status via Open University. ASP staff advises students on selecting and enrolling in courses. Credits earned for courses taken at Cal Poly Pomona are transferable; transcripts are sent to the student's home university.

*7. Facilitating global engagement by a) inviting international scholars to campus, b) assisting CPP faculty to go overseas and c) providing programs for international professionals to share ideas, participate in discovery and collaborate on research and innovative projects*

During the course of the past two years, CEU programs have brought over 100 visiting scholars to campus. Some were research scholars, who stay a minimum of six months up to five years and collaborate on research projects and give lectures or seminars, while others were here on a short-term basis. Some short-term scholars observed classes, participated in study tours and participated in seminars and workshops.

Faculty-led short-term study abroad courses where students were immersed in different cultures and languages, while learning important concepts and practices in architecture, hospitality, economics, agriculture and political science. The College of Business Administration and the Apparel Merchandising and Manufacturing department in the College of Agriculture facilitated internships in London, where students received international work experience in a variety of organizational environments.

CEU programs hosted 550 international professionals who attended short-term educational experiences and interacted with students, faculty, administrators, staff and local government officials.

CEU programs provided over \$1.5 million of additional funds to partner colleges. CEU continues to show increases each year in important performance metrics such as programs developed, courses offered and students served.



## AGRICULTURE AID-TO-INSTRUCTION PROGRAMS

### AGRISCAPES/FARM STORE @ KELLOGG RANCH

Located on 40 acres at Cal Poly Pomona, AGRIScapes showcases both agriculture and landscapes that are sustainable, environmentally beneficial, economically viable and technologically sound. AGRIScapes promotes agricultural and environmental literacy through research, education and demonstration of alternative methods to grow food, conserve water, reduce energy needs and recycle agricultural and urban water for resource efficiency and community enhancement. Annually, over 300 groups visit the facility for educational programs, meetings and receptions. AGRIScapes is the center for many festivals and holiday celebrations, including the highly anticipated Pumpkin Festival, held annually in October.

The College of Agriculture employs approximately 50 students in the Farm Store, AGRIScapes visitors center and farm (both plant and animal). Students in AGRIScapes gain confidence and experience working with the public by providing agricultural tours and teaching agriculture to a lay audience. Students working with plants and animals learn more about their disciplines as they are able to observe and work to make a live farm function. They play a vital role in maintaining the well-being of large animals and plant crops. Since opening in 2001, the Farm Store @ Kellogg Ranch has provided an outlet for fruit, vegetables, meats, nursery and apparel products produced as part of the College of Agriculture educational program. The store features a full line of specialty grocery, deli, dairy and gift items to the Cal Poly Pomona community, as well as the general public. Farm Store student employees learn about business operations and providing excellent customer relations.



Driving up to the Farm Store, customers are greeted by orange trees, farmland and vineyards, which produce the Cal Poly Pomona award-winning wines. During the year, the Taste of the Farm Store event allows the community to sample a variety of products, including Cal Poly Pomona produce. The store is open daily from 10 a.m. to 6 p.m.

In general, all student staff gain a sense of community and engagement with these jobs, enhancing learning while building a sense of comradery with their team.





### **AGRONOMY FARM/FRUIT INDUSTRIES**

The Agronomy Farm is the primary provider for most of the vegetable crops and related produce and plant products in the Farm Store @ Kellogg Ranch. Most of the work is performed by students actively involved in the planting, cultural care, harvest and management of over 100 acres of sweet corn, melons, lettuce, onions and a wide variety of specialty crops, including 55 acres of pumpkins grown at our Chino Farm for our annual Pumpkin Festival. This opportunity provides the unique hands-on learn by doing experience Cal Poly Pomona is known for. In addition, this unit maintains a culinary garden for the chefs and students of the Restaurant @ Kellogg Ranch for the Collins College of Hospitality Management and a children's garden at AGRIScapes.

In addition to the vegetable crops, the Agronomy Farm also manages an additional 1,400 acres of irrigated and rangeland pastures, forage crops and field crops used to support instructional programs in Plant Science and to support livestock operations on campus. Crops of corn, alfalfa, wheat, Sudan grass and oats provide real-time opportunities for students.

Fruit Industries continues to supply Valencia oranges (for fresh and squeezed juice), navels, mandarins, grapefruit, avocados and specialty fruit from Cal Poly Pomona orchards.

### **ORNAMENTAL HORTICULTURE**

The Ornamental Horticulture Unit offers value-priced produce and plants to the campus community through sales at the Farm Store. With an emphasis on food-producing plants (vegetables, herbs and fruit trees) at a low price point, the retail nursery is an excellent resource for students and employees.

The involvement of students in the production process imparts invaluable experience, which augments their educational efforts. Student employees receive flexible work schedules and valuable hands-on experience in the greenhouses, producing plug transplants for the campus farm and labs. The unique experience of working on production, hydroponic and research projects makes these students highly marketable for international internships, as well as employment upon graduation.

The Ornamental Horticulture Unit has been the primary source of funding for two veterans' senior projects. This substantial financial contribution has enabled these students to plan, develop, build and put into production self-contained mobile growing pods. The projects have focused on high-density, high-value production with the intent of becoming a viable career option, with a relatively low start-up cost, for our graduates. Meanwhile, the produce grown will be sold through the Farm Store, among other outlets, enriching the selection available for the students and employees.

As the Ornamental Horticulture Unit continues to develop and test new hydroponic and lighting systems, concentrating on the conservation of environmental and economic resources (land, water, energy, supplies), it will continue to provide students with valuable, cutting-edge experiences. The Ornamental Horticulture greenhouses operate as a working laboratory for the Plant Science labs, student projects and research facilities. A greenhouse is dedicated to urban agriculture with emphasis on aquaponics and sustainable practices. The support the Foundation provides enables funding not provided by state support to further these endeavors.



### **PINE TREE RANCH**

Located in Ventura County, this 53-acre citrus and avocado ranch was donated in 1975 to the educational program of Plant Science. Pine Tree Ranch grows lemons, avocados and Valencia oranges in a very unique coastal microclimate – one much different than at the Cal Poly Pomona campus. This gives students a very different setting to observe crops and provides the Farm Store the opportunity to market citrus and avocados 365 days a year.

During 2013, eight acres of 60-year-old avocado trees were razed and replanted to Hass variety avocados to improve production of fruit from the ranch. These new trees came into production in 2016. Funding for 2015-2016 replaced another five plus acres of old low producing avocados. This past year the production of avocados and lemons continued to yield good crops and prices remained at good to excellent levels for the entire season.

Given the drought situation in the state, repairs were made to one of two wells that supply water to the ranch. This well water is of low cost to the program and helps with the ever-increasing price of water. This well also provides water to the residence.

The residence at Pine Tree Ranch has been abandoned and boarded up since being vandalized in 2006. Funding has allowed for the resumption of repairs to the residence to make it habitable again, with the intention of providing CPP students the opportunity to live onsite and gain the hands-on learn-by-doing experience Cal Poly Pomona is known for.

### **W.K. KELLOGG ARABIAN HORSE CENTER**

The Arabian Horse Center maintains the proud tradition instituted by W.K. Kellogg in 1925. It is the longest established breeding facility of Arabian horses in the United States and only four breeders in the U.S. have produced more Arabian horses than the W.K. Kellogg Arabian Horse Center. Through the use of modern reproductive techniques, the center's mares are bred to the best Arabian stallions in the United States. The Kellogg Arabians continue to produce championship bloodlines and their influence is in the pedigrees of many championship Arabians around the world.

All students are encouraged to visit the Arabian Horse Center to learn more about the Arabian horse program at Cal Poly Pomona, the oldest, continuous major breeding program in the nation. The program is available to all majors through equine studies minor providing students with hands on experience in breeding, general farm management and grooming/training. Additionally, the Horsemanship Club provides an opportunity for all students, from beginners to advanced riders, to learn more about riding and the Kellogg Arabians. Everyone is invited to attend the Sunday Horse Shows, which are held the first Sunday of the month from October to May, weather permitting.

### **BEEF, SWINE, AND SHEEP UNITS**

These units offer experiential learning to Cal Poly Pomona students. Students are involved in numerous hands-on laboratory assignments involving all facets of production animal agriculture, including feeding, handling, restraining and grooming. The Livestock Show Team also shows animals from each animal unit at numerous shows and fairs in California and Arizona each year. Animals at the units are also used in research by faculty who engage both undergraduate and graduate students in their projects.





Gifts and pledges totaled  
**\$33,000,000**  
- an excellent fundraising effort for the campus.





# FOUNDATION FINANCIAL STATEMENT HIGHLIGHTS

## MANAGEMENT DISCUSSION AND ANALYSIS

This section of the Cal Poly Pomona Foundation Biennial Report includes management's discussion and analysis of the financial performance of the Foundation for the fiscal years ended June 30, 2018 and 2019. This discussion should be read in conjunction with the audited financial statements and notes.

## STATEMENT OF NET POSITION

The Statement of Net Position presents the financial position of the Foundation at the end of the fiscal year and includes all assets, deferred outflows of resources, liabilities and deferred inflows of resources of the Foundation. The difference between total assets plus deferred outflows of resources and total liabilities plus deferred inflows of resources – net position – is one indicator of the current financial condition of the Foundation, while the change in net position is an indicator of whether the overall financial condition has improved or worsened during the year. Assets and liabilities are generally measured using current values. Two notable exceptions are investments and capital assets, with investments measured at either fair value using quoted market prices or net asset value (NAV) and capital assets at historical costs less an allowance for depreciation. For the purpose of distinguishing between current and noncurrent assets and liabilities, current assets and liabilities are those that can be reasonably expected to either generate or use cash, as part of normal business operations, within one year of the Statement of Net Position date. A summary of the Foundation's assets, liabilities and net position is as follows:



A summary of the Foundation's assets, deferred outflows, liabilities, deferred inflows, and net position is as follows:

<i>IN THOUSANDS:</i>	2019	2018
<b>Assets:</b>		
Current assets	\$ 83,875	\$ 88,605
Noncurrent assets:		
Restricted cash and cash equivalents	3,445	1,254
Pledges receivable, net	2,354	2,249
Endowment investments	100,039	98,739
Capital assets, net	46,147	44,873
<b>Total noncurrent Assets</b>	<b>151,985</b>	<b>147,115</b>
<b>Total assets</b>	<b>235,860</b>	<b>235,720</b>
<b>Deferred outflows of resources:</b>		
Unamortized loss on debt refunding(s)	312	350
Net pension obligation	4,261	4,914
Net OPEB obligation	1,935	2,325
<b>Total deferred outflows of resources</b>	<b>6,508</b>	<b>7,589</b>
<b>Liabilities:</b>		
Current liabilities	14,626	19,776
Noncurrent liabilities	39,677	40,597
<b>Total Liabilities</b>	<b>54,303</b>	<b>60,373</b>
<b>Deferred inflows of resources:</b>		
Net pension obligation	-	911
Unamortized gain on debt refundings	55	64
Net OPEB obligation	654	2,190
Split interest agreements	1,334	-
<b>Total deferred inflows of resources</b>	<b>2,043</b>	<b>3,165</b>
<b>Net Position:</b>		
Net invested in capital assets	22,974	20,465
Restricted:		
Nonexpendable - endowments	85,782	82,219
Expendable	61,387	61,035
Unrestricted	15,878	16,052
<b>Total Net Position</b>	<b>\$ 186,021</b>	<b>\$ 179,771</b>



Total assets and deferred outflows were \$242 million and \$243 million for fiscal years 2019 and 2018, respectively. The decrease between 2019 and 2018 of \$942 thousand or 0.4% is mainly attributable to the reduction in deferred outflows of 1.08 million.

Total liabilities and deferred inflows were \$56.3 million and \$63.5 million for the fiscal years 2019 and 2018, respectively.

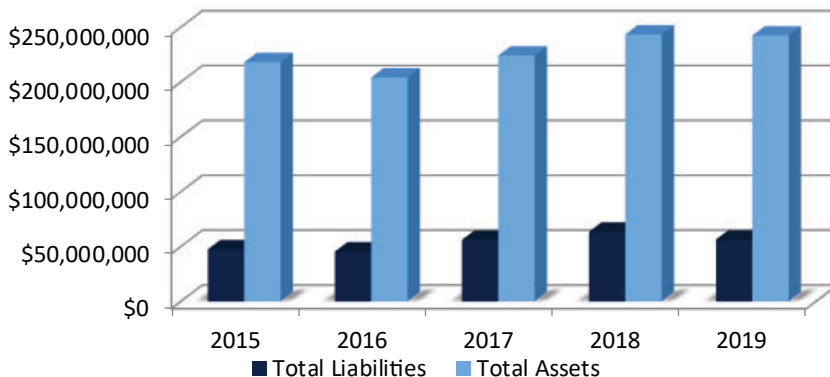
The Foundation participates in the Auxiliaries Multiple Employer VEBA (Voluntary Employees' Beneficiary Association), a separate 501(c)(9)

organization to assist in funding postemployment benefits for recognized auxiliaries of the California State University system. As of June 30, 2018 (the most recent actuarial report), the actuarial accrued liability for benefits was \$16,316,966 and the unfunded actuarial accrued liability (UAAL) was \$7,943,627 and the actuarial plan's market value of assets was \$8,373,339 or 51% funded. The covered payroll (annual payroll of active employees covered by the plan) was \$4,010,771, and the ratio of the UAAL to the covered payroll was 198%. The Foundation's current plan is to fund the OPEB obligation up to the retirees' and surviving spouse actuarial obligation.

The Foundation participates in a cost sharing multiple-employer defined benefit plan through the California Public Employees' Retirement System (CalPERS) which covers substantially all regular full-time employees of the Foundation. CalPERS acts as a common investment and administrative agent for participating public entities with the state of California and reports information to the Foundation in accordance with reporting standards established by the Governmental Accounting Standards Board (GASB). The Public Agency Cost-Sharing Multiple-Employer Plan is comprised of a Miscellaneous Risk Pool and a Safety Risk Pool. The Foundation sponsors three Miscellaneous Risk Pool plans. The plans provide retirement and disability benefits, annual cost-of-living adjustments and death benefits to plan members and beneficiaries. Benefit provisions are established by State statutes, as legislatively amended, within the Public Employees' Retirement Law.

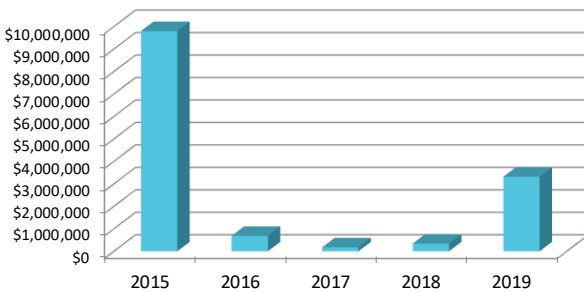
As of June 30, 2019, the Foundation reported net pension liabilities for its proportionate share of the Miscellaneous Risk Pool net pension liability totaling \$8,194,358, pension expense of \$1,972,279, deferred inflow of resources of \$0 and a deferred outflow of resources of \$4,261,373 for the plan. The Foundation's proportion was based on a projection of the Foundation's long-term share of contributions to the pension plan relative to the projected contributions of all participating employers, actuarially determined. As of June 30, 2019, the measurement period applicable to these financial statements, the Foundation's proportion was 0.0021743%.

**Total Assets and Liabilities**

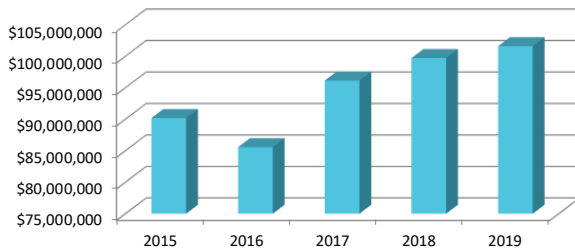


## ENDOWMENT DONATIONS AND INVESTMENTS

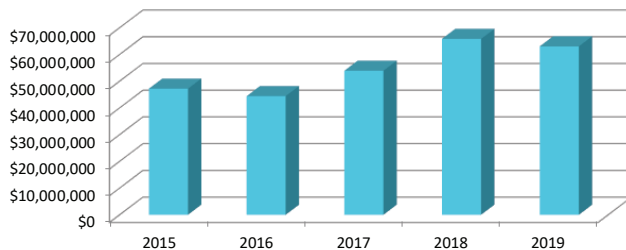
### Endowment Donations



### Endowment Investments



### General Investments



During fiscal year 2018-19 more donations were contributed than prior years. Endowment contributions were \$3,317,504 for the fiscal year ended June 30, 2019. The endowment portfolio increased by \$1.9 million, or 1.9% from \$99.7 million at June 30, 2018 to \$101.6 million at June 30, 2019, mainly due to investment gains of \$3.0 million or 3.0% (net of fees) as a result of capital markets influencing asset values and over-performance to the benchmark; offset by endowment distributions of \$4,682,787 or 4.7% and administrative and investment fees of \$164,432. Total return (loss) on investments (net of fees), consists of a change in the fair market value of endowment investments, including interest, dividends, and realized and unrealized gains and losses. The Foundation's endowment investment policy is designed to obtain the highest return available while investments meet the criteria established for safety (preservation of capital), return and liquidity.

Permanent endowments are funds received from donors with the stipulation that the principal remains intact and invested in perpetuity to produce income that will be distributed and expended for purposes specified by the donor.

General investments consist of expendable funds that have been invested in the Foundation's general investment portfolio. The Foundation's general investment policy is designed to obtain the highest yield available, while investments meet the criteria established for safety (preservation of capital), liquidity and yield. During fiscal year 2018-19, general investments decreased by 2.8 million, or 4.3% mainly due to the construction of dining commons. The net investment gains was \$2.2 million (net of fees) as a result of capital markets influencing asset values and over-performance to the benchmark. Investment returns, net of fees, consists of a change in the fair market value of general investments, including interest, dividends, and realized and unrealized gains and losses.

## COMMITMENTS BY SOURCE: CAMPAIGN AND NON-CAMPAIGN

During fiscal year 2018-19 the university generated gifts of \$10.2 million. The commitments by source are reported by University Advancement following Council for Advancement and Support Education (CASE) standards as follows:

### Campaign and Non-Campaign Year Ended June 30, 2019

College/Area	Cash, GIK, Stock, Current Yr Pledge Payments	New Pledges	Planned Giving	Grand Total of New Gifts and Commitments
Agriculture-Huntley	\$ 401,218	\$ 38,400	\$ 200,000	\$ 639,618
Athletics	\$ 169,090	\$ 25,000	\$ -	\$ 194,090
Business Administration	\$ 1,094,252	\$ 664,466	\$ 534,000	\$ 2,292,718
Education & Integrative Studies	\$ 119,984	\$ -	\$ -	\$ 119,984
Engineering	\$ 1,343,301	\$ 189,500	\$ -	\$ 1,532,801
Environmental Design	\$ 331,047	\$ 26,500	\$ -	\$ 357,547
General Development	\$ 275,122	\$ -	\$ -	\$ 275,122
Hospitality-Collins	\$ 353,456	\$ 46,000	\$ 300,000	\$ 699,456
Letters, Arts & Social Sciences	\$ 239,725	\$ -	\$ -	\$ 239,725
Library	\$ 154,217	\$ -	\$ -	\$ 154,217
Other-Acad Affairs, Alum, CEU, IT, NCD	\$ 69,520	\$ -	\$ 102,507	\$ 172,027
Science	\$ 899,268	\$ 237,439	\$ 254,821	\$ 1,391,529
Student Affairs	\$ 508,698	\$ 8,000	\$ 400,000	\$ 916,698
Suspense/Pending	\$ 13,650	\$ 1,157,500	\$ -	\$ 1,171,150
<b>Grand Total</b>	<b>\$ 5,972,549</b>	<b>\$ 2,392,805</b>	<b>\$ 1,791,328</b>	<b>\$ 10,156,682</b>

During fiscal year 2017-18 the university generated gifts of \$22.8 million. The commitments by source are reported by University Advancement following Council for Advancement and Support Education (CASE) standards as follows:

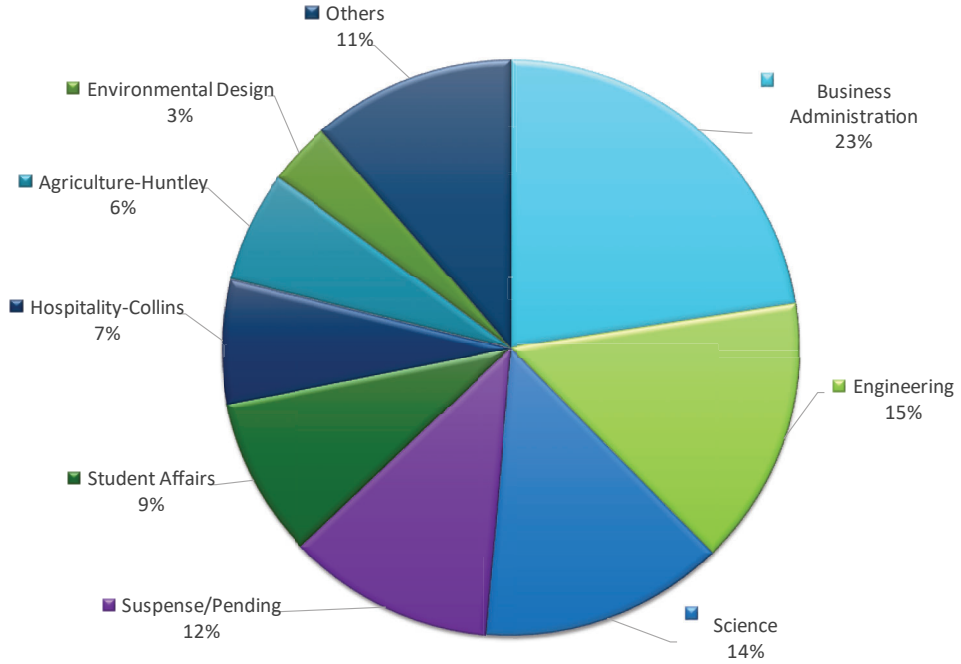
### Campaign and Non-Campaign Year Ended June 30, 2018

College/Area	Cash, GIK, Stock, Current Yr Pledge Payments	New Pledges	Planned Giving	Grand Total of New Gifts and Commitments
Agriculture-Huntley	\$ 312,008	\$ 696	\$ -	\$ 312,704
Athletics	\$ 139,821	\$ 4,000	\$ -	\$ 143,821
Business Administration	\$ 455,479	\$ 1,008,716	\$ 25,000	\$ 1,489,195
Education & Integrative Studies	\$ 53,603	\$ -	\$ 250,000	\$ 303,603
Engineering	\$ 1,544,434	\$ 67,500	\$ 2,075,000	\$ 3,686,934
Environmental Design	\$ 518,246	\$ -	\$ -	\$ 518,246
General Development	\$ 402,621	\$ -	\$ 922,849	\$ 1,325,470
Hospitality-Collins	\$ 630,215	\$ 10,008,000	\$ 275,000	\$ 10,913,215
Letters, Arts & Social Sciences	\$ 126,940	\$ 37,500	\$ 135,000	\$ 299,440
Library	\$ 114,260	\$ -	\$ 275,000	\$ 389,260
Other-Acad Affairs, Alum, CEU, IT, NCD	\$ 70,583	\$ -	\$ -	\$ 70,583
Science	\$ 474,817	\$ 80,422	\$ 400,000	\$ 955,239
Student Affairs	\$ 712,016	\$ 778,750	\$ 701,000	\$ 2,191,766
Suspense/Pending	\$ 212,080	\$ -	\$ -	\$ 212,080
<b>Grand Total</b>	<b>\$ 5,767,123</b>	<b>\$ 11,985,584</b>	<b>\$ 5,058,849</b>	<b>\$ 22,811,556</b>

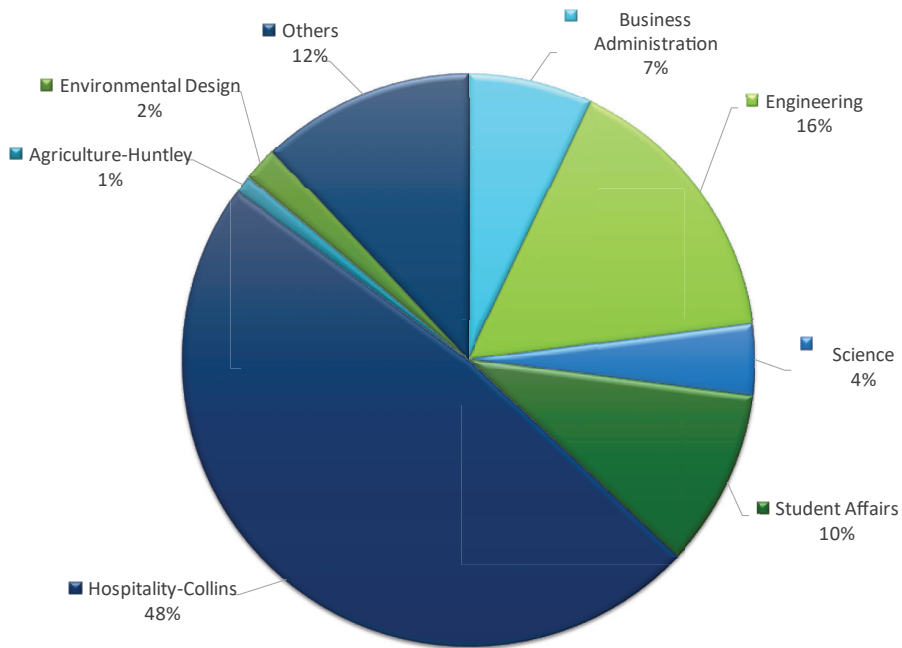


**COMMITMENTS BY SOURCE: CAMPAIGN AND NON-CAMPAIGN**

Total Gift: \$10.2 million  
Year Ended June 30, 2019



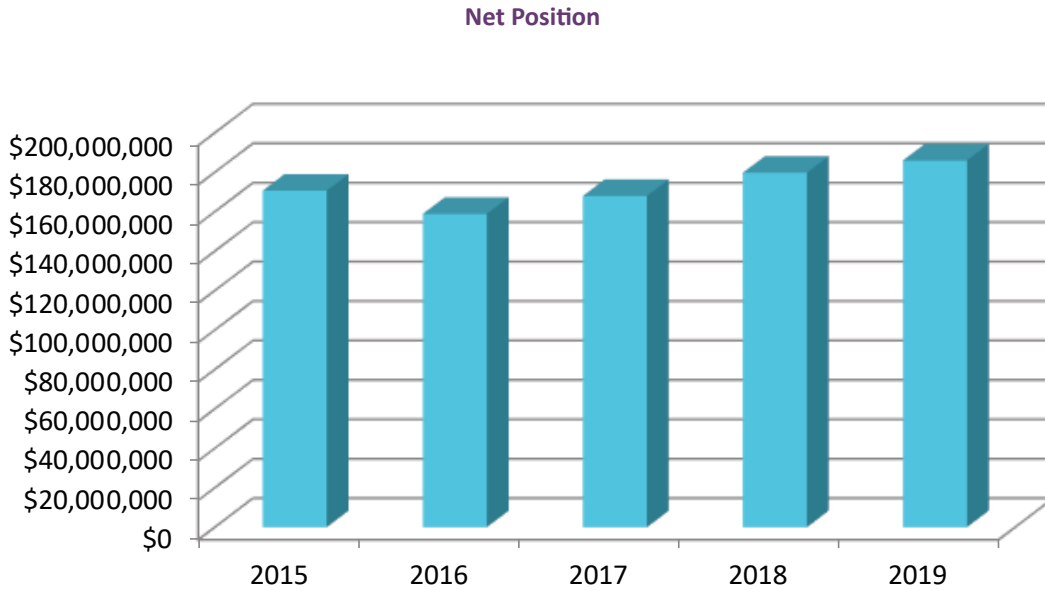
Total Gift: \$22.8 million  
Year Ended June 30, 2018



\*Others Includes: General Development, Letters, Arts & Social Sciences, Athletics, Education & Integrative Studies, Library, and Suspense/Pending.

## NET POSITION

Net position represents the residual interest in the Foundation's assets after liabilities are deducted. The Foundation's net position is as follows:



Net position increased 3.48% or \$6.25 million primarily due to the increase in net investment in capital assets of \$2.5 million and non-expendable – endowments due to donations and investment realized and unrealized gains of \$3.5 million. Restricted nonexpendable net position includes the permanent endowment funds and restricted expendable net position includes activities and program funds designated to support scholarships and fellowships, research, expendable endowment funds, and other program activities. Unrestricted net position includes the enterprise or entrepreneurial activities of the Foundation.



## CAPITAL ASSETS, CAPITALIZED LEASE OBLIGATIONS AND NET INVESTMENT

The Foundation's investment in capital assets, net of related debt increased by \$2.5 million or 12.26% for fiscal year 2018-19 mainly due to a \$4.0 million equity investment in the university's new dining commons currently under construction and a \$1.5 million donation of fine art less the transfer of building improvements of \$2.9 million to the university. Depreciation and amortization expenses for the years ended June 30, 2019 and 2018 totaled \$3.4 and \$3.6 million, respectively. A summary of capital assets, net of accumulated depreciation and capitalized lease obligations is as follows:

<i>IN THOUSANDS:</i>	2019	2018
Building and improvements	\$ 65,779	\$ 68,432
Equipment, furniture and fixtures	11,180	10,831
Infrastructure	8,651	8,651
Land	7,387	8,005
Construction work in progress	5,555	1,411
Works of art	1,663	171
Orchards	144	144
	<u>100,359</u>	<u>97,645</u>
Less: accumulated depreciation and amortization	(54,213)	(52,772)
Plus: unamortized loss on refunding	312	350
	<u>46,458</u>	<u>45,223</u>
Less: capitalized lease obligations	(23,484)	(24,656)
Less: note payable	-	(102)
	<u>\$ 22,974</u>	<u>\$ 20,465</u>

Net position invested in capital assets, net of related debt, represents the Foundation's capital assets, net of accumulated depreciation, unamortized loss on refunding and outstanding principal balances of debt attributable to the acquisition, construction or improvement of these assets. Capitalized lease obligations consist primarily of system revenue bonds of \$21 million. The majority of this obligation of \$19.45 million was incurred in 2003-04 fiscal year with respect to the construction of the University Village Phase III student housing complex and those bonds were advance refunded and defeased in 2013-14 and 2014-15 fiscal years. The balance of this obligation of \$1.55 million was incurred for the construction of a continuing education complex in fiscal years 2000-01 and those bonds were advance refunded and defeased in 2016-2017 fiscal year.



## STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

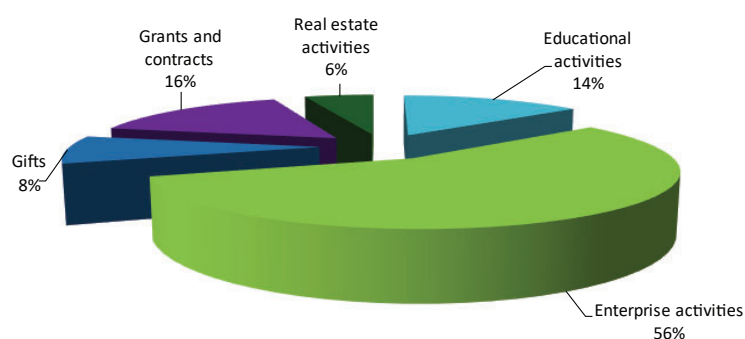
The statement of revenues, expenses and changes in net position presents the Foundation's results of operations. A summary of the Foundation's revenues, expenses, and changes in net position is as follows:

<i>IN THOUSANDS:</i>	2019	2018
Operating revenues:		
Educational activities	\$ 12,405	\$ 6,465
Enterprise activities	48,257	47,060
Gifts, noncapital	7,181	7,207
Grants and contracts	13,951	15,243
Real estate activities	4,739	4,558
Total operating revenues	<u>86,533</u>	<u>80,553</u>
Operating expenses	<u>85,263</u>	<u>75,639</u>
Operating income	<u>1,270</u>	<u>4,894</u>
Nonoperating revenues (expenses):		
Contributions restricted for long term purposes	3,318	-
Investment income, net	2,396	2,112
Endowment income (losses), net	2,997	7,240
Interest expenses	(1,116)	(948)
Transfer to the university	(2,615)	(1,522)
Total nonoperating revenues, net	<u>4,980</u>	<u>6,882</u>
Increase in net position	6,250	11,776
Net position:		
Net position at beginning of year	<u>179,771</u>	<u>167,995</u>
Net position at end of year	<u>\$ 186,021</u>	<u>\$ 179,771</u>

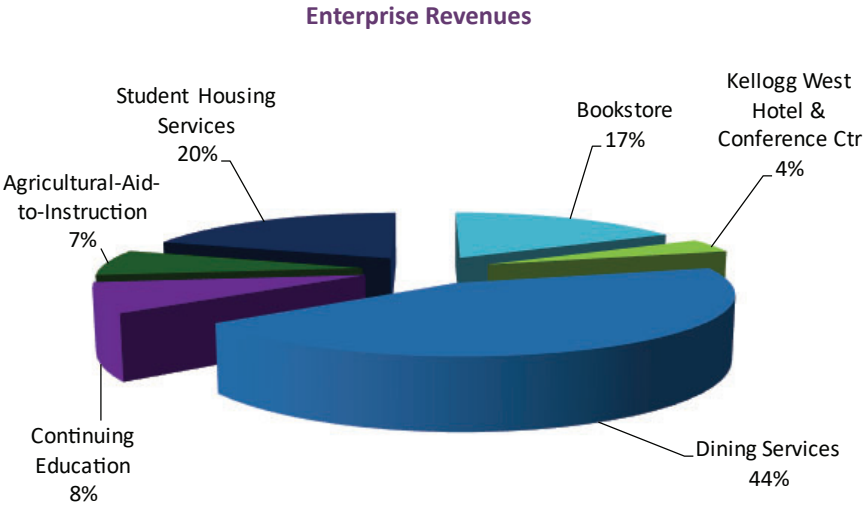
During the fiscal year 2018-19, total operating revenues increased 7.5% or \$6 million due to higher revenue in educational activities and total non-operating revenues decreased 27.6% or \$1.9 million due to the decreased investment unrealized and realized gains as a result of capital markets influencing asset values and under-performance to the benchmark. Operating expenses increased 12.7% or \$9.6 million primarily due to enterprise, instruction and institutional support expenses.

The operating revenues include gifts and can be affected by the timing of when a pledge payment is received, correspondingly the expenditures (i.e., instruction, academic and institutional support) may not be incurred in the same fiscal year. Educational activities may use gifts to support their expenditure activities in the same or subsequent years. Since these programs are allowed to use funds from prior years, revenues and expenditures may not have a correlation in the same year.

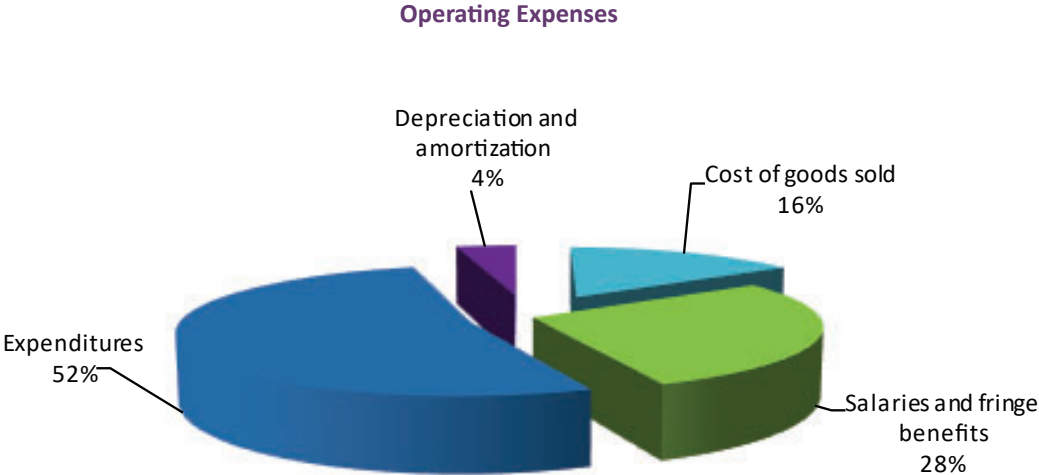
### Operating Revenues



Auxiliary enterprise operating revenues consist of the following programs:



In August 2000, the Foundation entered into a twenty-five year master operating agreement and various supplemental operating agreements with the Trustees of the California State University on behalf of the university that expire in February 2025 and allow the Foundation to operate various activities including the above enterprise activities. All the activities of the Foundation support the students, faculty and staff and provide convenient and appropriate goods and services at reasonable prices for the development of additional resources for the university.



In fiscal year 2018-19, operating expenses consist of cost of goods sold of \$13.3 million, salaries and fringe benefits of \$23.9 million, payments to vendors of \$44.8 million, and depreciation and amortization of \$3.4 million.

**FUNCTIONAL CLASSIFICATION:**

In addition to their natural classifications, it is also informative to review operating expenses by function. A summary of the Foundation’s expenses by functional classification for the fiscal years ended is as follows:

<i>IN THOUSANDS:</i>	2019	2018
Operating:		
Instruction	\$ 10,601	\$ 8,969
Research	7,772	8,409
Public service	1,144	1,266
Academic support	6,691	6,122
Student services	867	945
Institutional support	5,313	2,188
Operation and maintenance of plant	160	45
Administrative and real estate activities	10,089	6,752
Student grants and scholarships	1,418	1,285
Enterprise expenses	37,796	35,993
Depreciation and amortization	3,412	3,645
<b>Total operating expenses</b>	<b>\$ 85,263</b>	<b>\$ 75,639</b>

During fiscal year 2018-19, total operating expenses increased 12.7% or \$9.6 million mainly due to enterprise, instruction and institutional support expenses.





## STATEMENT OF CASH FLOWS

The statement of cash flows provides additional information on the Foundation's financial results by reporting the major sources and uses of cash. A summary of the statement of cash flows is as follows:

<i>IN THOUSANDS:</i>	2019	2018
Cash received from operations	\$ 84,369	\$ 82,319
Cash expended from operations	<u>(82,536)</u>	<u>(75,333)</u>
Net cash provided by operating activities	1,833	6,986
Net cash provided by noncapital financing activities	(1,380)	5,821
Net cash used in capital and related financing activities	(8,037)	(4,273)
Net cash used in investing activities	<u>8,266</u>	<u>(6,085)</u>
Net change in cash and cash equivalents	682	2,449
Cash and cash equivalents at beginning of year	<u>6,962</u>	<u>4,513</u>
Cash and cash equivalents at end of year	<u>\$ 7,644</u>	<u>\$ 6,962</u>

During fiscal year 2018-19, the cash position at end of year increased \$681,993 mainly due to net cash provided by investing activities.

## FACTORS IMPACTING FUTURE PERIODS

The Foundation's fiscal year 2019-20 proposed budgeted projections include the following Board approved assumptions:

- Provide students in the resident halls with a range of meal plans from 140 to 220 plus 630 meal points per semester (a 240% increase from the current 185 points). There is also an unlimited meals plan that includes 250 meal points per semester. For the students living in the Suites, provide 70 meals including 750 meal points per semester. Board rates are proposed to increase 3% for the students in the resident halls;
- Allow for a 3.0% increase in license fee rates at University Village and assume occupancy rates during the academic year of 96%, winter break occupancy of 96% and summer occupancy of 30%;
- Foundation has three different pension formulas (or "Plan") for its employees including the 2%@55 Plan, the 2%@60 Plan, and the 2%@62 Plan. An employee's hire date determines which Plan is applicable for the employee along with their status as a "benefited employee." Foundation and its benefited employees jointly contribute to their respective pension Plan. The rates paid by employees are 5%, 7%, and 6.25% respectively, and the weighted average rate for all three Plans paid by Foundation is 17.36%. The weighted average rate increased from 12.86% to 17.36% resulting in a budgeted increase of \$208,892. All three pension Plans in their respective Risk Pool with CalPERS are projected to contribute the Normal Cost of \$1,120,112;
- Contribute an additional \$705,473 to the minimum UAL required amount of \$617,400 for total of \$1,322,873 to the 2%@55 Plan to continue to reduce the UAL based on a 8 year model (3rd year of 10 year plan), \$0 to the 2%@60 Plan and \$0 to the 2%@62 Plan as those funds are currently fully funded;
- A 3% or approximately \$242,000 wage adjustment for 149 employees;
- A 5% annual increase cap for Foundation's portion of health insurance premium;
- Parking subsidy of \$80,000 for full time employees (excluding MCP employees) and part time employees of \$25,000;
- Contribute \$1.0 million to the VEBA Trust. The Plan Fiduciary Net Position as a percentage of the Total OPEB Liability is 51% or \$7.9 million unfunded per the latest actuarial study dated July 1, 2018.

The fiscal year 2019-20 proposed surplus generates a debt service coverage of 3.81 before and 3.16 after the designated gifts. The proposed budget and forecast meets the California State University Executive Order 994 with a debt coverage ratio of at least 1.25.

## FINANCIAL HIGHLIGHTS

For the fiscal year 2018-19 the Foundation reports a \$6.2 million surplus consisting of an unrestricted surplus of \$3.5 million and a restricted surplus of \$2.7 million. Overall, the operations exceeded their forecasts except for the Administration deficit due to the year-end OPEB adjustment required by GASB 75. The California State University system requires a debt coverage ratio for a campus auxiliary debt program be equal to a minimum of 1.25, including stand-alone projects per executive order 994. The Foundation's unrestricted debt coverage service ratio is 3.27. In addition, all reserves were in line with budget and forecast.

	Budget	Forecast	Actual
<i>Administration</i>	\$ (803,380)	\$ 945,755	\$ (1,686,059)
<i>Real Estate</i>	169,451	504,537	184,638
<i>Investments</i>	1,837,929	399,156	1,200,858
<i>Bookstore</i>	319,852	63,732	324,776
<i>Dining Services</i>	1,187,431	437,374	949,770
<i>Kellogg West Conference Center</i>	70,161	6,089	111,649
<i>University Village</i>	3,038,874	3,290,795	3,057,415
<i>Designated Gifts</i>	(1,696,832)	(1,692,096)	(1,454,003)
<i>Research Office</i>	20,000	20,000	20,000
<i>Agriculture</i>	106,333	230,302	211,440
<i>Continuing Education</i>	535,170	449,208	255,182
<i>Unrestricted Programs</i>	(2)	-	305,127
<i>Foundation Total Unrestricted</i>	\$ 4,784,987	\$ 4,654,852	\$ 3,480,793
<i>Restricted Programs/Scholarships</i>	4,346,338	3,981,557	3,626,482
<i>Restricted Endowments/Donations</i>	1,824,618	(383,128)	1,758,022
<i>Assets Transferred to University</i>	-	-	(2,615,095)
<i>Total Surplus/Deficit</i>	\$ 10,955,943	\$ 8,253,281	\$ 6,250,202

The above presentation provides an analysis of budget, forecast and actual amounts in their respective activities. The surplus/deficits within these activities include inter-company revenue and expenses and administrative fees and transfers that are eliminated in the audited financial statements.

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