CAL POLY POMONA FOUNDATION, INC.
CALIFORNIA STATE POLYTECHNIC UNIVERSITY, POMONA

Meeting of the Board of Directors, Meeting 388

February 25, 2021 at 2:00 PM
Zoom Conference Call & Screen Share Only

AGENDA

Roll Call

				Page
I.	**PRESIDENT'S REPORT**			
	A.		Dr. Soraya Coley, President Board Chair	
II.	**ACKNOWLEDGEMENT OF MEMBERS OF THE PUBLIC** *who may or may not be commenting on a specific item or making a general comment.*			
III.	**CONSENSUS ACTION ITEMS** *Items in this section are considered to be routine and acted on by the committee in one motion. Each item of the Consent agenda approved by the committee shall be deemed to have been considered in full and adopted as recommended. Any committee member may request that a consent item be removed from the consent agenda to be considered as a separate action item. If no additional information is requested, the approval vote will be taken without discussion. An "**A**" distinguishes items requiring approval.*			
	B.	Reading of Minutes 387 (12/10/20) (Attachment) **A**	Dr. Soraya Coley Board Chair	3-5
	C.	Selection of CPA Firm – Financial and Single Audits (Attachment) **A**	Joanne Mathew Director of Financial Services/CFO	6
	D.	Selection of CPA Firm – External Child Dev Preschool Grant (Attachment) **A**	Joanne Mathew Director of Financial Services/CFO	7
	E.	Investment Portfolio Report 2nd Quarter (Attachment) **A**	Joanne Mathew Director of Financial Services/CFO	8-15
	F.	Observed Holiday Calendar (Attachment) **A**	Jared Ceja Executive Director/CEO	16-17
	G.	CalPERS Valuation Reports (Attachment) **I**	Jared Ceja Executive Director/CEO	18-24
	H.	Tax Returns (Attachment) **A**	Joanne Mathew Director of Financial Services/CFO	25
IV.	**ACTION ITEMS**			
	I.	Signature Authority (Attachment) **A**	Jared Ceja Executive Director	26
	J.	Rebranding (Attachment) **A**	Dr. Sylvia Alva Program Committee Chair	27-32
	K.	General Investment Policy 131 Amendment (Attachment) **A**	Daniel Montplaisir F&I Committee Chair/Board Vice Chair	33-52

The open proceedings of this meeting are being recorded.

V. INFORMATION & DISCUSSION ITEMS

The following items provide information and reports by management staff to the Board. Staff and Board may engage in discussion on any item if requested by committee member or staff member.

L.	Financial Highlights 2nd Quarter (Attachment) **I**	Joanne Mathew Director of Financial Services/CFO	53-54
M.	Executive Director's Report	Jared Ceja Executive Director	55

VI. ADJOURNMENT

Next Board Meeting – May 11th at 2:00 p.m. via Zoom

CAL POLY POMONA FOUNDATION, INC.
CALIFORNIA STATE POLYTECHNIC UNIVERSITY, POMONA

Board of Directors, Meeting 387
December 10, 2020 at 2:00 PM

Notice is hereby given that a meeting of the Board of Directors was held by video conference/teleconference on Thursday December 10, 2020 at 2:00 p.m. to discuss matters on the posted agenda. The meeting notice in its entirety was posted on the internet at https://foundation.cpp.edu/meetingpackets.aspx.

Present: Dr. Soraya Coley, Daniel Montplaisir, Dr. Lea Dopson, Deborah Goman, Maryann Tolano-Leveque, Dr. Phyllis Nelson, John McGuthry, Dr. Sylvia Alva, Christina Gonzalez, Araz Mandelian, Lucy Yu, April Jimenez-Valadez, Mark Shin, Ruby Suchecki, Cynthia Nelson, Stephanie Pastor, Kassandra Lopez, Dr. Homeyra Sadaghiani, Erica Frausto, Lowell Overton

Absent: Dr. David Speak, , Mei Lien Chang and Oliver Santos

Staff: Claudia Burciaga-Ramos, Jared Ceja, Jenny Dennis, Joanne Mathew, Jason DeBellis, Diane Maldonado and Nora Fernandez

I. PRESIDENT'S REPORT

A. Dr. Coley called the meeting to order at 2:01 pm via Zoom

II. INTRODUCTIONS & ACTION TO ELECT NEW BOARD MEMBER

B. Introduction of Kassandra Lopez
Jared Ceja gave a brief introduction of new board member Kassandra Lopez.

C. Election of Board Member – Kassandra Lopez, ASI
Moved by Erica Frausto and seconded by Lucy Yu to approve the election of new Board member Kassandra Lopez. The motion was approved unanimously.

D. Introduction of Joanne Mathew, Director of Financial Services/CFO
Jared Ceja introduced Joanne Mathew as the new Director of Financial Services/Chief Financial Officer for the Foundation.

III. CONSENSUS ACTION ITEMS

E. Reading of Minutes 386 (09/24/20)

F. Supplemental Paid Sick Leave Expansion & Sick Leave for Part-time & Student Worker

G. Investment Portfolio Report 1st Quarter

H. Financial Highlights 1st Quarter

I. Update to Policy 133

J. Healthcare Rates for 2021

K. Update to the Employee Handbook

A motion was made by Cynthia Nelson and seconded by Sylvia Alva to accept the consensus items as presented. The motion was unanimously approved.

IV. ACTION ITEMS

L. Investment Advisor Selection
Dan Montplaisir presented the recommendation by the Investment Committee.
Moved and seconded by Phyllis Nelson and Homeyra Sadaghiani that the Board of Directors approve Graystone Consulting as the investment advisor/consultant for the Foundation's portfolio and that upon approval, the Executive Director/CEO and Director of Financial Services/CFO are authorized and directed to take any and all action as may be necessary to effectuate this resolution. The motion was unanimously approved.

M. <u>2020-2021 Revised Budget Forecast</u>

Jared Ceja introduced the revised forecast and Joanne Mathew reviewed the proposed operating budgets which include: General Activities (Administration; Real Estate & Investments); Enterprise Activities (Bookstore, Dining, Services, Kellogg West, Foundation Housing); Supplemental Programs (Research Office, Agriculture Units, Continuing Education, Unrestricted Programs); Designated Gifts, Reserves and Capital Budgets; along with the Summary of Sources, Uses, and Working Capital; Statement of Activities Debt Service Coverage; and Reserves. Given the unique circumstances posed by the ongoing global pandemic and resulting remote instruction, operations have been impacted beyond a level understood at the time of the initial 2020-2021 budget preparation. Foundation Management, at the request of the Finance & Investment Committee, has completed a 2020-2021 revised budget forecast for Board review and approval. The new budget has a total net Foundation deficit of $10,048,991 after a $20.7M decrease in revenue, $4.4M payroll savings, and $6.8M reduction in other expenses. Key assumptions for the revised budget forecast include a remote spring semester substantially similar to this fall, a summer session at 50% of normal in-person capacity, total combined housing at 250 residents (University and Foundation), Kellogg West closed until March followed by only small events of 50 or less, and labor savings from early retirements, furloughs, and temporary wage reductions. The available fund balance and cash flow have also been forecasted for the remainder of the fiscal year for reference.

Moved and seconded Maryann Tolano-Leveque and Sylvia Alva that the Board approve the Revised Budget Forecast Resolution for the fiscal year 2020-2021 showing a total net deficit of $10,048,991. The motion was approved unanimously.

N. <u>Remote Work Expense Reimbursement</u>

Jared Ceja mentioned the Finance & Investment Committee reviewed and the Personnel Committee approved this proposal to the forwarded to the Board for approval. Approximate cost will be $10,000 depending on the extent and duration of remote work. Remote work has resulted in employees incurring certain business expenses required to execute their job functions. These expenses include, but are not limited to, internet and phone connectivity. Foundation counsel has provided guidance on a method for equitably reimbursing employees that work from home. Factoring in the proportion of daytime hours of connectivity required for work purposes, the following reimbursement schedule is proposed:

	Reimbursement per Pay Period
Remote work less than 1 day per week	$0
Remote work 8 – 24 hours per week	$7.50
Remote work 24.5 – 40 hours per week	$14

Remote working employees will be required to maintain connectivity and complete the appropriate documentation for the business expense reimbursement. Once completed and approved, reimbursement will be backdated to the start of remote work and continued automatically unless there is a change. Employees do not have the right to waive their right to reimbursement (per Labor Code 2804).

A motion was made by Dan Montplaisir and seconded by John McGuthry that the Board approve the creation of a Remote Work Expense Reimbursement Policy at a rate of $7.50 per pay period for 8 – 24 hours of remote work per week and $14 per pay period for 24.5 – 40 hours of remote work per week and that upon approval of this resolution by the Board of Directors, the Chief Employment Officer and Chief Executive Officer of the Cal Poly Pomona Foundation are authorized and directed to take any and all action as may be necessary to effectuate this Resolution. The motion was passed unanimously.

O. <u>Designated Brokerage Officer</u>

Jared Ceja mentioned that as part of the Real Estate Division, the Foundation maintains two faculty/staff affordable housing programs. This includes the Fair Oaks Walk development off Foothill Boulevard and the Kellogg Tract immediately adjacent to campus. In both cases the homes are purchased and owned by interested CPP faculty and staff members with the land leased to the homeowners by the Foundation. This method greatly reduces individual costs and enables university professionals to own a home near campus.

The faculty/staff affordable housing program has grown incrementally over the years. During that time, a licensed real estate broker was hired to join the staff and manage these transactions. On advice from counsel and in consultation with other similar enterprise/auxiliary housing programs in higher education, Management is recommending we pursue a corporate brokerage license. The first step in this process is designating Randy Wallace Jr., Associate Director of Real Estate, as the official Cal Poly Pomona Foundation Brokerage Officer. Management may then file for a brokerage license and applicable insurance in the Foundation name at a cost of approximately $1,000 annually. Doing so will save fees, provide a cleaner process, and fairly distribute liability.

A motion was made by Homeyra Sadaghiani and seconded by April Jimenez-Valadez, that the Board approve the designation of Randy Wallace Jr., Associate Director of Real Estate, as the Cal Poly Pomona Foundation Brokerage Officer and that upon approval of this resolution, the Executive Director/CEO is authorized and directed to take any and all action as may be necessary to effectuate this resolution, pursue a corporate brokerage license, and obtain appropriate insurance in support of Real Estate activities. No opposition, the motion was approved unanimously.

V. **INFORMATION & DISCUSSION ITEMS**

P. Executive Director's Report – Staffing, Support & Scholarships
Jared Ceja mentioned in mid-2020 there were 19 retirements and more recently three additional full-time changes (1 management retirement, 1 staff retirement, 1 staff separation) plus one full-time hire (Joanne). Furloughs extended and deepened through July 17, 2021 with 54 full-time management and staff at 10% and 39 full-time management and staff on 20%-100% furlough.

The Foundation collaborated with the CPP Basic Needs Initiative which provides the opportunity to gift a complete dinner package to a colleague or donate to a CPP students/employees in need. There were 136 donated Thanksgiving Turkey Dinner packages plus the Foundation donated two meal passes to the Poly Pantry for every meal order. Including donations and gifts, 197 Thanksgiving Turkey Dinner packages were purchased with an additional 650+ donated individual meals to CPP Students. Staff received appreciative comments from those who received the meals towards all who contributed planning, preparing, making and donating the meals.

The Pepsi/Foundation Scholarship for $25,000 to distribute is for Foundation students working in any of our units, Bronco Bookstore, Dining Services, Farm Store and Village Housing. If any Board member is interested in reviewing essays and selecting candidates, please contact Jenny Dennis.

VI. **OPEN FORUM**
Meeting adjourned at 3:28 p.m.

Respectfully submitted,

Lea Dopson

Dr. Lea Dopson, Secretary/Treasurer
Board of Directors

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Joanne Mathew
Director of Financial Services/Chief Financial Officer

Subject: **EXTERNAL FINANCIAL Audit, SINGLE AUDIT, AND TAX RETURN (990) PREPARATION– 2020-2021**

The Foundation issued Request for Proposals (RFP) in 2017 to perform the Foundation financial and single audit for fiscal years 2017-2018 through 2021-2022 to 11 certified public accounting firms to conduct audits for GASB entities. Seven firms responded to the RFP including Aldrich CPAs and Advisors; BKD CPAs and Advisors, Clifton Larson Allen; Cohn Reznick, Macias, Gini & O'Connell, LLP; Vasin, Heyn & Company, and Windes.

The Selection Committee, consisting of Board Members and Staff, evaluated each firm and selected Aldrich CPAs and Advisors for the five year period. Fiscal year 2020-2021 will be the fourth year of our engagement with Aldrich CPAs and Advisors. The estimated total cost of these services is under $80,000.

In addition to the financial audit, tax return preparation, and single audit, any consulting necessary regarding the implementation of the lease standard (GASB 87) will be billed as out of scope based on our hourly rates.

PROPOSED ACTION:
Management and the Audit Committee are recommending Board of Directors approval to retain Aldrich CPAs and Advisors to perform the financial audit (including additional internal control testing as needed), single audit, and preparation of tax returns (990) for the fiscal year ended June 30, 2021.

THEREFORE, BE IT RESOLVED that the Board of Directors approves retaining Aldrich CPAs and Advisors to perform the financial audit (including additional internal control testing, as needed), single audit, and preparation of tax returns (990) for the fiscal year ended June 30, 2021

Passed and adopted this 25th day of February 2021.

By: Lea Dopson

Dr. Lea Dopson, Secretary
Board of Directors

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Joanne Mathew
Director of Financial Services/Chief Financial Officer

"Quality Service Supporting Quality Education"
Cal Poly Pomona
Foundation

Subject: EXTERNAL CHILD DEVELOPMENT PRESCHOOL GRANT PROGRAM AUDIT – 2020-2021

Foundation manages a Child Development Preschool Grant program funded through the California Department of Education ("Program"). The Program, which disburses public funds under contracts with non-profit organizations to provide services to children under code section 8448 of the California Education Code, requires an annual financial and compliance audit. In November 2015, Foundation issued a request for proposal (RFP) for an independent audit of this grant program to five certified public accounting firms who specialize in this type of audits.

GYL Decauwer, LLP met the criteria as presented by management and was selected for the audit engagement beginning in Fiscal year 2015-2016. The current year ending June 30, 2021 will be the sixth year for the firm.

The estimated total cost of the audit services for the Program is $15,900.

PROPOSED ACTION:
Management and the Audit Committee are requesting Board of Directors approval to retain the recommended firm to perform the Child Care audit for the fiscal year ended June 30, 2021.

THEREFORE, BE IT RESOLVED that the Board of Directors approves retaining GYL Decauwer, LLP to perform the Child Care audit for the fiscal year ended June 30, 2021 upon mutual agreement by the firm.

Passed and adopted this 25th day of February, 2021

By: Lea Dopson

Dr. Lea Dopson, Secretary
Board of Directors

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Joanne Mathew
Director of Financial Services/CFO

Subject: INVESTMENT HIGHLIGHTS – Second Quarter 2020-2021

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

GENERAL INVESTMENT PORTFOLIO
The General Investment Portfolio (Portfolio) has a current market value of $29.7 million at December 31, 2020 with 60% Fixed Income, 31% Equities, and 8% Alternatives. All allocations are within established policy ranges and over weighted by 4% in Equities and underweighted by 5% in Fixed Income as compared to policy targets. The majority portion managed by Graystone Consulting has a current market value of $29.2 million, earned 9.70% versus the benchmark at 9.77% for the fiscal year to date. Additional information is included in the report provided by Graystone.

The Foundation received capital call notices and has contributed $234,375 against its commitment of $250,000 to Capital Partners IV and $695,625 against its commitment of $750,000 to Capital Private Equity Partners VII. The value of the Non-Marketable Investments are $456,622. The CommonFund Summary Investment and Performance Reports are available for further details.

Recommended Action:
The Finance & Investment Committee has reviewed the comprehensive quarterly investment report and believe the report is in compliance with the investment policy and recommends the quarterly investment report be presented and approved to the Board of Directors.

THEREFORE, BE IT RESOLVED that the Board of Directors has reviewed the comprehensive quarterly investment report and believe the report is in compliance with the General Investment Policy.

PASSED AND ADOPTED THIS 25TH DAY OF FEBRUARY 2021.

By: Lea Dopson

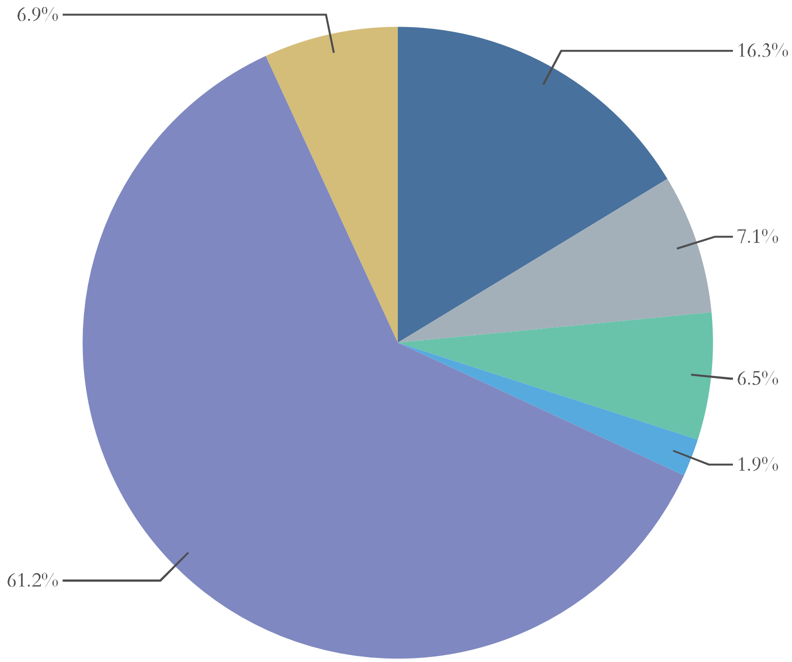
Dr. Lea Dopson, Secretary
Board of Directors

CAL POLY POMONA FOUNDATION, INC.
INVESTMENT SUMMARY AS OF DECEMBER 31, 2020

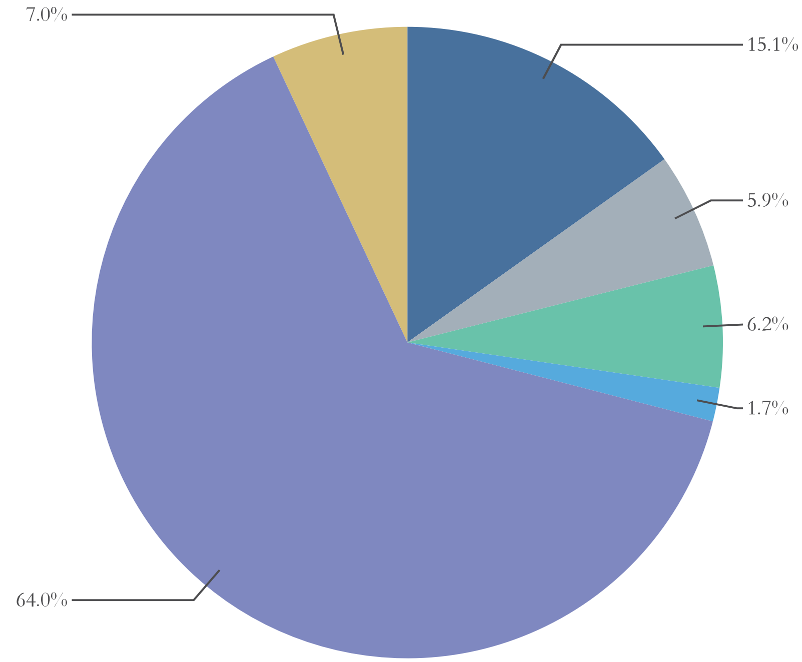
Asset Class	Policy Range		Policy	Portfolio	Market Value
	Minimum	Maximum	Target	Allocation	
Equities -Domestic & Int'l	10%	65%	27%	31%	9,319,947
Fixed Income	40%	85%	65%	60%	17,886,820
Cash Equivalents	0%	20%	0%	0%	-
Real Assets	0%	10%	0%	0%	-
Real Estate	0%	10%	0%	0%	-
Alternative Investments	0%	25%	8%	8%	
Hamilton Lane-Private Equity					2,012,976
Commonfund-Private Equity					456,622
			100%	100%	29,676,365

Cal Poly Pomona Foundation
Portfolio Asset Allocation Summary
As of December 31, 2020

December 31, 2020 : $29,219,744



September 30, 2020 : $27,336,543



	Market Value ($)	Allocation (%)		Market Value ($)	Allocation (%)
US Equity	4,770,677	16.33	US Equity	4,139,227	15.14
International Equity	2,086,932	7.14	International Equity	1,620,449	5.93
International-Developed Equity	1,897,692	6.49	International-Developed Equity	1,700,028	6.22
International-Emerging Equity	564,646	1.93	International-Emerging Equity	474,936	1.74
US Fixed Income	17,886,820	61.21	US Fixed Income	17,491,853	63.99
US Private Equity	2,012,976	6.89	US Private Equity	1,910,050	6.99

Cal Poly Pomona Foundation
Annualized Performance Summary
As of December 31, 2020

	Allocation		Performance(%)							
	Market Value ($)	%	1 Month	Quarter To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
Cal Poly Pomona Foundation Portfolio	**29,219,744**	**100.00**	**2.20**	**6.89**	**9.70**	**5.56**	**5.76**	**4.14**	**3.75**	**03/01/2013**
*Cal Poly Pomona Foundation Benchmark**			*1.45*	*4.43*	*9.77*	*6.51*	*6.24*	*4.88*	*4.22*	
Public Equities	**9,319,947**	**31.90**	**5.35**	**18.16**	**24.75**	**10.95**	**12.17**	**-**	**8.61**	**04/01/2014**
MSCI AC World Net			*4.64*	*14.68*	*16.26*	*10.06*	*12.26*	*8.87*	*9.03*	
Domestic Equities	**4,770,677**	**16.33**	**4.46**	**15.24**	**27.61**	**15.53**	**15.05**	**-**	**11.94**	**04/01/2014**
Russell 3000			*4.50*	*14.68*	*20.89*	*14.49*	*15.43*	*12.76*	*12.92*	
Polen Large Cap Growth	1,060,284	3.63	3.09	9.96	33.02	-	-	-	32.68	01/09/2019
Russell 1000 Gr			*4.60*	*11.39*	*38.49*	*22.99*	*21.00*	*17.53*	*35.78*	
iShares Russell 1000 Growth	527,808	1.81	4.45	11.30	37.18	22.15	18.97	-	21.57	08/02/2016
Russell 1000 Gr			*4.60*	*11.39*	*38.49*	*22.99*	*21.00*	*17.53*	*22.34*	
Aristotle Large Cap Value	913,425	3.13	4.66	15.33	14.86	10.87	14.17	-	11.72	04/01/2014
Russell 1000 Value			*3.83*	*16.25*	*2.80*	*6.07*	*9.74*	*8.20*	*8.03*	
Bahl Gaynor Income Growth	529,746	1.81	2.53	10.48	6.51	-	-	-	15.29	01/08/2019
Russell 1000 Value			*3.83*	*16.25*	*2.80*	*6.07*	*9.74*	*8.20*	*13.12*	
Russell 1000 Value	547,830	1.87	3.72	16.20	2.61	-	-	-	12.59	01/08/2019
Russell 1000 Value			*3.83*	*16.25*	*2.80*	*6.07*	*9.74*	*8.20*	*13.12*	
Delaware SMID Growth	625,166	2.14	8.14	24.02	93.71	-	-	-	55.80	01/08/2019
Russell 2500 GR			*8.60*	*25.89*	*40.47*	*19.91*	*18.68*	*14.09*	*34.49*	
Silvercrest SMID CAP Value	566,418	1.94	5.39	24.70	2.53	-	-	-	11.56	01/08/2019
Russell 2500 VL			*6.96*	*28.51*	*4.88*	*4.33*	*9.43*	*6.84*	*12.11*	
International and EM Equities	**4,549,270**	**15.57**	**6.30**	**21.36**	**22.54**	**6.86**	**10.02**	**-**	**5.38**	**04/01/2014**
MSCI AC World ex US Net			*5.41*	*17.01*	*10.65*	*4.88*	*8.93*	*4.82*	*4.92*	
Thornburg International Growth	1,897,692	6.49	5.25	12.28	36.21	-	-	-	23.88	02/27/2019
MSCI AC World ex US Net			*5.41*	*17.01*	*10.65*	*4.88*	*8.93*	*4.82*	*11.36*	
Oakmark International Value	2,086,932	7.14	7.02	31.49	4.94	-0.28	5.19	-	3.23	06/01/2017
MSCI AC World ex US Net			*5.41*	*17.01*	*10.65*	*4.88*	*8.93*	*4.82*	*7.35*	

*The custom benchmark is an evolving benchmark that currently consists of 72% Barclays Int. Gov't Credit and 28% MSCI ACWI.

Cal Poly Pomona Foundation
Annualized Performance Summary
As of December 31, 2020

	Allocation		Performance(%)							
	Market Value ($)	%	1 Month	Quarter To Date	1 Year	3 Years	5 Years	7 Years	Since Inception	Inception Date
iShares MSCI Emerging Markets Index	564,646	1.93	7.09	18.83	17.67	5.39	11.88	-	6.57	01/01/2015
MSCI EM Net			*7.35*	*19.70*	*18.31*	*6.17*	*12.81*	*6.17*	*7.62*	
Fixed Income	**17,886,820**	**61.21**	**0.86**	**2.55**	**4.51**	**3.32**	**3.18**	**2.44**	**2.23**	**03/01/2013**
Short-Term Portfolio Strategy	17,886,820	61.21	0.87	2.55	4.50	3.32	3.18	2.44	2.24	03/07/2013
BC Gov/Cr Intm			*0.21*	*0.48*	*6.44*	*4.67*	*3.64*	*3.19*	*2.73*	
Private Equity	**2,012,976**	**6.89**	**0.00**	**-0.05**	**0.80**	**5.70**	**-**	**-**	**6.48**	**06/01/2017**
Hamilton Lane	2,012,976	6.89	0.00	-0.05	0.80	5.70	-	-	6.49	06/05/2017
*Cambridge Private Equity***			*0.00*	*0.00*	*7.97*	*10.96*	*12.90*	*11.59*	*13.01*	

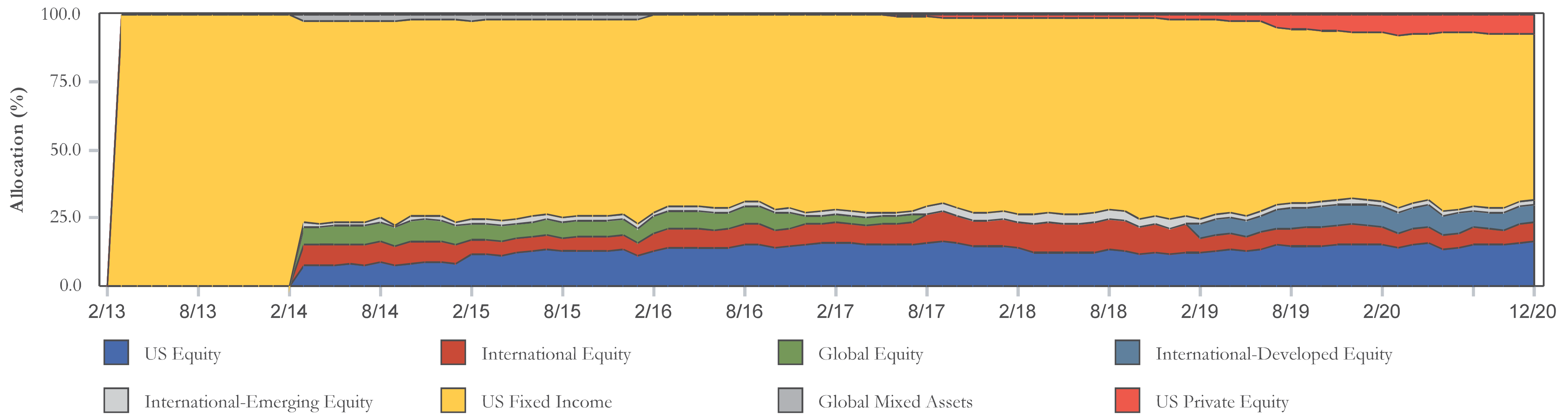
*The custom benchmark is an evolving benchmark that currently consists of 72% Barclays Int. Gov't Credit and 28% MSCI ACWI.

Cal Poly Pomona Foundation
Performance and Asset Allocation History
As of December 31, 2020

	QTD	Fiscal YTD	1 Year	3 Years	Fiscal Year 2017	Since Inception	Inception Date
Cal Poly Pomona Foundation							**03/01/2013**
Beginning Market Value	27,336,543	26,276,486	27,646,056	55,136,357	43,243,289	24,301,287	
Net Contributions	673	1,601	-996,619	-31,552,392	6,962,990	-6,383,931	
Gain/Loss	1,882,528	2,941,656	2,570,307	5,635,779	3,014,501	11,302,388	
Ending Market Value	**29,219,744**	**29,219,744**	**29,219,744**	**29,219,744**	**53,220,780**	**29,219,744**	

	QTD	Fiscal YTD	1 Year	3 Years	Since Inception	Inception Date
Cal Poly Pomona Foundation	**6.89**	**11.19**	**9.70**	**5.56**	**3.75**	**03/01/2013**
Cal Poly Pomona Foundation Benchmark*	4.43	7.29	9.77	6.51	4.22	03/01/2013

Asset Allocation Over Time



*The custom benchmark is an evolving benchmark that currently consists of 72% Barclays Int. Gov't Credit and 28% MSCI ACWI.

**Please see important disclosures at the end of the presentation.

Graystone Consulting℠

All Accounts

ACCOUNT SUMMARY AS OF 12/31/2020

	Vintage Year	Capital Committed	Capital Called	Remaining Capital to be Called	Capital Distributions	Capital Balance	Multiple	IRR	Value Date
General Fund - 06									
Commonfund Real Estate									
Realty Investors 2004-12 (Tranche)	2005	$1,500,000	$1,500,000	$0	($283,096)		0.2	-26.2%	
Total Commonfund Real Estate		**$1,500,000**	**$1,500,000**	**$0**	**($283,096)**		**0.2**	**-26.2%**	
US Private Equity									
Private Equity Partners VII	2007	$750,000	$695,625	$54,375	($1,084,387)	$372,826	2.1	13.7%	9/30/2020
Total US Private Equity		**$750,000**	**$695,625**	**$54,375**	**($1,084,387)**	**$372,826**	**2.1**	**13.7%**	**9/30/2020**
Multi-Asset									
Capital Partners IV	2007	$250,000	$234,375	$15,625	($321,575)	$111,032	1.8	9.9%	9/30/2020
Total Multi-Asset		**$250,000**	**$234,375**	**$15,625**	**($321,575)**	**$111,032**	**1.8**	**9.9%**	**9/30/2020**
Total General Fund - 06		**$2,500,000**	**$2,430,000**	**$70,000**	**($1,689,058)**	**$483,858**	**0.9**	**-1.4%**	**9/30/2020**
Grand Total		**$2,500,000**	**$2,430,000**	**$70,000**	**($1,689,058)**	**$483,858**	**0.9**	**-1.4%**	**9/30/2020**

Explanatory Notes:

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

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

All Accounts

NON-MARKETABLE INVESTMENTS ROLL FORWARD FROM VALUE DATE TO 12/31/2020

Non-Marketable Fund	Incep. Date	Commitment	Valuation Date	Most Recent Valuation	Capital Calls since Valuation Date	Distributions since Valuation Date	Adjusted Market Value
Private Equity Partners VII	9/30/2007	$750,000.00	9/30/2020	$372,826.00	$0.00	($20,879.00)	$351,947.00
Capital Partners IV	9/30/2007	$250,000.00	9/30/2020	$111,032.00	$0.00	($6,357.00)	$104,675.00
Total Core Funds		**$1,000,000.00**	**9/30/2020**	**$483,858.00**	**$0.00**	**($27,236.00)**	**$456,622.00**
Non-Marketable Total		**$1,000,000.00**	**9/30/2020**	**$483,858.00**	**$0.00**	**($27,236.00)**	**$456,622.00**

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

Memorandum

Cal Poly Pomona Foundation

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Jared Ceja
Executive Director/CEO

Subject: **2021 Holiday Observances**

Each year the Foundation Holiday Observances calendar closely mirrors that of the university. This method has proven effective as the demand for most of our services are reliant upon campus foot traffic. This year, the Holiday Observances Calendar is identical with two notable exceptions.

1) Many units continue to operate during some holidays. Residents remain in the University Village, the Bronco Bookstore must prepare for the coming semester, CenterPointe continues to feed students in University Housing, payroll needs to be processed, and more. Eligible employees working on paid holidays are compensated accordingly.
2) December 24th is regularly granted to stateside employees by the Governor a day or two prior. Last minute adjustments to service hours can result in confusion for employees and those we serve. Proactively scheduling the day as a Foundation Holiday allows for superior planning and communication.

PROPOSED ACTION:
Management and the Personnel Committee recommend that the Board of Directors approves the 2021 Holiday Observances calendar as presented.

THEREFORE, BE IT RESOLVED that the Board of Directors approves the 2021 Holiday Observances calendar as presented.

BE IT FURTHER RESOLVED that upon approval of this, the Executive Director and Director of Human Resources are authorized and directed to take any and all action as may be necessary to effectuate this Resolution.

PASSED AND ADOPTED THIS 25TH DAY OF FEBRUARY 2021.

Lea Dopson

Dr. Lea Dopson, Secretary
Board of Directors

2021 Holiday Observances

Month	Date	Day of Week	Holiday Observance
January 2021	01	Friday	New Year's Day
January	18	Monday	Martin Luther King, Jr. Day
March	31	Wednesday	Cesar Chavez Day
May	31	Monday	Memorial Day
July	05	Monday	Independence Day
September	06	Monday	Labor Day
November	11	Thursday	Veterans' Day
November	25	Thursday	Thanksgiving Day
November	26	Friday	Foundation Paid Holiday
December	24	Friday	Foundation Paid Holiday
December	27	Monday	Christmas Holiday
December	28	Tuesday	Foundation Paid Holiday
December	29	Wednesday	Foundation Paid Holiday
December	30	Thursday	Foundation Paid Holiday
December	31	Friday	Campus Closed – Must use Vacation
January 2022	03	Monday	New Year's Day 2022

https://foundation.cpp.edu/es/calendar.aspx

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Jared Ceja
Executive Director/CEO

Subject: **CalPERS Public Agency Valuation Reports for Foundation with Selected Pages from Each Valuation Report**

Enclosure: (1) First Tier Plan
(2) Second Tier Plan
(3) PEPRA Miscellaneous Plan

The California Public Employee Retirement System (CalPERS) released new financial reports for the FY ending June 30, 2019 which detail the finances of CalPERS pension plans of contracting public agencies. Specific information related to the pension plans can be located on the CalPERS website under the Public Agency Valuation Report section. On that site one can locate detailed reports showing the financial status for each of the three Foundation pension plan tiers with established FY 2021-22 employer contribution rates and other important pension plan data. A summary of the most critical information follows:

- Miscellaneous First Tier Plan is based on the 2% at 55 formula with an estimated funding level of 82.0%. The projected employer contribution rate for FY 2021-22 is 12.34% of covered payroll. When combined with the minimum required payment for the Unfunded Accrued Liability (UAL), the rate as a percentage of payroll increases to 26.24%.

- Miscellaneous Second Tier Plan is based on 2% at 60 formula with an estimated funding level of 96.5%. The projected employer contribution rate for FY 2021-22 is 9.10%.

- PEPRA Miscellaneous Plan based on 2% at 62 formula with an estimated funding level of 94.4%. The projected employer contribution rate for FY 2021-22 is 7.59%.

In plentiful years Management prefers to take a pro-active approach to pay down the UAL by making payments above the minimum required for all 3 rate plans. No such additional payments are planned until the pandemic subsides, a large proportion of students return to in-person instruction, and financial results recover.

This item was presented to both the Personnel Committee and the Finance & Investment Committee ahead of the Board of Directors meeting.

Required Employer Contributions

Required Employer Contributions	Fiscal Year 2021-22
Employer Normal Cost Rate	**12.34%**
Plus, Either	
1) Monthly Employer Dollar UAL Payment	**$66,860.92**
Or	
2) Annual UAL Prepayment Option*	**$775,643**

The total minimum required employer contribution is the ***sum*** *of the Plan's Employer Normal Cost Rate (expressed as a percentage of payroll)* ***plus*** *the Employer Unfunded Accrued Liability (UAL) Contribution Amount (billed monthly in dollars).*

** Only the UAL portion of the employer contribution can be prepaid* ***(which must be received in full no later than July 31)****. Any prepayment totaling over $5 million requires a 72-hour notice email to FCSD_public_agency_wires@calpers.ca.gov. Plan Normal Cost contributions will be made as part of the payroll reporting process. If there is contractual cost sharing or other change, this amount will change.*

In accordance with Sections 20537 and 20572 of the Public Employees' Retirement Law, if a contracting agency fails to remit the required contributions when due, interest and penalties may apply.

	Fiscal Year 2020-21	Fiscal Year 2021-22
Development of Normal Cost as a Percentage of Payroll[1]		
Base Total Normal Cost for Formula	17.392%	17.25%
Surcharge for Class 1 Benefits[2]		
a) EE Contribution to State Level - Covered by SS	2.000%	2.00%
Phase out of Normal Cost Difference[3]	0.000%	0.00%
Plan's Total Normal Cost	19.392%	19.25%
Formula's Expected Employee Contribution Rate	6.908%	6.91%
Employer Normal Cost Rate	12.484%	12.34%
Projected Payroll for the Contribution Fiscal Year	$5,857,446	$5,772,094
Estimated Employer Contributions Based on Projected Payroll		
Plan's Estimated Employer Normal Cost	$731,244	$712,276
Plan's Payment on Amortization Bases[4]	689,557	802,331
% of Projected Payroll (illustrative only)	11.772%	13.90%
Estimated Total Employer Contribution	$1,420,801	$1,514,607
% of Projected Payroll (illustrative only)	24.256%	26.24%

[1] The results shown for fiscal year 2020-21 reflect the prior year valuation and may not take into account any lump sum payment, side fund payoff, or rate adjustment made after April 30, 2019.

[2] Section 2 of this report contains a list of Class 1 benefits and corresponding surcharges for each benefit.

[3] The normal cost difference is phased out over a five-year period. The phase out of normal cost difference is 100% for the first year of pooling and is incrementally reduced by 20% of the original normal cost difference for each subsequent year. This is non-zero only for plans that joined a pool within the past 5 years. Most plans joined a pool June 30, 2003, when risk pooling was implemented.

[4] See Schedule of Plan's Amortization Bases.

Plan's Funded Status

	June 30, 2018	June 30, 2019
1. Present Value of Projected Benefits (PVB)	$61,370,160	$63,399,871
2. Entry Age Normal Accrued Liability (AL)	55,613,829	57,826,777
3. Plan's Market Value of Assets (MVA)	45,331,324	47,429,503
4. Unfunded Accrued Liability (UAL) [(2) - (3)]	10,282,505	10,397,274
5. Funded Ratio [(3) / (2)]	81.5%	82.0%

This measure of funded status is an assessment of the need for future employer contributions based on the selected actuarial cost method used to fund the plan. The UAL is the present value of future employer contributions for service that has already been earned and is in addition to future normal cost contributions for active members. For a measure of funded status that is appropriate for assessing the sufficiency of plan assets to cover estimated termination liabilities, please see "Hypothetical Termination Liability" in the "Risk Analysis" section.

Projected Employer Contributions

The table below shows the required and projected employer contributions (before cost sharing) for the next six fiscal years. The projection assumes that all actuarial assumptions will be realized and that no further changes to assumptions, contributions, benefits, or funding will occur during the projection period. As of the preparation date of this report, the year to date return for the 2019-20 fiscal year was well below the 7% assumed return. Actual contribution rates during this projection period could be significantly higher than the projection shown below.

	Required Contribution	Projected Future Employer Contributions (Assumes 7.00% Return for Fiscal Year 2019-20)				
Fiscal Year	**2021-22**	**2022-23**	**2023-24**	**2024-25**	**2025-26**	**2026-27**
Normal Cost %	12.34%	12.3%	12.3%	12.3%	12.3%	12.3%
UAL Payment	$802,331	$900,000	$966,000	$1,039,000	$1,072,000	$1,100,000

For some sources of UAL, the change in UAL is amortized using a 5-year ramp up. For more information, please see "Amortization of the Unfunded Actuarial Accrued Liability" under "Actuarial Methods" in Appendix A. This method phases in the impact of the change in UAL over a 5-year period in order to reduce employer cost volatility from year to year. As a result of this methodology, dramatic changes in the required employer contributions in any one year are less likely. However, required contributions can change gradually and significantly over the next five years. In years when there is a large increase in UAL, the relatively small amortization payments during the ramp up period could result in a funded ratio that is projected to decrease initially while the contribution impact of the increase in the UAL is phased in.

For projected contributions under alternate investment return scenarios, please see the "Future Investment Return Scenarios" in the "Risk Analysis" section.

Required Employer Contributions

Required Employer Contributions	Fiscal Year 2021-22
Employer Normal Cost Rate	**8.65%**
Plus, Either	
1) Monthly Employer Dollar UAL Payment	**$571.58**
Or	
2) Annual UAL Prepayment Option*	**$6,631**

*The total minimum required employer contribution is the **sum** of the Plan's Employer Normal Cost Rate (expressed as a percentage of payroll) **plus** the Employer Unfunded Accrued Liability (UAL) Contribution Amount (billed monthly in dollars).*

** Only the UAL portion of the employer contribution can be prepaid **(which must be received in full no later than July 31)**. Any prepayment totaling over $5 million requires a 72-hour notice email to FCSD_public_agency_wires@calpers.ca.gov. Plan Normal Cost contributions will be made as part of the payroll reporting process. If there is contractual cost sharing or other change, this amount will change.*

In accordance with Sections 20537 and 20572 of the Public Employees' Retirement Law, if a contracting agency fails to remit the required contributions when due, interest and penalties may apply.

	Fiscal Year 2020-21	Fiscal Year 2021-22
Development of Normal Cost as a Percentage of Payroll[1]		
Base Total Normal Cost for Formula	15.712%	15.57%
Surcharge for Class 1 Benefits[2]		
None	0.000%	0.00%
Phase out of Normal Cost Difference[3]	0.000%	0.00%
Plan's Total Normal Cost	15.712%	15.57%
Formula's Expected Employee Contribution Rate	6.918%	6.92%
Employer Normal Cost Rate	8.794%	8.65%
Projected Payroll for the Contribution Fiscal Year	$1,276,806	$1,521,059
Estimated Employer Contributions Based on Projected Payroll		
Plan's Estimated Employer Normal Cost	$112,282	$131,572
Plan's Payment on Amortization Bases[4]	5,766	6,859
% of Projected Payroll (illustrative only)	0.452%	0.45%
Estimated Total Employer Contribution	$118,048	$138,431
% of Projected Payroll (illustrative only)	9.246%	9.10%

[1] The results shown for fiscal year 2020-21 reflect the prior year valuation and may not take into account any lump sum payment, side fund payoff, or rate adjustment made after April 30, 2019.

[2] Section 2 of this report contains a list of Class 1 benefits and corresponding surcharges for each benefit.

[3] The normal cost difference is phased out over a five-year period. The phase out of normal cost difference is 100% for the first year of pooling and is incrementally reduced by 20% of the original normal cost difference for each subsequent year. This is non-zero only for plans that joined a pool within the past 5 years. Most plans joined a pool June 30, 2003, when risk pooling was implemented.

[4] See Schedule of Plan's Amortization Bases.

Plan's Funded Status

	June 30, 2018	June 30, 2019
1. Present Value of Projected Benefits (PVB)	$3,172,002	$3,843,583
2. Entry Age Normal Accrued Liability (AL)	1,442,043	1,789,815
3. Plan's Market Value of Assets (MVA)	1,414,141	1,726,286
4. Unfunded Accrued Liability (UAL) [(2) - (3)]	27,902	63,529
5. Funded Ratio [(3) / (2)]	98.1%	96.5%

This measure of funded status is an assessment of the need for future employer contributions based on the selected actuarial cost method used to fund the plan. The UAL is the present value of future employer contributions for service that has already been earned and is in addition to future normal cost contributions for active members. For a measure of funded status that is appropriate for assessing the sufficiency of plan assets to cover estimated termination liabilities, please see "Hypothetical Termination Liability" in the "Risk Analysis" section.

Projected Employer Contributions

The table below shows the required and projected employer contributions (before cost sharing) for the next six fiscal years. The projection assumes that all actuarial assumptions will be realized and that no further changes to assumptions, contributions, benefits, or funding will occur during the projection period. As of the preparation date of this report, the year to date return for the 2019-20 fiscal year was well below the 7% assumed return. Actual contribution rates during this projection period could be significantly higher than the projection shown below.

	Required Contribution	Projected Future Employer Contributions (Assumes 7.00% Return for Fiscal Year 2019-20)				
Fiscal Year	**2021-22**	**2022-23**	**2023-24**	**2024-25**	**2025-26**	**2026-27**
Normal Cost %	8.65%	8.7%	8.7%	8.7%	8.7%	8.7%
UAL Payment	$6,859	$7,200	$7,600	$8,000	$8,400	$8,600

For some sources of UAL, the change in UAL is amortized using a 5-year ramp up. For more information, please see "Amortization of the Unfunded Actuarial Accrued Liability" under "Actuarial Methods" in Appendix A. This method phases in the impact of the change in UAL over a 5-year period in order to reduce employer cost volatility from year to year. As a result of this methodology, dramatic changes in the required employer contributions in any one year are less likely. However, required contributions can change gradually and significantly over the next five years. In years when there is a large increase in UAL, the relatively small amortization payments during the ramp up period could result in a funded ratio that is projected to decrease initially while the contribution impact of the increase in the UAL is phased in.

For projected contributions under alternate investment return scenarios, please see the "Future Investment Return Scenarios" in the "Risk Analysis" section.

Required Employer Contributions

	Fiscal Year
Required Employer Contributions	**2021-22**
Employer Normal Cost Rate	**7.59%**
Plus, Either	
1) Monthly Employer Dollar UAL Payment	**$1,535.25**
Or	
2) Annual UAL Prepayment Option*	**$17,810**

*The total minimum required employer contribution is the **sum** of the Plan's Employer Normal Cost Rate (expressed as a percentage of payroll) **plus** the Employer Unfunded Accrued Liability (UAL) Contribution Amount (billed monthly in dollars).*

** Only the UAL portion of the employer contribution can be prepaid **(which must be received in full no later than July 31)**. Any prepayment totaling over $5 million requires a 72-hour notice email to FCSD_public_agency_wires@calpers.ca.gov. Plan Normal Cost contributions will be made as part of the payroll reporting process. If there is contractual cost sharing or other change, this amount will change.*

In accordance with Sections 20537 and 20572 of the Public Employees' Retirement Law, if a contracting agency fails to remit the required contributions when due, interest and penalties may apply.

	Fiscal Year 2020-21	Fiscal Year 2021-22
Development of Normal Cost as a Percentage of Payroll[1]		
Base Total Normal Cost for Formula	14.482%	14.34%
Surcharge for Class 1 Benefits[2]		
None	0.000%	0.00%
Phase out of Normal Cost Difference[3]	0.000%	0.00%
Plan's Total Normal Cost	14.482%	14.34%
Plan's Employee Contribution Rate[4]	6.750%	6.75%
Employer Normal Cost Rate	7.732%	7.59%
Projected Payroll for the Contribution Fiscal Year	$5,114,683	$5,880,451
Estimated Employer Contributions Based on Projected Payroll		
Plan's Estimated Employer Normal Cost	$395,467	$446,326
Plan's Payment on Amortization Bases[5]	16,484	18,423
% of Projected Payroll (illustrative only)	0.322%	0.31%
Estimated Total Employer Contribution	$411,951	$464,749
% of Projected Payroll (illustrative only)	8.054%	7.90%

[1] The results shown for fiscal year 2020-21 reflect the prior year valuation and may not take into account any lump sum payment, side fund payoff, or rate adjustment made after April 30, 2019.

[2] Section 2 of this report contains a list of Class 1 benefits and corresponding surcharges for each benefit.

[3] The normal cost difference is phased out over a five-year period. The phase out of normal cost difference is 100% for the first year of pooling and is incrementally reduced by 20% of the original normal cost difference for each subsequent year. This is non-zero only for plans that joined a pool within the past 5 years. Most plans joined a pool June 30, 2003, when risk pooling was implemented.

[4] For detail regarding the determination of the required PEPRA employee contribution rate see Section on PEPRA Member Contribution Rates.

[5] See Schedule of Plan's Amortization Bases.

Plan's Funded Status

	June 30, 2018	June 30, 2019
1. Present Value of Projected Benefits (PVB)	$8,860,925	$10,620,886
2. Entry Age Normal Accrued Liability (AL)	2,034,478	2,861,707
3. Plan's Market Value of Assets (MVA)	1,972,797	2,700,835
4. Unfunded Accrued Liability (UAL) [(2) - (3)]	61,681	160,872
5. Funded Ratio [(3) / (2)]	97.0%	94.4%

This measure of funded status is an assessment of the need for future employer contributions based on the selected actuarial cost method used to fund the plan. The UAL is the present value of future employer contributions for service that has already been earned and is in addition to future normal cost contributions for active members. For a measure of funded status that is appropriate for assessing the sufficiency of plan assets to cover estimated termination liabilities, please see "Hypothetical Termination Liability" in the "Risk Analysis" section.

Projected Employer Contributions

The table below shows the required and projected employer contributions (before cost sharing) for the next six fiscal years. The projection assumes that all actuarial assumptions will be realized and that no further changes to assumptions, contributions, benefits, or funding will occur during the projection period. As of the preparation date of this report, the year to date return for the 2019-20 fiscal year was well below the 7% assumed return. Actual contribution rates during this projection period could be significantly higher than the projection shown below.

	Required Contribution	Projected Future Employer Contributions (Assumes 7.00% Return for Fiscal Year 2019-20)				
Fiscal Year	**2021-22**	**2022-23**	**2023-24**	**2024-25**	**2025-26**	**2026-27**
Normal Cost %	7.59%	7.6%	7.6%	7.6%	7.6%	7.6%
UAL Payment	$18,423	$19,000	$20,000	$21,000	$22,000	$22,000

For some sources of UAL, the change in UAL is amortized using a 5-year ramp up. For more information, please see "Amortization of the Unfunded Actuarial Accrued Liability" under "Actuarial Methods" in Appendix A. This method phases in the impact of the change in UAL over a 5-year period in order to reduce employer cost volatility from year to year. As a result of this methodology, dramatic changes in the required employer contributions in any one year are less likely. However, required contributions can change gradually and significantly over the next five years. In years when there is a large increase in UAL, the relatively small amortization payments during the ramp up period could result in a funded ratio that is projected to decrease initially while the contribution impact of the increase in the UAL is phased in.

For projected contributions under alternate investment return scenarios, please see the "Future Investment Return Scenarios" in the "Risk Analysis" section.

Memorandum

Cal Poly Pomona Foundation

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Joanne Mathew
Director of Financial Services/CFO

Subject: INCOME TAX RETURN FORM 990 & 990-T Review

The Foundation is required to annually file the following Federal returns:

Form 990 Return of Organization Exempt from Income Tax
Form 990-T Exempt Organization Business Income Tax Return

In addition, the Foundation must also file the corresponding State returns:

Form 199
Form 109
Form RRF-1 Annual Registration Renewal Fee Report to Attorney General of California

Foundation's Form 990 Review Policy #124 provides the governing guidelines for this review before finalizing and filing the returns as per Part VI, Section B on the 990 form that requests confirmation whether the organization has provided a complete copy of the form to all members of its governing body before filing.

Accordingly, all members of the Board were provided a complete copy of the Form 990 and supporting schedules for fiscal year 2019-2020 via a secured link on our website.

Recommended Action: Management and the members of the Finance & Investment Committee are requesting the stated income tax returns be reviewed and approved by the Board of Directors.

Therefore, be it resolved that the Foundation's Form 990, 990-T, and all supporting schedules for fiscal year 2019-2020 are approved for filing.

PASSED AND ADOPTED THIS 25th DAY OF FEBRUARY 2021.

By: Lea Dopson
Dr. Lea Dopson, Secretary
Foundation Board of Directors

Memorandum

Date: February 25, 2021

To: Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Jared Ceja
Executive Director/CEO

Subject: **Corporate Resolution of Signature Authority**

The Minimum Authorized Signatures Policy 122 designates the positions authorized to sign documents for various Foundation transactions. Policy 122 does not specify the roles authorized to sell, assign, and endorse transfer certificates representing stocks, bonds, notes, or other securities registered in the name of the Foundation. It is also silent on the authority to establish bank, savings, and securities accounts. These omissions are primarily due to partnering financial institutions, such as City National Bank and Clifford Swan, requiring named authorized individuals to be approved for such activities during a meeting of the Board of Directors. David Prenovost (retired) was previously authorized to execute the above transactions.

Recommended Action: Management recommends granting the needed signature authority to Jared Ceja and Joanne Mathew as follows:

Jared Ceja, Executive Director/CEO and Joanne Mathew, Director of Financial Services/CFO are authorized to sell, assign, and endorse for transfer certificates representing stocks, bonds, notes, or other securities now registered or hereafter registered in the name of the Foundation. One signature will be required.

Jared Ceja, Executive Director/CEO and Joanne Mathew, Director of Financial Services/CFO are authorized to establish bank accounts, saving accounts, and securities accounts. One signature is requested for withdrawal or transfer of the Foundation funds.

Now therefore be it resolved that the Board of Directors grants Jared Ceja and Joanne Mathew the needed signature authority to execute the aforementioned actions as needed to facilitate the goals, objectives, and policy requirements of the Foundation.

PASSED AND ADOPTED THIS 25TH DAY OF FEBRUARY, 2021

By: Lea Dopson
Dr. Lea Dopson, Secretary/Treasurer
Board of Directors

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Dr. Sylvia Alva, Program Committee Chair
Jared Ceja, Executive Director/CEO

Subject: **Rebranding**

The Cal Poly Pomona Foundation has a history of exceptional service to Cal Poly Pomona students, faculty, staff, alumni, and the neighboring community. The Foundation also benefits from a reputation of innovation and achievement at the system level and throughout the nation auxiliary services industry.

In light of the Cal Poly Pomona Philanthropic Foundation's creation in 2019, Management began to question if the Cal Poly Pomona Foundation name and brand should be changed or maintained. Confusion occurs regularly as individuals on and off campus mix up the two organizations. Some have taken to calling our company the "Business Foundation" to add clarity.

The CSU has many examples of alternatives to "Foundation" that could be viable.

- Chico State Enterprises, University Enterprises (Sacramento), University Enterprises Corporation at CSUSB, and Sonoma State Enterprises
- University Corporation at Monterey Bay, The University Corporation (Northridge), Cal Poly Corporation, and CSUSM Corporation
- 49er Shops, Aztec Shops, and Spartan Shops
- CI University Auxiliary Services and Cal State LA Auxiliary Services
- Cal State Fullerton Auxiliary Services Corporation and CSU Stanislaus Auxiliary & Business Services

Possibilities for a new name include, but are not limited to:

- Cal Poly Pomona Enterprises, Bronco Enterprises, Cal Poly Pomona Corporation, Bronco Shops, Cal Poly Pomona Auxiliary Services Corporation, Cal Poly Pomona Business Foundation, and more

Upon selection of a new name, Management shall explore logo and branding options to bring to the Committee and full Board. Cost and legal ramifications will also be analyzed and the results presented.

Management is recommending the Committee discuss the rationale for a name change and narrow the pool of viable candidates. Should the committee feel a name change is appropriate, Management will invest resources in bringing additional information forward at a future meeting.

WHEREAS, Foundation Management has presented the rationale and options associated with changing the name of our organization from Cal Poly Pomona Foundation to a name more appropriate for the current campus environment and the services we provide, and

WHEREAS, the Program Committee has reviewed, discussed, and recommended that Management continue their efforts to explore various options for said name/brand change.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors recommends that management continue the pursuit of a name and brand change, including an analysis of costs and legal ramification, for further consideration at a future meeting of the Program Committee and/or the Board of Directors.

Passed and adopted this 25TH day of February 2021.

By: Lea Dopson
Dr. Lea Dopson, Secretary
Board of Directors

Our Name, Our Services, Our Brand…

"Quality Service Supporting Quality Education"

Cal Poly Pomona Foundation

Cal Poly Pomona Foundation:

- Proud history of service to the CPP community
- Strong reputation of innovation and leadership in the auxiliary services industry

What has changed?

- CPP Philanthropic Foundation spun off two years ago
- We manage the Philanthropic's financials, but are no longer a fundraising and gifts organization

The Questions:

- Does "Foundation" represent us as an enterprise, financial administration, sponsored program, and grant post-award company?
- Do we want to entertain a change?
- What other names would be appropriate?

NAME – PART 1

BRONCOS

- OR -

CalPolyPomona

NAME – PART 2

- Auxiliary Services
- Business Services
- Corporation
- Enterprises
- Shops
- Some combination – Enterprise Services, Auxiliary Services Corporation, Business Enterprise

SIMILAR CSU AUXILIARY NAMES

Cal State University	Foundation Name
Cal State University, Bakersfield	CSU Bakersfield Foundation
Cal State University, Channel Islands	CI University Auxiliary Service, Inc.
Cal State University, Chico	Chico State Enterprises
Cal State University, Dominguez Hills	CSU Dominguez Hills Foundation
Cal State University, East Bay	CSU East Bay Foundation
Cal State University, Fresno	CSU Fresno Association, Inc.
Cal State Fullerton	Cal State Fullerton Auxiliary Services Corporation
Humboldt State University	Humboldt State University Foundation
Cal State University, Long Beach	Forty-Niner Shops, Inc.
Cal State University, Los Angeles	Cal State LA University Auxiliary Services
Cal State University, Maritime Academy	California Maritime Academy Foundation
Cal State University, Monterey Bay	University Corporation at Monterey Bay

Cal State University	Foundation Name
Cal State University, Northridge	The University Corporation
Cal State University, Sacramento	University Enterprises, Inc.
Cal State University, San Bernardino	University Enterprises Corporation at CSUSB
San Diego State University	Aztec Shops, Ltd.
San Francisco State University	The University Corporation, San Francisco State
San Jose State University	Spartan Shops, Inc.
Cal Poly San Luis Obispo	Cal Poly Corporation
Cal State University, San Marcos	CSUSM Corporation
Sonoma State University	Sonoma State Enterprises
Cal State University, Stanislaus	CSU Stanislaus Auxiliary & Business Services

Memorandum

Date: February 25, 2021

To: Foundation Board of Directors
Cal Poly Pomona Foundation, Inc.

From: Daniel Montplasir,
Jared Ceja, Executive Director/CEO

Subject: GENERAL INVESTMENT POLICY 131 AMENDMENT - PORTFOLIO STRATEGY

General Investment Policy 131 lays out the target asset allocation for the general investment portfolio. It established allocation ranges, target weights, and representative indexes for equities, fixed income, cash equivalents, real assets, real estate, and alternative investments. All investment decisions are made in compliance with these guidelines.

The suggestion to consider reallocation of the general investment portfolio was also introduced by multiple bidders during the 2020 Investment Advisor/Consultant RFP process. Both finalists in the process included this idea as part of their presentation to the Committee. In addition, the Outsourced Chief Investment Officer (OCIO) option was offered. This service enables our advisors to adjust to market conditions more quickly by utilizing asset allocation ranges as opposed to specific targets.

The current policy calls for the following asset mix:

Asset Class	Range	Target Wt.	Representative Index
Equities	10-65%	27%	
Domestic			Russell 3000
Foreign (Developed and Emerging)			MSCI All Cap World X US Index
Fixed Income	40-85%	65%	Barclays Intermediate Gov't/Credit
Cash Equivalents	0-20%	0%	90-Day Treasury Rate
Real Assets	0-10%	0%	Comparable Index
Real Estate	0-10%	0%	Comparable REIT Index
Alternative Investments	0-25%	8%	Authorized Investment Vehicle

Graystone, our chosen partner, has worked closely with Management to evaluate the risk and anticipated return associated with the current portfolio allocation. Five additional allocation models were analyzed in the same manner for comparison. A comprehensive report of the findings follows. Further discussion between Graystone and Management centered on adopting a Socially Responsible Investment strategy, activating the OCIO option, and the impact each of these changes would have on Policy 131.

Recommended Action:
Management and the Finance & Investment Committee recommends that the Board of Directors, after evaluating the comprehensive analysis prepared by Graystone, amend General Investment Policy 131 as presented. This includes eliminating the specific asset class targets, adjusting the allocation ranges, adopting the OCIO model managed by Graystone, and directing Graystone to implement a Socially Responsible Investment strategy.

BE IT RESOLVED that the members of the Board of Directors have reviewed the comprehensive portfolio analysis and approves the proposed amendments to General Investment Policy 131.

PASSED AND ADOPTED THIS 25TH DAY OF FEBRUARY 2021.

By: Lea Dopson
Dr. Lea Dopson, Secretary
Board of Directors

CAL POLY POMONA FOUNDATION, INC.

POLICIES AND PROCEDURES

Subject:	**General Investment Policy**	**Policy No.**	**131**
		Old No.	**1994-2**
Reference:	**263-II-B, 273-II-B; 300-II-D; 311-II-A; 320-III-B; 329-III-D;337-III-A-2;348-III-F, 354-III-C; 357-III-E; 358-III-F; 364-IV-D**	**Date:**	**12/09/94**
		Revision:	**03/07/96; 12/19/00; 02/18/03; 02/17/05; 02/22/07; 11/17/08; 09/27/11; 02/20/13; 11/13/13; 02/20/14; 10/1/15; 06/13/17; 02/25/2021**

I. POLICY

This Statement of Investment Policy is intended to provide guidelines for the prudent investment of the Foundation's (see Scope, Section III) general investment portfolio and outline the policies for maximizing the effectiveness and efficiency of the Cal Poly Pomona Foundation, Inc. ("Foundation") investment management program. The goal of this General Investment Policy is twofold, one is to enhance the economic status of the Foundation while preserving its capital resources; the second is to establish a clear understanding between the Foundation and their Investment Manager(s) regarding investment objectives and policy guidelines. The Foundation's General Investment Policy is to be governed by Sections 5210 and 5231 of the California Corporations Code, and California Probate Code Section 18500 *et seq. (Uniform Prudent Management of Institutional Funds Act)*.

II. OBJECTIVE

The Foundation's investment management program is designed to monitor and forecast expenditures and revenues, thus enabling the Foundation to invest its asset portfolio to the fullest extent possible. The Foundation attempts to obtain the highest yield available, while investments meet the criteria established for safety (preservation of capital), liquidity and yield.

A. SAFETY

Asset portfolio safety is the foremost objective of the Foundation. Each investment transaction shall seek to ensure portfolio losses are avoided, whether from securities default, rating downgrades, broker/dealer defaults, or erosion of market value. Cal Poly Pomona Foundation, Inc. shall seek the preservation of its portfolio by managing two types of risk: credit risk and market risk.

1. Credit Risk - is the risk of loss due to failure of the issuer and is managed by proper due diligence prior to investing and on an ongoing basis, and diversifying the general investment portfolio so the failure of any one issuer would not materially affect the cash flow of the Foundation.

2. Market Risk - is the risk of investment value fluctuations due to changes in the general level of interest rates or the issuer's individual or industry sector performance. This risk shall be managed by limiting the average maturity of the fixed income portion of the Foundation's general investment portfolio to five years or less and the maximum maturity of any one security to ten years, with the exception of Mortgage-Backed Securities (MBS), the maximum maturity of which shall be limited to thirty years. Market risk shall also be managed by structuring the portfolio so fixed income securities maturing match cash outflows, eliminating the need to sell securities prior to their maturity. It is recognized that within a diversified portfolio, occasional measured losses are inevitable and must be considered within the context of the overall return on the investment.

B. RETURN ON INVESTMENT

The Foundation's general investment portfolio shall be designed to attain or exceed a target rate of return throughout economic cycles consistent with risk limitations and prudent investment principles. The target rate of return shall be measured in "absolute", "relative" and "comparative" terms as determined by the Finance & Investment Committee. See Return Objective Section IX of this General Investment Policy for further details.

C. LIQUIDITY

Foundation's general investment portfolio will remain satisfactorily liquid to enable the Foundation to meet anticipated operating and cash flow requirements. Historical and cash flow needs are to be analyzed continuously.

III. SCOPE

The funds identified in this section and entrusted to the Foundation will be pooled in an actively managed portfolio. The Foundation shall oversee management of the portfolio within the content of the "Uniform Prudent Management Investment Funds Act of 2008" section 18503 (b) which states:

"…each person responsible for managing and investing an institutional fund shall manage and invest the fund in good faith and with the care an ordinarily prudent person in a like position would exercise under similar circumstances."

This policy is applicable, but not limited to all funds listed below:

- General Fund
- Sponsored Programs Fund
- Designated Fund
- Enterprise Fund
- Agricultural-Aid-To-Instruction Fund
- Foundation Program Fund
- ~~Scholarship Fund~~
- Continuing Education Fund
- Real Estate Fund

IV. DELEGATION AND GRANTS OF AUTHORITY

Responsibility for the investment program has been delegated by the Foundation Board of Directors to the Finance & Investment Committee. The Finance & Investment Committee may outsource the portfolio management of the assets to the Investment Advisor, in concert with the ~~authorized investment manager and/or advisor, to monitor and adjust from time to time, the target weighting within the asset allocation ranges allowed per the Target Asset Mix Table, (see section X – Target Asset Allocation).~~ rules and parameters included in this documents and described below. ~~Any changes to the target weighting within the asset allocation ranges will be reported to the full Foundation Board at its next regularly scheduled meeting.~~ A report on portfolio performance will be provided to the full

Foundation Board on a quarterly basis at a regularly scheduled Board meeting.

A. THE INVESTMENT ADVISOR

The Investment Advisor will be a discretionary advisor to the Foundation Board of Directors. Investment advice concerning the investment management of the Portfolio will be offered by the Investment Advisor, and will be consistent with the investment objectives, policies, guidelines and constraints as established in this General Investment Policy ~~Statement~~.

The Investment Advisor may assist the Foundation Board of Directors in establishing investment policies, objectives and guidelines as is set forth in this General Investment Policy ~~Statement~~ and as is amended from time to time. In addition, the Investment Advisor will be responsible to review Investment Managers, measure and evaluate investment performance, and other tasks as deemed appropriate. Ongoing investment decisions will be made on a discretionary basis by the Investment Advisor, within the investment and governance parameters delineated in this General Investment Policy.

The Investment Advisor represents that with respect to the performance of its duties under this ~~Investment P~~policy ~~Statement~~, it is a "fiduciary" and is registered as an investment advisor under the Federal Investment Advisers Act of 1940 (the "Advisors Act") and will perform the duties set forth hereunder consistently with the fiduciary obligations imposed under the Advisors act, and regulations promulgated thereunder and any interpretations thereof by the U.S. Securities and Exchange Commission, notwithstanding the potential conflicts of interest described below.

Specific responsibilities of the Investment Advisor include, but are not limited to:

- assisting in the development and periodic review of the General Investment Policy ~~Statement~~, including asset allocation guidelines as illustrated in this policy~~IPS~~;

- executing investment portfolio management, asset allocation, rebalancing and other day-to-day responsibilities on a discretionary basis within the guidelines of this General Investment Policy ~~Statement~~;

- providing ongoing due diligence required to monitor the individual investment managers and to provide a periodic review of investment manager's performance considering among other factors, historical composite investment performance, investment risk, investment process, and investment personnel.

B. THE INVESTMENT MANAGERS

The Investment Managers have discretion to make all investment decisions for the assets placed under its jurisdiction by the Investment Advisor within the parameters of this policy.

V. ETHICS AND CONFLICT OF INTEREST

All Foundation Board members and investment personnel including family members shall refrain from personal business activity which could create a conflict in fact or in appearance with proper execution of the investment program, or which could impair their ability to execute impartial investment decisions. All such personnel shall disclose to the Executive Director any material financial interests in financial institutions which conduct business within the jurisdiction and shall disclose any material financial investment positions which could be related in a conflicting manner to the performance of the Foundation's general investment portfolio. The Executive Director shall report in writing to the full Board at least annually all issues, which could influence the performance of the Foundation's investments.

VI. CRITERIA FOR SELECTION OF INVESTMENT MANAGERS

In order to retain investment management organizations that have demonstrated competence in executing one or more investment strategies consistent with the established policy, the following criteria will be applied in retaining existing firms and selecting new investment managers:

A. Demonstrated performance in one or more of the asset categories defined in section X.

B. A sound research program;

C. A disciplined, consistent and measurable approach to the construction and monitoring of portfolios;

D. Established investment control procedures with operating management information to assure regular review of the portfolio manager's decisions;

E. Ability to trade at the competitive rates and consistently secure best price execution;

F. Primary business purpose will be investment management and will have sufficient experience with educational investment assets;

G. Demonstrated ability to manage its affairs in a businesslike manner and with a high degree of financial stability;

H. An experienced, highly competent professional staff, recognized as such within the industry. Continuity of such personnel will be considered;

I. No conflict of interest with the policy, objectives, or organization of the investment portfolio, nor any conflict which would interfere with prudent management of the portfolio's assets;

J. Capability to report accounting and performance data in a timely manner;

K. Competitive fee structure.

Additionally, in light of the social and environmental challenges of our time, fiduciary actions must include prudent management practices with principles of environmental and social stewardship, concern for community, and corporate accountability to stakeholders alike. Therefore, the Foundation actively seeks investments, which support and recognize the central position of global and holistic sustainability. These investments may be focused on specific themes or offer a broader recognition of the long-term global macroeconomic and environmental drivers within sustainable business ventures.

~~VII. AUTHORIZED FINANCIAL DEALERS AND INSTITUTIONS~~

~~The Foundation shall transact business only with banks, savings and loan institutions and registered investment securities dealers. The dealers should be primary dealers authorized to buy and sell government securities in direct dealings with the Federal Reserve Bank of New York and qualify under the U.S. Securities and Exchange Commission Rule 15C3-1 (uniform net capital rule).~~

~~The CFO shall send a copy of the current statement of investment policy to all dealers approved to do business with the Foundation. Confirmation of the dealer's understanding of the Foundation's General Investment Policy shall be provided in writing by the dealer.~~

~~The CFO shall examine financial institutions which wish to perform business with the Foundation, in~~

~~order to confirm whether the participating financial institutions are satisfactorily capitalized, are market makers in securities appropriate to the Foundation's financial investment universe and agree to comply by the conditions set forth in this General Investment Policy.~~

~~Any authorized investments (contained in Section X) can be purchased directly from the issuer.~~

~~All financial institutions and broker/dealers who qualify to perform investment transactions for the Foundation must supply the CFO the following:~~

~~A. Audited financial statements*~~

~~B. Proof of National Association of Security Dealers certification**~~

~~C. Proof of registration with the SEC and a copy of their ADVII***~~

~~D. Proof of state registration~~

~~E. Completed broker/dealer questionnaires~~

~~F. Certificate of reviewing and understanding the Foundation's General Investment Policy~~

~~G. Certificate of understanding the delivery versus payment instructions for custody~~

~~H. Conflict of interest certification statement~~

~~* Custodians and brokers only~~
~~** Brokers only~~
~~*** Investment advisors only~~

~~A review of the financial condition and registration of the qualified broker/dealers and other bidders will be conducted by the CFO at least every three (3) years. This review shall be reported to the Investment Committee as an "information item only."~~

VII~~I~~. PERFORMANCE EVALUATION

Performance will be reviewed for purposes of determining adherence to appropriate risk levels, and for comparison of returns to the established objectives and specific goals.

It is recognized that investment results can fluctuate through market cycles. Achievement of total rate of return within the risk levels identified will be the primary basis upon which to evaluate manager performance. Each manager's portfolio will be monitored and reported quarterly to the Finance & Investment Committee. A comprehensive quarterly report accepted by the Finance & Investment Committee will be presented to the full Board of Directors.

~~IX~~VIII. RETURN OBJECTIVE

The purpose of the Foundation's general investment portfolio is to support the University and its mission over the long term. Accordingly, the purpose of this statement is to establish a written procedure for the investment of the Foundation's general investment portfolio to ensure that the future growth of the portfolio is sufficient to offset normal inflation plus reasonable spending, thereby preserving the constant dollar value and purchasing power of the portfolio. This statement will establish appropriate risk and return objectives in light of the fund's risk tolerance and investment time horizon. These objectives, as well as asset allocation guidelines and suitable investments are outlined below.

The return objectives of the Foundation's general investment portfolio shall be viewed from three perspectives as follows: **Absolute** - Real (i.e., net of inflation) rate-of-return **Relative** - Time-weighted rates of return versus capital market indices; and **Comparative** - Performance of the Investment Manager(s) as compared to a universe of similar investment funds.

1. The **Absolute Objective** of the Foundation's general investment portfolio is to seek an average total annual return of ~~2.0~~3.5% plus the percentage change in the greater Higher Education Price Index (HEPI). This objective shall be measured over rolling one, three, five and ten year time periods. The intent of this objective is to measure, over time, the return on the portfolio as measured in inflation adjusted terms.

2. The **Relative Objective** of the Foundation's general investment portfolio is to seek competitive investment performance versus appropriate capital market benchmarks or indices illustrated below. ~~This objective shall be measured primarily by comparing investment results, over an annualized three year period, to:~~

~~a) The Russell 3000 Index as a benchmark for the Domestic Equity component;~~
~~b) The MSCI All Capitalization World excluding US Index (in US dollars) for the Foreign Equity component;~~
~~c) The Barclays Intermediate Government Credit as a benchmark for the Fixed Income component;~~
~~d) The 90-Day Treasury Bill Index as the benchmark for the Cash and Equivalent component;~~
~~e) A comparable Index for the Real Assets component~~
~~f) A comparable REIT Index for Real Estate component~~
~~g) Alternative Investments shall be benchmarked against an authorized investment vehicle of the Foundation.~~

Based on the asset allocation ranges outlined in section X, the Investment Policy Benchmark that should be used in evaluating the performance of the Client's assets is:

Global Equities	MSCI All Country World (Net)	60%
US Fixed Income	Barclays Cap US Aggregate Bond Idx TR	20%
Global Alternatives	HFRX Global Hedge (USD)	20%

3. The **Comparative** performance objective of the Foundation's general investment portfolio is to achieve a total rate of return that is above the median performance of universe of similar portfolios.

The Foundation's assets have a long-term, indefinite time horizon that runs concurrent with the endurance of the University. As such, these funds can assume a time horizon that extends well beyond a normal market cycle, and can assume an above-average level of return volatility (as measured by the standard deviation of annual returns) in exchange for an expected higher level of returns over the longer time horizon. It is expected, however, that both professional management and sufficient portfolio diversification will smooth volatility and help to assure a reasonable consistency of return.

IX TARGET ASSET ALLOCATION

To achieve its return objectives, the Foundation's general investment portfolio shall be allocated among a number of asset classes. These asset classes may include domestic and foreign equity, domestic and international fixed income, cash, real assets, real estate and alternative investments. The purpose of allocating among asset classes is to ensure the proper level of diversification within the Foundation's general investment portfolio. It is understood that assets may temporarily be placed in a cash equivalent account prior to investing in longer term instruments.

The following Target Asset Mix Table defines the Foundation's general investment portfolio target asset allocation.

Target Asset Mix Table

Asset Class	Range	~~Target Wt.~~	Representative Index
Equities	~~10~~35-65%	~~27%~~	
Domestic			Russell 3000
Foreign (Developed and Emerging)			MSCI All Cap World X US Index
Fixed Income	~~40~~15-~~8~~45%	~~65%~~	Barclays Intermediate Gov't/Credit
Cash Equivalents	0-20%	~~0%~~	90-Day Treasury Rate
Real Assets	0-10%	~~0%~~	Comparable Index
Real Estate	0-10%	~~0%~~	Comparable REIT Index
Alternative Investments	10-~~25~~30%	~~8%~~	Authorized Investment Vehicle

No more than 5 percent of the asset class may be invested in any single equity or fixed income issuer, excluding U.S. Treasury Securities, U. S. Government Agency Securities and Mortgage Back Securities, at time of purchase.

Exposure to any industry sector shall generally be limited to 20 percent of the asset class, excluding U.S. Treasury Securities, U.S. Government Agency Securities and Mortgage Back Securities, at time of purchase. This sector limitation is applicable to both debt and equity.

All limitations expressed on a market value basis.

The portfolio may include exchange-traded funds (ETFs) or commingled vehicles with compositions outside of the control of the Investment Advisor. In those cases the Investment Advisor will exercise its best efforts to utilize funds with investment objectives ~~and policies~~ that are generally consistent with guidelines found in this policy.

The General Investment Policy shall be to diversify investments among asset classes so as to provide a balance that will enhance total return while avoiding undue risk concentration in any single asset class or investment category.

Investments in international issues shall be U.S. dollar denominated or appropriately hedged so as to eliminate fluctuations in value attributable to changes in currency exchange rates.

ACCEPTABLE INSTRUMENTS

1. Money Market Funds
2. Certificates of Deposit
3. U.S. Government or Government Agency Obligations,
4. International Bonds
5. Mortgage Backed Securities – Agency
6. Mortgage Backed Securities – Non-Agency
7. Corporate Debt
8. Repurchase Agreements
9. Mutual Funds (Debt or Equity)
10. Real Estate
11. Real Assets
12. Alternative Investments
13. Single Equity Securities

With respect to the above listed investments, the following limitations will apply:

- Money Market Funds including the Local Agency Investment Fund (LAIF). No more than 5% of the market value of the total portfolio may be invested in any fund. All funds utilized must be pre-approved by the Finance & Investment Committee.

- Certificates of Deposit. Investments in certificates of deposit in any insured bank or savings institution shall be limited to the FDIC insurance maximum.

- U.S. Government or U.S. Government Agency Obligations. There is no limitation within the asset class as to the percentage of the portfolio, which can be invested in U.S. Government obligations.

- International Bonds. These are debt securities issued by non-U.S. governments and corporations.

- Mortgage Backed Securities All investments in MBS shall be U.S. Agency guaranteed (e.g. GNMA, FNMA, FHLMAC). No more than 5% of the total market value of the asset class may be invested in any single security and no more than 20% of the total market value of the asset class may be invested in MBS issued by any U.S. Agency.

- Mortgage Backed Securities – Non-Agency. These are issued by private institutions (not by government or quasi-government agencies); their underlying collateral generally consists of mortgages which do not conform to the requirements for inclusion in mortgage-backed securities issued by agencies such as Ginnie Mae, Fannie Mae or Freddie Mac. Types of non-agency MBS include: Prime, Alternative-A, Option ARMs & Subprime.

- Corporate Debt, including Commercial Paper. No more than 5% of the market value of the asset class may be invested in debt issued by any domestic or international corporation. Corporate debt must carry an investment grade rating by at least two of three rating agencies (i.e. Moody, S&P and Fitch) at time of purchase. In the case of securities where the rating is split between investment grade and non-investment grade, the higher rating shall define the quality of the security. Rating downgrades subsequent to purchase shall be managed on a case-by-case basis. This policy authorizes investment of up to 10% of the market value of the asset class in non-investment grade debt provided that all such investments shall be made through mutual funds so as to diversify risk.

- Repurchase Agreements. The Foundation may invest in repurchase agreements with banks and Primary Dealers in U.S. Government Securities with which the Foundation has entered into a Public Securities Association (PSA) repurchase contract, which specifies terms and conditions of repurchase agreements. The maturity of repurchase agreements shall not exceed 30 days. The market value of securities used as collateral for repurchase agreements shall be monitored daily by the Foundation's staff and will not be allowed to fall below 102% of the value of the repurchase agreement. Repurchase agreements cannot exceed 20 percent of the total market value of the asset class.

- Mutual Funds. For purposes of this Policy, mutual funds shall be considered and treated as investments in common and preferred stocks and therefore subject to the same limitations.

- Real Estate. Investments in real estate shall be limited to securities (e.g. REITs) for which there is a ready and active market.

- Real Assets. Include investments in public/private real estate, natural resources, commodities, infrastructure, timber and inflation-linked securities (TIPS).

- Alternative Investments that meet the “mission of the University” for the benefit of the University and are authorized by Foundation Board resolution and supported by appropriate and documented “due diligence” analysis. The value of these alternative investments shall be benchmarked against an authorized investment vehicle of the Foundation. The target value of these investments will be 10% to 15% and the total value shall not exceed 25% of the portfolio. The alternative investments will diversify and reduce volatility of the portfolio.

- The Foundation will not directly invest in ~~stocks of the top 200~~ fossil fuel companies or~~,~~ buy carbon in proven oil, gas and coal reserves, although it may hold some fossil fuel stocks in commingled funds or mutual funds.

X~~I~~. REBALANCING

The ~~Investment Committee, and its investment advisors,~~Investment Advisor on an ongoing basis and in accordance with market fluctuations, shall rebalance the investment portfolio so it remains within ~~5 percentage points of~~ the ranges of ~~targeted~~ asset allocations, and the planned distribution among investment managers.

Formal asset allocation studies will be conducted at least every two (2) years, with evaluations of the validity of the adopted asset allocation.

XI~~I~~. SAFEKEEPING AND CUSTODY AGREEMENTS

To protect against potential losses caused by collapse of individual securities dealers, all securities owned by the Foundation shall be kept in safekeeping by a third party brokerage firm or bank custodial department, acting as agent for the Foundation under the terms of a custody agreement.

XII~~I~~. INTERNAL CONTROLS

The CFO has developed a system of internal investment and accounting controls while establishing a segregation of responsibilities of investment functions to ensure an adequate system of internal controls over the investment function.

~~XIV~~XIII. INVESTMENT POLICY REVIEW

This General Investment Policy shall be reviewed by the Finance & Investment Committee at least annually to ensure consistency with the overall objectives of the preservation of capital, liquidity and return of the investment portfolio. The General Investment Policy shall also be reviewed to ensure its compliance and relevance to the current law, financial and economic trends, and to meet the cash flow requirements of the Foundation. Investments are reviewed monthly by the Foundation staff during the reconciliation process of investment transactions to the third party statements and the proof of cash process. The general investment portfolio is audited annually by the Foundation's independent accountants for internal controls and balances.

CAL POLY POMONA FOUNDATION, INC.

POLICIES AND PROCEDURES

Subject:	**General Investment Policy**	**Policy No.**	**131**
		Old No.	**1994-2**
Reference:	**263-II-B, 273-II-B; 300-II-D; 311-II-A; 320-III-B; 329-III-D;337-III-A-2;348-III-F, 354-III-C; 357-III-E; 358-III-F; 364-IV-D**	**Date:**	**12/09/94**
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2. Market Risk - is the risk of investment value fluctuations due to changes in the general level of interest rates or the issuer's individual or industry sector performance. This risk shall be managed by limiting the average maturity of the fixed income portion of the Foundation's general investment portfolio to five years or less and the maximum maturity of any one security to ten years, with the exception of Mortgage-Backed Securities (MBS), the maximum maturity of which shall be limited to thirty years. Market risk shall also be managed by structuring the portfolio so fixed income securities maturing match cash outflows, eliminating the need to sell securities prior to their maturity. It is recognized that within a diversified portfolio, occasional measured losses are inevitable and must be considered within the context of the overall return on the investment.

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- Continuing Education Fund
- Real Estate Fund

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A. THE INVESTMENT ADVISOR

The Investment Advisor will be a discretionary advisor to the Foundation Board of Directors. Investment advice concerning the investment management of the Portfolio will be offered by the Investment Advisor, and will be consistent with the investment objectives, policies, guidelines and constraints as established in this General Investment Policy.

The Investment Advisor may assist the Foundation Board of Directors in establishing investment policies, objectives and guidelines as is set forth in this General Investment Policy and as is amended from time to time. In addition, the Investment Advisor will be responsible to review Investment Managers, measure and evaluate investment performance, and other tasks as deemed appropriate. Ongoing investment decisions will be made on a discretionary basis by the Investment Advisor, within the investment and governance parameters delineated in this General Investment Policy.

The Investment Advisor represents that with respect to the performance of its duties under this policy, it is a "fiduciary" and is registered as an investment advisor under the Federal Investment Advisers Act of 1940 (the "Advisors Act") and will perform the duties set forth hereunder consistently with the fiduciary obligations imposed under the Advisors act, and regulations promulgated thereunder and any interpretations thereof by the U.S. Securities and Exchange Commission, notwithstanding the potential conflicts of interest described below.

Specific responsibilities of the Investment Advisor include, but are not limited to:

- assisting in the development and periodic review of the General Investment Policy, including asset allocation guidelines as illustrated in this policy;

- executing investment portfolio management, asset allocation, rebalancing and other day-to-day responsibilities on a discretionary basis within the guidelines of this General Investment Policy;

- providing ongoing due diligence required to monitor the individual investment managers and to provide a periodic review of investment manager's performance considering among other factors, historical composite investment performance, investment risk, investment process, and investment personnel.

B. THE INVESTMENT MANAGERS

The Investment Managers have discretion to make all investment decisions for the assets placed under its jurisdiction by the Investment Advisor within the parameters of this policy.

V. ETHICS AND CONFLICT OF INTEREST

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VI. CRITERIA FOR SELECTION OF INVESTMENT MANAGERS

In order to retain investment management organizations that have demonstrated competence in executing one or more investment strategies consistent with the established policy, the following criteria will be applied in retaining existing firms and selecting new investment managers:

A. Demonstrated performance in one or more of the asset categories defined in section X.

B. A sound research program;

C. A disciplined, consistent and measurable approach to the construction and monitoring of portfolios;

D. Established investment control procedures with operating management information to assure regular review of the portfolio manager's decisions;

E. Ability to trade at the competitive rates and consistently secure best price execution;

F. Primary business purpose will be investment management and will have sufficient experience with educational investment assets;

G. Demonstrated ability to manage its affairs in a businesslike manner and with a high degree of financial stability;

H. An experienced, highly competent professional staff, recognized as such within the industry. Continuity of such personnel will be considered;

I. No conflict of interest with the policy, objectives, or organization of the investment portfolio, nor any conflict which would interfere with prudent management of the portfolio's assets;

J. Capability to report accounting and performance data in a timely manner;

K. Competitive fee structure.

Additionally, in light of the social and environmental challenges of our time, fiduciary actions must include prudent management practices with principles of environmental and social stewardship, concern for community, and corporate accountability to stakeholders alike. Therefore, the Foundation actively seeks investments, which support and recognize the central position of global and holistic sustainability. These investments may be focused on specific themes or offer a broader recognition of the long-term global macroeconomic and environmental drivers within sustainable business ventures.

VII. PERFORMANCE EVALUATION

Performance will be reviewed for purposes of determining adherence to appropriate risk levels, and for comparison of returns to the established objectives and specific goals.

It is recognized that investment results can fluctuate through market cycles. Achievement of total rate of return within the risk levels identified will be the primary basis upon which to evaluate manager performance. Each manager's portfolio will be monitored and reported quarterly to the Finance & Investment Committee. A comprehensive quarterly report accepted by the Finance & Investment Committee will be presented to the full Board of Directors.

VIII. RETURN OBJECTIVE

The purpose of the Foundation's general investment portfolio is to support the University and its mission over the long term. Accordingly, the purpose of this statement is to establish a written procedure for the investment of the Foundation's general investment portfolio to ensure that the future growth of the portfolio is sufficient to offset normal inflation plus reasonable spending, thereby preserving the constant dollar value and purchasing power of the portfolio. This statement will establish appropriate risk and return objectives in light of the fund's risk tolerance and investment time horizon. These objectives, as well as asset allocation guidelines and suitable investments are outlined below.

The return objectives of the Foundation's general investment portfolio shall be viewed from three perspectives as follows: **Absolute** - Real (i.e., net of inflation) rate-of-return **Relative** - Time-weighted rates of return versus capital market indices; and **Comparative** - Performance of the Investment Manager(s) as compared to a universe of similar investment funds.

1. The **Absolute Objective** of the Foundation's general investment portfolio is to seek an average total annual return of 3.5% plus the percentage change in the greater Higher Education Price Index (HEPI). This objective shall be measured over rolling one, three, five and ten year time periods. The intent of this objective is to measure, over time, the return on the portfolio as measured in inflation adjusted terms.

2. The **Relative Objective** of the Foundation's general investment portfolio is to seek competitive investment performance versus appropriate capital market benchmarks or indices illustrated below.

Based on the asset allocation ranges outlined in section X, the Investment Policy Benchmark that should be used in evaluating the performance of the Client's assets is:

Global Equities	MSCI All Country World (Net)	60%
US Fixed Income	Barclays Cap US Aggregate Bond ldx TR	20%
Global Alternatives	HFRX Global Hedge (USD)	20%

3. The **Comparative** performance objective of the Foundation's general investment portfolio is to achieve a total rate of return that is above the median performance of universe of similar portfolios.

The Foundation's assets have a long-term, indefinite time horizon that runs concurrent with the endurance of the University. As such, these funds can assume a time horizon that extends well beyond a normal market cycle, and can assume an above-average level of return volatility (as measured by the standard deviation of annual returns) in exchange for an expected higher level of returns over the longer time horizon. It is expected, however, that both professional management and sufficient portfolio diversification will smooth volatility and help to assure a reasonable consistency of return.

IX TARGET ASSET ALLOCATION

To achieve its return objectives, the Foundation's general investment portfolio shall be allocated among a number of asset classes. These asset classes may include domestic and foreign equity, domestic and international fixed income, cash, real assets, real estate and alternative investments. The purpose of allocating among asset classes is to ensure the proper level of diversification within the Foundation's general investment portfolio. It is understood that assets may temporarily be placed in a cash equivalent account prior to investing in longer term instruments.

The following Target Asset Mix Table defines the Foundation's general investment portfolio target asset allocation.

Target Asset Mix Table

Asset Class	Range	Representative Index
Equities	35-65%	
Domestic		Russell 3000
Foreign (Developed and Emerging)		MSCI All Cap World X US Index
Fixed Income	15-45%	Barclays Intermediate Gov't/Credit
Cash Equivalents	0-20%	90-Day Treasury Rate
Real Assets	0-10%	Comparable Index
Real Estate	0-10%	Comparable REIT Index
Alternative Investments	10-30%	Authorized Investment Vehicle

No more than 5 percent of the asset class may be invested in any single equity or fixed income issuer, excluding U.S. Treasury Securities, U. S. Government Agency Securities and Mortgage Back Securities, at time of purchase.

Exposure to any industry sector shall generally be limited to 20 percent of the asset class, excluding U.S. Treasury Securities, U.S. Government Agency Securities and Mortgage Back Securities, at time of purchase. This sector limitation is applicable to both debt and equity.

All limitations expressed on a market value basis.

The portfolio may include exchange-traded funds (ETFs) or commingled vehicles with compositions outside of the control of the Investment Advisor. In those cases the Investment Advisor will exercise its best efforts to utilize funds with investment objectives that are generally consistent with guidelines found in this policy.

The General Investment Policy shall be to diversify investments among asset classes so as to provide a balance that will enhance total return while avoiding undue risk concentration in any single asset class or investment category.

Investments in international issues shall be U.S. dollar denominated or appropriately hedged so as to eliminate fluctuations in value attributable to changes in currency exchange rates.

ACCEPTABLE INSTRUMENTS

1. Money Market Funds
2. Certificates of Deposit
3. U.S. Government or Government Agency Obligations,
4. International Bonds
5. Mortgage Backed Securities – Agency
6. Mortgage Backed Securities – Non-Agency
7. Corporate Debt
8. Repurchase Agreements
9. Mutual Funds (Debt or Equity)
10. Real Estate
11. Real Assets
12. Alternative Investments
13. Single Equity Securities

With respect to the above listed investments, the following limitations will apply:

- Money Market Funds including the Local Agency Investment Fund (LAIF). No more than 5% of the market value of the total portfolio may be invested in any fund. All funds utilized must be pre-approved by the Finance & Investment Committee.

- Certificates of Deposit. Investments in certificates of deposit in any insured bank or savings institution shall be limited to the FDIC insurance maximum.

- U.S. Government or U.S. Government Agency Obligations. There is no limitation within the asset class as to the percentage of the portfolio, which can be invested in U.S. Government obligations.

- International Bonds. These are debt securities issued by non-U.S. governments and corporations.

- Mortgage Backed Securities All investments in MBS shall be U.S. Agency guaranteed (e.g. GNMA, FNMA, FHLMAC). No more than 5% of the total market value of the asset class may be invested in any single security and no more than 20% of the total market value of the asset class may be invested in MBS issued by any U.S. Agency.

- Mortgage Backed Securities – Non-Agency. These are issued by private institutions (not by government or quasi-government agencies); their underlying collateral generally consists of mortgages which do not conform to the requirements for inclusion in mortgage-backed securities issued by agencies such as Ginnie Mae, Fannie Mae or Freddie Mac. Types of non-agency MBS include: Prime, Alternative-A, Option ARMs & Subprime.

- Corporate Debt, including Commercial Paper. No more than 5% of the market value of the asset class may be invested in debt issued by any domestic or international corporation. Corporate debt must carry an investment grade rating by at least two of three rating agencies (i.e. Moody, S&P and Fitch) at time of purchase. In the case of securities where the rating is split between investment grade and non-investment grade, the higher rating shall define the quality of the security. Rating downgrades subsequent to purchase shall be managed on a case-by-case basis. This policy authorizes investment of up to 10% of the market value of the asset class in non-investment grade debt provided that all such investments shall be made through mutual funds so as to diversify risk.

- Repurchase Agreements. The Foundation may invest in repurchase agreements with banks and Primary Dealers in U.S. Government Securities with which the Foundation has entered into a Public Securities Association (PSA) repurchase contract, which specifies terms and conditions of repurchase agreements. The maturity of repurchase agreements shall not exceed 30 days. The market value of securities used as collateral for repurchase agreements shall be monitored daily by the Foundation's staff and will not be allowed to fall below 102% of the value of the repurchase agreement. Repurchase agreements cannot exceed 20 percent of the total market value of the asset class.

- Mutual Funds. For purposes of this Policy, mutual funds shall be considered and treated as investments in common and preferred stocks and therefore subject to the same limitations.

- Real Estate. Investments in real estate shall be limited to securities (e.g. REITs) for which there is a ready and active market.

- Real Assets. Include investments in public/private real estate, natural resources, commodities, infrastructure, timber and inflation-linked securities (TIPS).

- Alternative Investments that meet the "mission of the University" for the benefit of the University and are authorized by Foundation Board resolution and supported by appropriate and documented "due diligence" analysis. The value of these alternative investments shall be benchmarked against an authorized investment vehicle of the Foundation. The target value of these investments will be 10% to 15% and the total value shall not exceed 25% of the portfolio. The alternative investments will diversify and reduce volatility of the portfolio.

- The Foundation will not directly invest in fossil fuel companies or buy carbon in proven oil, gas and coal reserves, although it may hold some fossil fuel stocks in commingled funds or mutual funds.

X. REBALANCING

The Investment Advisor on an ongoing basis and in accordance with market fluctuations, shall rebalance the investment portfolio so it remains within the ranges of asset allocations, and the planned distribution among investment managers.

Formal asset allocation studies will be conducted at least every two (2) years, with evaluations of the validity of the adopted asset allocation.

XI. SAFEKEEPING AND CUSTODY AGREEMENTS

To protect against potential losses caused by collapse of individual securities dealers, all securities owned by the Foundation shall be kept in safekeeping by a third party brokerage firm or bank custodial department, acting as agent for the Foundation under the terms of a custody agreement.

XII. INTERNAL CONTROLS

The CFO has developed a system of internal investment and accounting controls while establishing a segregation of responsibilities of investment functions to ensure an adequate system of internal controls over the investment function.

XIII. INVESTMENT POLICY REVIEW

This General Investment Policy shall be reviewed by the Finance & Investment Committee at least annually to ensure consistency with the overall objectives of the preservation of capital, liquidity and return of the investment portfolio. The General Investment Policy shall also be reviewed to ensure its compliance and relevance to the current law, financial and economic trends, and to meet the cash flow requirements of the Foundation. Investments are reviewed monthly by the Foundation staff during the reconciliation process of investment transactions to the third party statements and the proof of cash process. The general investment portfolio is audited annually by the Foundation's independent accountants for internal controls and balances.

Memorandum

Subject: **2nd Quarter 2020-2021 Financial Highlights**

For the fiscal quarter ended December 2020, revenues of $21 million were 24%, or $6.6 million under budget. Payroll expenditures of $5.8 million are 23% or $1.8 million under budget. Other expenditures are 18% or $3.9 million under budget. The net deficit is 73% or $1 million higher than expected.

Due to the ongoing COVID 19 pandemic, university instruction has remained. The residential population on campus is far below expectations, all events have been cancelled or postponed, and the vast majority of staff and faculty have not returned to campus. Additionally, I-Poly is closed and our tenants at Innovation Village are largely working remotely. These factors have led to a lower number of customers than expected when preparing the budget in late May - early June.

The Foundation has responded to the reduction in revenue by reducing operating expenses by 19.4% or $5.6 million compared to budget. Primary drivers for this reduction include consolidation of technology, renegotiation of contracts, shutting down idle buildings, and postponing expenditures that are not immediately necessary. Payroll expenses are 23% or $1.8 million below budget as Management has extended furloughs and exempt pay cuts plus showed savings from the early retirement program.

The team has been actively exploring new avenues for revenue to supplement the loss of customers on campus. Technology has been leveraged to provide more options for mobile food ordering in Dining and a far more robust assortment of goods sold online at the BroncoBookstore.com. The student-friendly Instant Access course materials program has grown dramatically, leading to both increased revenue and over a million dollars in savings to students. Real Estate operations have been consistent throughout the pandemic and yielded a surplus of $1.1 million. Investment returns have exceeded budgeted surplus through the first half of 2020-2021 by $2.3 million. The Foundation continues to adapt to the current and ongoing challenges brought on by the pandemic.

It is important to note that the financial results are trending well ahead of the Board approved reforecast prepared in November. It was estimated that the net deficit through two quarters would be $5 million. The actual deficit of $2.4 million is $2.6 million or 53% ahead of the reforecast thanks to the aforementioned expense reductions, strong investment portfolio results, and the surplus generated by Real Estate operations.

The 2nd Quarter Financial Highlights were presented to the Finance & Investment Committee on February 17th, 2021. Management presented the P&L Statement, a cash flow analysis, fund balance projections and other pertinent details.

Cal Poly Pomona Foundation *Financial Services*

CAL POLY POMONA FOUNDATION, INC.
Statement of Activities
For period ending December 31, 2020

Description	REVENUES FY 20-21 YTD Actual	REVENUES FY 20-21 YTD Budget	EXPENSES - Payroll FY 20-21 YTD Actual	EXPENSES - Payroll FY 20-21 YTD Budget	EXPENSES - Others FY 20-21 YTD Actual	EXPENSES - Others FY 20-21 YTD Budget	EXPENSES - Total FY 20-21 YTD Actual	EXPENSES - Total FY 20-21 YTD Budget	SURPLUS/(DEFICIT) FY 20-21 YTD Actual	SURPLUS/(DEFICIT) FY 20-21 YTD Budget	SURPLUS/(DEFICIT) FY 20-21 YTD $ Variance	FY20-21 Forecast
Enterprise Activities:												
Dining Services	870,145	5,825,469	1,170,601	1,985,889	1,706,770	3,606,249	2,877,371	5,592,138	(2,007,226)	233,331	(2,240,557)	(3,781,311)
BookStore	3,237,422	3,402,670	591,995	645,136	2,859,506	2,951,120	3,451,501	3,596,256	(214,079)	(193,586)	(20,493)	(483,437)
KW Conference Center	15,771	251,750	60,695	149,229	139,179	172,325	199,874	321,554	(184,103)	(69,804)	(114,299)	(610,388)
University Village	447,773	2,545,000	579,762	657,947	2,045,572	2,293,084	2,625,334	2,951,031	(2,177,561)	(406,031)	(1,771,530)	(4,332,488)
Real Estate/Building Rentals	3,197,699	2,425,284	98,692	98,010	1,989,858	1,522,350	2,088,550	1,620,360	1,109,149	804,924	304,225	1,730,952
TOTAL ENTERPRISE ACTIVITIES	**7,768,810**	**14,450,173**	**2,501,745**	**3,536,211**	**8,740,885**	**10,545,128**	**11,242,630**	**14,081,339**	**(3,473,820)**	**368,834**	**(3,842,654)**	**(7,476,672)**
Designated Funds	(422)	0	0	0	122,393	125,479	122,394	125,479	(122,816)	(125,479)	2,663	(269,180)
Other Activities:												
Research Office	638,873	697,401	40,072	79,749	578,801	598,002	618,873	677,751	20,000	19,650	350	20,000
Agriculture	1,322,780	1,757,810	568,466	546,959	990,645	1,313,118	1,559,111	1,860,077	(236,331)	(102,267)	(134,064)	(242,172)
Continuing Education	423,620	1,325,960	584,151	1,151,687	78,563	643,304	662,714	1,794,991	(239,094)	(469,031)	229,937	(439,352)
Foundation Programs	1,095,375	997,758	318,404	0	596,298	997,758	914,702	997,758	180,673	0	180,673	0
TOTAL OTHER ACTIVITIES	**3,480,648**	**4,778,929**	**1,511,093**	**1,778,395**	**2,244,307**	**3,552,182**	**3,755,400**	**5,330,577**	**(274,752)**	**(551,648)**	**276,896**	**(661,524)**
OPERATING SURPLUS DEFICIT	**11,249,036**	**19,229,102**	**4,012,838**	**5,314,606**	**11,107,585**	**14,222,789**	**15,120,424**	**19,537,395**	**(3,871,388)**	**(308,293)**	**(3,563,095)**	**(8,407,376)**
Investments-General Portfolio	2,876,092	529,773			32,421	31,006	32,421	31,006	2,843,671	498,767	2,344,904	1,706,674
Administration	935,191	1,328,819	1,829,662	2,303,347	339,939	588,224	2,169,601	2,891,571	(1,234,410)	(1,562,752)	328,342	(3,348,289)
UNRESTRICTED SURPLUS (DEFICIT)	**15,060,319**	**21,087,694**	**5,842,500**	**7,617,953**	**11,479,945**	**14,842,019**	**17,322,446**	**22,459,972**	**(2,262,127)**	**(1,372,278)**	**(889,849)**	**(10,048,991)**
Grants and Contracts	5,904,716	6,508,910			5,904,716	6,508,910	5,904,716	6,508,910			0	0
Transfers to the University					110,245	0	110,245	0	(110,245)		(110,245)	0
TOTAL FOUNDATION NET	**20,965,035**	**27,596,604**	**5,842,500**	**7,617,953**	**17,494,906**	**21,350,929**	**23,337,407**	**28,968,882**	**(2,372,372)**	**(1,372,278)**	**(1,000,094)**	**(10,048,991)**

"Quality Service Supporting Quality Education"

Cal Poly Pomona Foundation

Executive Director's Report

Thursday, February 25, 2021