

CAL POLY POMONA FOUNDATION, INC.

PROGRAM COMMITTEE MEETING

Tuesday, May 03, 2022

10:00 am – 11:30 am

Join Zoom Meeting

<https://cpp.zoom.us/j/84929710187>

Meeting ID: 849 2971 0187

AGENDA

Committee Chair: Daniel Montplaisir

Directors: Erica Frausto-Aguado Mayra Brown, April Jimenez, Maryann Tolano-Leveque John McGuthry Aliza Ortega, Dr. Jocelyn Pacleb, Dr. Homeyra Sadaghiani, and Ruby Suchecki

Staff: Clint Aase, Jared Ceja, Alex Hernandez, Yvette Lane, David Laxamana, Joanne Mathew, Aaron Neilson, Claudia Burciaga-Ramos, Craig Walters

- I. **ACKNOWLEDGEMENT OF MEMBERS OF THE PUBLIC** who may or may not be commenting on a specific item or making a general comment
- II. **CONSENT ACTION ITEMS**
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.
- | | | |
|--|---|--------------------|
| 1. Reading of Minutes
– November 09, 2021 Meeting minutes | Daniel Montplaisir
Chair | Page
2-3 |
| III. <u>GENERAL UPDATES</u> | | |
| 2. Executive Directors Report | Jared Ceja, Executive Director/CEO | 4 |
| IV. <u>ACTION ITEMS</u> | | |
| 3. Capital Budget 2021-22 Update and 2022-23 Requests | Jared Ceja
Joanne Mathew, Director/CFO | 5-8 |
| V. <u>INFORMATION & DISCUSSION ITEMS</u> | | |
| 4. Bronco Once Card Website Review | Alex Hernandez, Assoc. Dir. - Mktg | 9 |
| 5. Pumpkin Fest Recap & LA County Fair Plan (time certain 11:00) | Craig Walters, Dir. - AGRIscales | 10 |
| 6. Dining Concepts 2022-23 & Strategic Direction | Aaron Neilson, Dir. – Hospitality | 11-14 |
| 7. Instant Access & Equitable Access Updates | Clint Aase, Dir. – Bronco Bookstore | 15-16 |
| 8. Preliminary Housing Discussion with Mt. SAC | Dave Laxamana, Dir. – Housing | 17 |
| VI. <u>OPEN FORUM</u> | | |
| VII. <u>ADJOURNMENT</u> | Daniel Montplaisir | |

The open proceedings of this meeting are being recorded.

CAL POLY POMONA FOUNDATION, INC.
Program Committee Meeting Minutes
Tuesday, November 9, 2021, 10:00 am

Zoom

Notice is hereby given that a regular meeting of the Program Committee was held by video conference/teleconference on Tuesday November 9, 2021 at 10:00 a.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: Mayra Brown, Erica Frausto-Aguado, April Jimenez, Daniel Montplaisir, Homeyra Sadaghiani, Ruby Suchecki, Aliza Ortega, Maryann Tolano-Leveque
- Absent: Lea Dopson, John McGuthry, Jocelyn Pacleb
- Staff: Clint Aase, Claudia Burciaga-Ramos, Jared Ceja, Alex Hernandez, Darren Isomoto, Joanne Mathew and Aaron Neilson

Daniel Montplaisir called the meeting to order at 10:00 a.m. and asked everyone to introduce themselves.

CONSENSUS ACTION ITEMS

1. Approval of minutes for February 4, 2021 and April 20, 2021
A motion was made by Maryann Tolano-Leveque and seconded by April Jimenez to approve the minutes; the minutes were approved.

GENERAL UPDATES

2. Executive Directors Report
Jared Ceja gave a brief financial update; the vast majority of the Foundation units were at a positive income position for the first quarter: Real Estate, the Bookstore, Village, CEU and Dining services are pretty close to breaking even. Mentioned events: Student Resident Appreciation luncheon on November 4th, grand opening of the Poly Trolley 2 on Friday November 5th, Purchase or Gift a Thanksgiving Dinner fundraiser (every meal package purchase resulted in two meals for students), and the annual Winter Wonderland Holiday Mixer on November 19th for alumni, parents, faculty and staff to be held in the evening with door prizes, discount offers, refreshments, music, photo booths and prizes. Jared reminded committee members to participate in the SurveyMonkey poll intended to assess the direction of future meetings, whether we continue in the current zoom format, hybrid, or both.

ACTION ITEMS

3. Rebranding Cal Poly Pomona Foundation
Jared Ceja pointed out the CPP 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 within the CSU and throughout the auxiliary services' industry. In light of the CPP Philanthropic Foundation's creation in 2019, Management and the Board began to question if our name and brand should be changed. 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. We also no longer serve as a defined "foundation" as we operate largely on funds generated from enterprise activities as opposed to donations. On February 4th, 2021, the Program Committee approved a resolution calling for Management to pursue a name and brand change for future consideration by the Program Committee and/or full Foundation Board. The committee also voiced their support for the name Cal Poly Pomona Enterprises, but stopped short of taking a vote.

Darren Isomoto presented the rationale and options associated with adding the DBA name for Cal Poly Pomona Foundation as Cal Poly Pomona Enterprises, with blue and green being the preferred color scheme (with gold as an accent), more cohesive with the university and ASI. The Program Committee consensus was that of the options presented, A & D are the two preferred illustrated pieces of the logos shown.

The Program Committee members praised Darren for the thorough and detailed work put into the logos and presentation.

Moved and seconded by Homeyra Sadaghiani and April Jimenez to recommend the adoption of Cal Poly Pomona Enterprises as the public name (DBA), and that the rebranding be forwarded to the Board of Directors for consideration at the next scheduled meeting.

INFORMATION & DISCUSSION ITEMS

4. Spring Dining Operating Plan

Aaron Neilson gave a brief presentation of the potential Spring 2022 on-campus dining options. Dining is currently operating at 20% with very limited AM and PM offerings. We are looking to increase the daily hours that dining is open and add three areas to the list of venues hoping to have moderate activity up to 50% - 85%. Kellogg West bookings have increased, mostly to weddings, some conferences have occurred although in much lighter numbers than anticipated. It is expected that Kellogg West will eventually be posted on Expedia and other websites.

5. Electron-to-go

Jared showed a brief video of forthcoming technology called Electron-to-go, a set of chargers that will be very convenient for students and be made available throughout the campus at four different locations; Village Housing, CenterPointe, Bookstore and Campus Center.

OPEN FORUM

The upcoming Board of Directors is scheduled for December 9, 2021.

ADJOURNMENT

Daniel Montplaisir adjourned the meeting at 11:16 a.m.

Respectfully submitted,

Daniel Montplaisir
Program Committee, Chair



Executive Director's Report

May 3, 2022

Program Committee



Memorandum

Date: May 3, 2022
To: Program Committee
From: Jared Ceja, Executive Director/CEO
Joanne Mathew, Director – Financial Services/CFO

Attachment: 2022-2023 Capital Budget Spreadsheet

Subject: Proposed 2022-2023 Capital Projects Budget

The 2022-2023 Capital Projects Budget will be part of the total annual budget presented at the upcoming Finance & Investment Committee and full Board meetings. The proposed capital improvements are requested at \$2,304,830. While this request is more than double last year’s request of \$624,224, it is significantly smaller than those of pre-pandemic years.

This year’s requests have been classified with identifiers such as health and safety, programmatic, deferred maintenance, and renewal. There are also capital funds carried forward from prior years of \$739,934. The total proposed Capital Budget with prior year carryover is \$3,044,764.

The new proposal assumes funding of \$20,000 from the following reserve:
• \$20,000 - Residential Board Meal Program Surplus Reserve
This is a normal use for this reserve. Its purpose is to utilize funding in support of enhancing meal programs for our residential population.

Recommendation: Management recommends approval of the proposed Capital Projects Budget for 2022-23 as presented.

WHEREAS, the Program Committee has reviewed the proposed Capital Projects Budget for 2022-23, pursuant to Budget Process Policy No. 118, with \$2,304,830 in new capital requests.

NOW, THEREFORE, the Program Committee recommends that the Capital Projects Budget for 2022-23 be included in the proposed Annual Budget for fiscal year 2022-23 and be submitted to the Board for review and approval at its next regularly scheduled meeting.

Passed and adopted this 3rd day of May 2022.

By: _____
Daniel Montplaisir
Program Committee

CAL POLY POMONA FOUNDATION, INC.

2022-2023 CAPITAL BUDGET

Project	Reserves	Division	Prior Years	Approved 2021-22	Proposed 2022-23	
Enterprise Activities						
Bronco Bookstore						
130010		Bookstore	-	-	295,000	Upstairs remodel. old unsafe flooring and paint. Reorganization for current course materials needs.
130010		Bookstore	-	-	36,000	Replacement registers.
130010		Bookstore			10,000	Replacement workstations.
130010		Bookstore	64,355	-		HVAC replacement needed, existing has exceeded life expectancy.
	-	Total Bronco Bookstore	64,355	-	341,000	
Student Housing						
180850		University Village			120,889	Replace Heating and Cooling Units: 20 apts. HVAC replacement began in 2016 with the need to replace ageing furnaces and the discontinuation of the refrigerant R-22.
180850		University Village			14,900	Painting: 24 apts. We regularly repaint the interior of the apartments due to damage/wear and tear. This typically coincides with other work being done in the same unit, such as HVAC replacement or flooring replacement.
180850		University Village			22,000	Deck Repairs: 4 bldgs. Four buildings require repair of cracked/damaged decks, including supporting sections and recoating surfaces for safety.
180850		University Village			70,000	Roofing: 1 bldg. We have started a schedule for regular replacement of aging roofs for health and safety and sustainability.
180850		University Village			39,250	Replace Toilets: 100 toilets. We have already begun replacement of discontinued toilets on an individual basis, as current toilets break down. The replacement toilets are EPA approved WaterSense water-saving toilets. The toilets use 20% less water per flush than standard flush toilets.
180850		University Village			42,000	Replace Damaged Carpet/Tile: 7 apts. We regularly replace carpet and tile due to damage/wear and tear. For replacement, we have been upgrading from carpet/tile to vinyl flooring, which is more sustainable, attractive, and easier to clean and repair.
180850		University Village			15,088	Repair Stairwells: 7 stairwells. Seven stairwells require replacement of broken or damaged stair treads for safety.
180850		University Village			12,100	Replace Blinds: 4 bldgs. Blinds are overdue to be replaced due to damage/wear and tear. New blinds would provide consistency of the fixtures and increase aesthetic appeal of the apts.
180850		University Village			25,347	Replace 2 servers. Two servers are currently at the end of their lifespan and need to be replaced to improve security, add online functionality, and upgrade critical software.
180850		University Village			14,976	Duct Cleaning: 3 bldgs. The duct cleaning schedule is typically done in apts. where additional work has been completed, for health and safety.
180850		University Village			20,000	Star Rez Consolidation. Consolidating the UV Star Rez database with the UHS version will provide an upgrade in services and functions, as well as a long term cost savings.
180850		University Village			80,000	StarRez upgrade to PortalX: Consolidation with UHS. StarRez PortalX Implementation.
180850		University Village		35,585		Replace carpet and tile due to damage/wear and tear. For replacement, upgrading from carpet/tile to vinyl flooring, which is more sustainable, easier to clean and repair.
180850		University Village		8,674		Phase III toilets have been discontinued. We have already begun replacement on an individual basis, as current toilets break down.
180850		University Village		17,842		Phase II HVAC replacement began in 2016 with the need to replace ageing furnaces and the discontinuation of the refrigerant R-22.
	-	Total Student Housing	-	62,101	476,550	
Dining Services						
170104		Innovation Brew Works			73,400	Update HVAC system. Current HVAC system is not able to keep the IBW space cool during the summer. An exhaust fan needs to be installed and the current ducting system needs to be expanded out into dining room to provide air throughout the building.
170104		Innovation Brew Works			30,000	Add needed refrigeration space to meet increased demand, reduce labor expenses, enable bulk discount product buys, and enhance customer service. This will also eliminate the use of offsite refrigeration.
170135	20,000	Vista Market			20,000	Outdoor Tables/Seating.
170101		Taco Bell		25,000		Conversion of Taco Bell to Learning Laboratory partnership with CCHM.
170105		Poly Fresh	40,000			Replace 4 open aired coolers and 1 Freezer \$40,000, implement frictionless checkout (Zippin) \$45,000.
170130	30,000	Centerpointe	-	30,000		Development of and conversion to Chicken Concept.
	50,000	Total Dining Services	40,000	55,000	123,400	

2022-2023 CAPITAL BUDGET

Project	Reserves	Division	Prior Years	Approved 2021-22	Proposed 2022-23	
Enterprise Activities						
Kellogg West Conference Center & Hotel						
280510		Kellogg West Conference Center & Hotel	-	-	95,000	KW Client Experience Enhancement. KW offices serve as client facing meeting rooms that are used for sales. Current office furniture and carpet varies by room with no standard look or experience. Most desks are barely holding together with a current shortage of 3 work stations. The KW offices are used during client meetings and negotiations, and are not currently conducive to this types of meetings. The carpet is frayed at every entrance door and pose potential hazards as guests enter and exit the office spaces. The request was factored at \$15,000 per office with a 10% contingency. The remodel would replace existing mismatched/outdated furniture, replace carpet to match and paint all walls.
280510		Kellogg West Conference Center & Hotel	-	-	210,000	Woodview guest room remodel. 8 current Woodview rooms were remodeled due to a flood. This request would renovate the remaining 7 rooms. The new look reinforces the mid-century modern look and feel of Kellogg West. The renovation costs are based on \$30,000 per room which includes new paint, carpet, furniture, shower, television and artwork.
280510		Kellogg West Conference Center & Hotel	-	-	140,000	Exterior/Landscape remodel. The landscape/hardscape has begun to deteriorate at the entry and perimeter of Kellogg West. The current planter areas have begun to crack which poses a potential safety risk for guest.
		0 Total Kellogg West	-	-	445,000	
Administration						
190040		Executive Administration		50,000		Select door, window, and flooring upgrades to rectify leaks and safety issues (2021-22). Some windows leak, doors have gaps resulting in energy inefficiency, and flooring is faded in areas.
190040		Executive Administration			20,000	Bldg. 55 Wall & Paint Refresh. Walls damaged and marked, last painted in 2014.
190040		Executive Administration		15,000		Roof sealing for building 55 (2021-22).
190400		Human Resources			14,780	Kronos Timeclocks. Update timeclocks in various locations. The older model clocks are the InTouch 9000's, and were purchased in 2013. In order to clock in or out on the older clocks, Employees have to enter their Badge ID before scanning their fingers. This causes delays in recording their time as I've seen employees have to enter their badge ID multiple times (4 to 5 times in some cases) before getting it right as the touch screens are old and don't register exactly where they press.
190110		Human Resources	-	40,000		Expand area for additional staffing (2021-22).
		0 Total Admin/HR	-	105,000	34,780	
Information Technology						
190030		IT	-	20,000	10,000	UKG Workforce Ready - Updates of SAAS system to stay current with features, functionality, and security. (2019-20 Carryover).
190030		IT	15,000		5,000	Migration to POD IAAS - Hardware migration expenses related to moving equipment from b55 to new POD co-location facility. Including spare hardware, and peripheral equipment.(2019-20 Carryover).
190030		IT		35,000	22,000	One Solution v21 Improvements - Phase 2 of the One Solution v21 upgrade, StarRez Interface, and ongoing workflow development for vendor data records, project agreements, and Foundation Programs. Complete CDD to Cognos reports conversion. Post upgrade improvements including possible interface between One Solution & StarRez.
190030		IT			15,000	SIEM application & hardware server: Security information & Events Management application & hardware server. This tool will allow us to gain real-time analysis of security alerts generated in our infrastructure. Application & hardware costs associated with implementing security tool.
190030		IT			16,000	VMHost Installation: Add a 4th host to our VM infrastructure. Add a 4th host to vm infrastructure to add additional resources and fail over capability.
190030		IT			15,000	Laptop Rollout: IT to start offering laptops as workstations replacements. Improve mobility for employees who work remotely.
190030		IT			30,000	Grants Module Implementation: Purchase and implement the One Solution grants module. Grants module buildout to automate processes.
190030		IT			30,000	Budget Application: Budget application implementation.
190030		IT	10,000	-		Ricoh Document Mall Phase II - Implementation of advanced workflow automation for contract management and retention policy implementation. (2019-20 Carryover).
190030		IT	20,000	80,000		Odyssey Migration to CS Gold - Migration of Bronco Card services from the Odyssey server to the CS Gold server.
190030		IT	-	35,000		Financial System Improvements - The extension of One Solution to version 18, and ongoing workflow development for vendor data records, project agreements, and Foundation Programs. Complete CDD to Cognos reports conversion.
		0 Total Information Technology	45,000	170,000	143,000	

2022-2023 CAPITAL BUDGET

Project	Reserves	Division	Prior Years	Approved 2021-22	Proposed 2022-23	
Enterprise Activities						
Real Estate Activities						
190970		CTTI Buildings		-	15,000	Carpet replacement - tenant.
190970		Bldg. 97	10,000	-		Entrance door replacement.
200660		Bldg. 66	-	34,123		Roof was previously re-coated about 11-12 years ago, this process should occur every 10 years. Need to be re-coat to seal any openings to extend life.
200660		Bldg. 66	64,355			HVAC replacement needed, existing has exceeded life expectancy.
220080		CTTI Buildings	15,000			Carpet replacement - tenant (2020-21 carryover).
		0 Total Real Estate Activities	89,355	34,123	15,000	
Agriculture						
016200		Agronomy Farm			36,000	3-Row Direct Seeder. To Direct Plant Seed in New Plastic Mulch. Will replace hand seeding and weeding labor (by using plastic mulch) for crops including sweet corn, beans, peas. Estimated annual labor savings \$7,500.
016200		Agronomy Farm			16,500	Sweet Corn Sprayer. Replace 70 year old Corn Sprayer.
016200		Agronomy Farm			20,000	4 Seat 4x4 Utility Vehicle w/Dump Trailer. Replace Stolen Vehicle / Needed to Transport Crew and materials at Spadra.
016200		Agronomy Farm			65,000	Off-Road 4x4 Forklift. Needed to Work I Field for Harvest of Bins and Avoid Future Rental Costs. Estimated annual savings for rentals and improved efficiency in harvest \$7,300 / yr. = lifetime savings \$73,000.
020010		Cattle Unit			67,600	A truck is necessary to haul livestock etc. The current truck is worn out and experiencing cascading failures. We have been advised by the university garage services to replace it.
320300		Ornamental Horticulture			170,000	Greenhouse Shade Curtain Repair. Replacing 20 year old shade curtains. Shade curtain is essential to growing quality plants for both or retail sales and class/student research projects. Without proper shade curtain the sunlight in the greenhouse is not properly diffused, causing improper cooling in the greenhouse leading to sun heat stressed plants.
320300		Ornamental Horticulture			140,000	Greenhouse Pad Vent Support Repair. The pad vent and insect screened supports are deteriorating due to age and outside conditions.
320300		Ornamental Horticulture			8,000	Update exterior Greenhouse lighting. The lighting on the exterior of the greenhouses are faulty- They need to be repaired and upgraded to two-step lighting for the safety of our staff and students.
320300		Ornamental Horticulture			4,000	Greenhouse and Nursery Cameras. Cameras are needed due to increased theft in the nursery.
462530		Westwind Ranch			27,000	Water Mainline Pipe. Will allow Connection to alternate water source.
462610		Agriscapes Outreach			44,000	Cargo Van. Increasing need for Farm Produce Delivery and Farmers Markets. Estimated additional revenues at \$1,500 / week during 7 month market season = \$45,000 gross revenues = \$13,500 net revenues @ 30% return.
		0 Total Agriculture	-	-	598,100	
College of Extended University						
283500		CEU	16,000	59,000	50,000	Conversion of CEU Classrooms 104/105 - Bldg. 220A to HyFlex technology - due to COVID-19 pandemic. Expand instructional services to meet student needs.
283500		CEU			78,000	Software System - extension with Jenzabar to 6/30/22. Campus requested CEU extend current agreement with Jenzabar for 18 months
		0 Total CEU	16,000	59,000	128,000	

50,000	Prior Years & Proposed Capital Budget	254,710	485,224	2,304,830	Total 2022-23 Request
	Capital Funding from Reserves		30,000	20,000	
	Capital Funding from Operations		709,934	2,284,830	

3,044,764 Total new request + Prior Year carryovers

- LEGEND:**
- Health & Safety
 - ADA related
 - Deferred Maintenance
 - Programmatic
 - Contractual/Legal
 - Scheduled Renewals/Security



STUDENT BRONCO CARD

Are you a CPP student and need your first campus card? Read more to find out how and where you can get your Bronco Card as well as other Student Bronco Card information.



FACULTY/STAFF, EMERITI, AFFILIATES & AUXILIARIES BRONCO CARD

Read more to find out how and where you can get your faculty/staff, emeriti, affiliates or auxiliaries Bronco Card as well as other important Bronco Card information.



REPLACE MY BRONCO CARD

Did you lose your Bronco Card? Was your Bronco Card stolen? Click below to learn how to replace your campus card and protect your Bronco Card account.



Bronco Card Office Services

01

The Bronco Card

02

Bronco Bucks

03

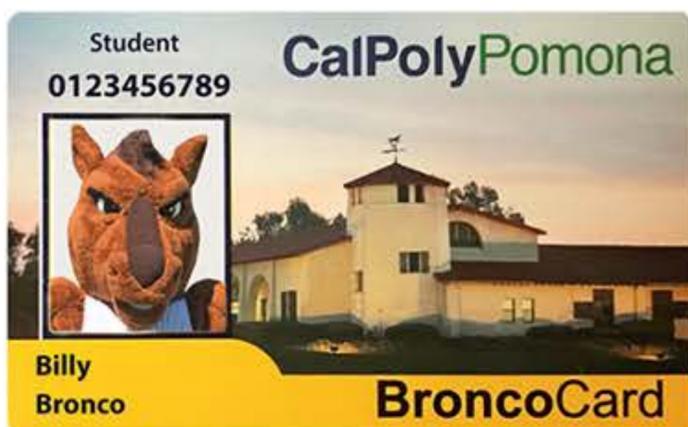
CPP Gift Cards

04

Commuter Meal Plans



THE CAL POLY POMONA BRONCO CARD



The Bronco Card is the official Cal Poly Pomona photo identification card for all Cal Poly Pomona faculty, staff, students and affiliates. It can also be used for dining services and convenience store locations, as well as access to campus services, buildings, and laboratories.

The Bronco Card is a non-transferable card and is the property of California State Polytechnic University, Pomona, CA 91768.

Click on the buttons below to find out more.

Students

Staff, Faculty, Emeriti

Affiliates, and Auxiliaries



October 1-30, 2022

HOME ABOUT ATTEND ATTRACTIONS VIDEOS FIELD TRIPS CONTACT [Ticket Info](#)

AMAZING 2021 SEASON!



THE FAIR WILL RETURN

MAY 5-30, 2022

We're going *Back To Our Roots* this year and we can't wait to do it with all of YOU! It's going to be a-MAY-zing!



THE PATH FORWARD- FALL 2022
Foundation Hospitality Services @ CPP

Created By Students For Students



Summary



FOUNDATION
DINING SERVICES
@ CAL POLY POMONA
WE CREATE EXCEPTIONAL DINING EXPERIENCES TO SUPPORT AND NOURISH THE CAL POLY POMONA COMMUNITY

FALL 2021

~20%

- Total Operating Hours Per Week 583
- Limited AM and PM offering
 - 4 open by 8 AM or Before
 - 5 open 6 PM or later
- 15 Active Locations

SPRING 2022

45% - 50%

- Total Operating Hours Per Week 860
- Expanded AM and PM offering
 - 7 Open by 8 AM or before
 - 10 open 6 PM or later
- 19 Active Locations

FALL 2022

>85%

- Total Operating Hours Per Week 1,111 (30% Increase)
- Expanded AM and PM offering
 - 11 Open by 8 AM or before
 - 13 open 6 PM or later
- 25 Active Locations
- Deployment of additional food trucks during busy lunch periods

New Concepts



FOUNDATION
DINING SERVICES
@ CAL POLY POMONA
We create exceptional dining experiences to support and nourish the Cal Poly Pomona Community



eat
well
at CPP

The logo for "eat well at CPP", with "eat" and "well" in a dark green font and "at CPP" in a lighter green font. There are three green leaves to the right of the word "well".

SUSHIBAR

Strategic Plan Update



FOUNDATION
DINING SERVICES
@ CAL POLY POMONA
WE CREATE EXCEPTIONAL DINING EXPERIENCES TO SUPPORT AND NOURISH THE CAL POLY POMONA COMMUNITY

- Evaluate and recommend a blend of branded vs. in-house retail operations for future Campus Center Marketplace food hall complete with optimized seating capacities and pro-forma financial projections.
- Provide a programmatic and financial analysis of a self-operated dining program versus participation in new systemwide Food Service MSA.
- Review and validate residential dining zone (retail and AYCTE) capacity and services, with assumption of phase II UHS Housing addition of 650 beds.
- Analyze and quantify financial, space, and capacity considerations surrounding construction of a central food and produce processing commissary.
- Identify and quantify revenue streams and efficiencies gained through the development of a centralized approach to managing campus conference and events program.

Spring 2022 Bronco Bookstore Instant Access Program Update:

FALL 2021	SPRING 2022
572 COURSES, 1223 SECTIONS	600 COURSES, 1262 SECTIONS
36.3% OF SECTIONS USING COURSE MATERIALS PARTICIPATE IN IA	38.2% OF SECTIONS USING COURSE MATERIALS PARTICIPATE IN IA
37409 UNITS PROVIDED	35452 UNITS PROVIDED
81.1% OPTED IN RATE	79.4% OPTED IN
80% OF STUDENT BODY WITH AT LEAST 1 IA COURSE (22,328 unique students)	80% OF STUDENT BODY WITH AT LEAST 1 IA COURSE (20,110 unique students)
\$1,981,008 GROSS REVENUE	\$1,896,687 GROSS REVENUE
\$1.31M SAVED COMPARED TO NEW PRINT BOOKS	\$1.25M SAVED COMPARED TO NEW PRINT BOOKS

IA GROWTH IMPACT ON COURSE MATERIALS DIVISION



What's Next? SDSU Introduces Equitable Access for F'22

Equitable Access (EA) is a course materials model where the Bookstore:

- Provides access to all required materials for all Classes to all enrolled students at one low cost
 - Cost may be determined on per semester or per credit hour basis
- Students can opt out of the program, but not out of individual classes
- EA is a digital first concept but also includes OER, print, and library content
- Faculty maintain academic freedom in choosing course materials
- All students have timely access and equal playing field

UC Davis launched a per-semester based program in F '20, followed by others around the country.

SDSU Program Details:

- Worked w/actuarial company and materials vendor to establish cost of all adopted materials
- Student cost = \$22/credit hour
- Default content mode is digital, but will provide new or used print books for what can't be digital



<https://www.shopaztecs.com/t-equitableaccess.aspx>



Mt. SAC visit, Monday, March 28th

University Village

Dave Laxamana, *Director of Foundation Housing Services*

Regina Allison, *Associate Director of Operations*

Foundation

Jared Ceja, *Executive Director/CEO*

Mt. SAC

Morris Rodrigue, *Vice President, Administrative Services*

Thomas Mauch, *Associate Vice President, Student Services*

Christopher Dickson, *Director, International Students*

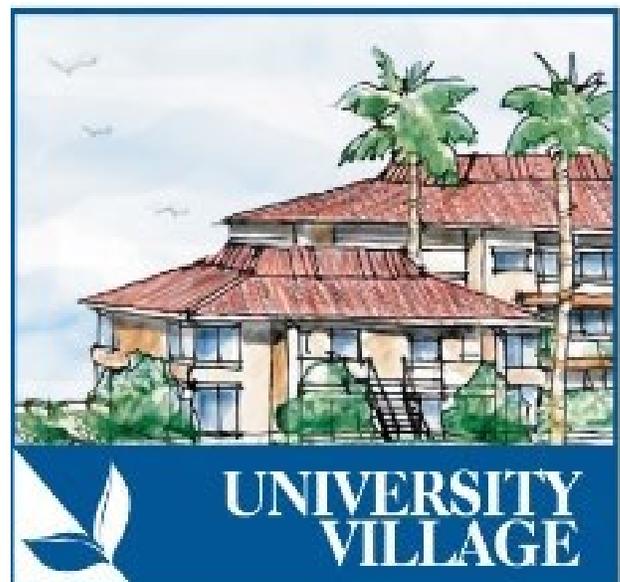
Patricia Montoya, *Assistant Director, Admissions and Records*

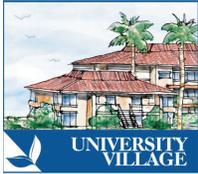
Rigo Estrada, *Manager, Basic Needs Resources*

Joseph Jennum, *Dean, Kinesiology, Athletics & Dance*

Tammy Knott-Silva, *Associate Dean, Kinesiology, Athletics & Dance*

Marc Ruh, *Professor Kinesiology*

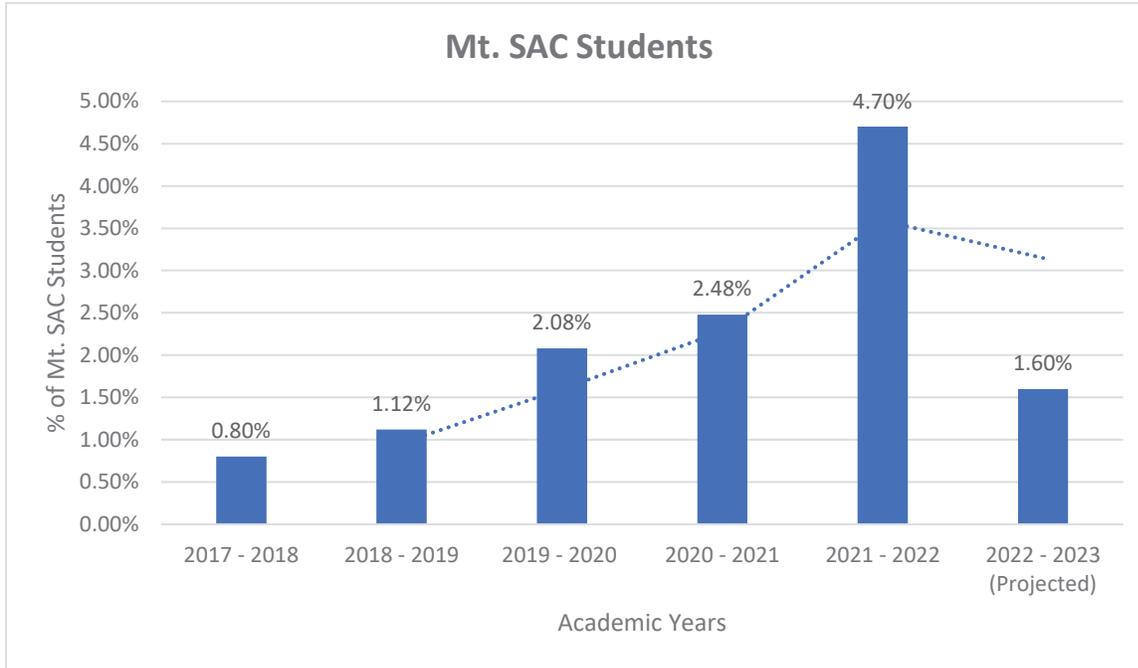




Cal Poly Pomona Foundation, Inc.
3400 Poly Vista, Building 300
Pomona, CA 91768

(909) 869-4242 ph
(909) 869-4155 fx
village@cpp.edu

Mt. SAC Student Occupancy (2017-2023)



2017 – 2018

0.8% Mt. SAC Students

2018 – 2019

1.12% Mt. SAC Students

2019 – 2020

2.08% Mt. SAC Students

2020 – 2021

2.48% Mt. SAC Students

2021 – 2022

4.7% Mt. SAC Students

2022 -2023 (Projected)

1.6% Mt. SAC Students

*The increase of Mt. SAC students during 2020 – 2021 was due to CPP classes being fully online.