



FOUNDATION BUDGET 2021-22

Cal Poly Pomona Foundation
TOTAL FOUNDATION
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Administrative Fees	2,754,800		2,644,995	2,644,995
Indirect Cost Recoveries	1,421,318	1,387,085	1,387,085	
Investment Returns	911,550	3,847,796	1,888,413	(1,959,383)
Other	727,198	762,536	1,073,870	311,334
Sales	40,617,755	17,002,086	40,801,556	23,799,470
Total Revenues	46,432,621	22,999,503	47,795,919	24,796,416
Cost of Goods Sold	9,766,193	2,546,181	10,233,477	7,687,296
Expenditures- Controllable				
Utilities	1,451,666	1,060,477	1,462,704	402,227
Agr/RE Fees	383,322	337,256	328,574	(8,682)
Feed	27,645	41,197	37,472	(3,725)
Insurance	352,239	353,618	393,132	39,514
Repairs & Maintenance	2,284,139	2,071,780	2,780,152	708,372
Meals & Refreshments	75,899	27,811	49,694	21,883
Postage & Freight	40,758	23,030	56,077	33,047
Advertising	209,650	69,055	243,595	174,540
Rent/Commissions	400,314	793,618	974,335	180,717
Salaries & Wages	8,820	7,000	8,000	1,000
Services	3,958,356	1,295,334	3,912,123	2,616,789
Supplies	1,066,974	701,711	767,827	66,116
Telephone	497,052	253,770	492,356	238,586
Travel	81,537	40,727	33,027	(7,700)
Laundry	147,902	59,938	132,181	72,243
REAL ESTATE FEES	45,000	16,057	25,655	9,598
Other	959,002	512,257	840,441	328,184
Total Expenditures- Controllable	11,990,275	7,664,636	12,537,345	4,872,709
Expenditures- Non-Controllable				
Administrative Fees	2,754,350	1,044,272	2,644,993	1,600,721
Depreciation	3,504,849	3,448,870	3,413,759	(35,111)
Interest Expense	1,928,170	1,851,747	1,784,708	(67,039)
Rent/Commissions	162,807	19,336	103,229	83,893
Bank Card Fees	409,234	107,791	375,905	268,114
Other	919,322	688,935	835,653	146,718
Total Expenditures- Non-Controllable	9,678,732	7,160,951	9,158,247	1,997,296
Labor Costs				
Salaries & Wages	10,582,520	6,491,884	10,688,599	4,196,715
Employee Benefits	4,938,085	3,538,100	4,782,681	1,244,581
Total Labor Costs	15,520,605	10,029,984	15,471,280	5,441,296
Total Expenses	46,955,805	27,401,752	47,400,349	19,998,597
Net Income	(523,184)	(4,402,249)	395,569	4,797,818

Cal Poly Pomona Foundation
BRONCO BOOKSTORE
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	190,700		219,569	219,569
Sales	7,774,770		7,857,494	7,857,494
Total Revenues	7,965,470		8,077,063	8,077,063
Cost of Goods Sold				
Cost of Goods Sold	5,771,506		6,064,936	6,064,936
Total Cost of Goods Sold	5,771,506		6,064,936	6,064,936
Expenditures- Controllable				
Utilities	49,140		44,323	44,323
Insurance	12,181		12,480	12,480
Repairs & Maintenance	15,400		14,000	14,000
Meals & Refreshments	2,400		2,400	2,400
Postage & Freight	6,000		6,000	6,000
Advertising	10,800		16,500	16,500
Rent/Commissions	4,800		2,436	2,436
Services	48,300		66,150	66,150
Supplies	39,120		40,320	40,320
Telephone	19,200		19,200	19,200
Other	900		4,100	4,100
Total Expenditures- Controllable	208,241		227,909	227,909
Expenditures- Non-Controllable				
Administrative Fees	330,702		241,596	241,596
Depreciation	161,224		114,456	114,456
Bank Card Fees	97,656		101,306	101,306
Other	220		432	432
Total Expenditures- Non-Controllable	589,802		457,790	457,790
Labor Costs				
Salaries & Wages	1,008,011		927,432	927,432
Employee Benefits	322,841		385,891	385,891
Total Labor Costs	1,330,852		1,313,323	1,313,323
Total Expenses	7,900,401		8,063,958	8,063,958
Net Income	65,069		13,105	13,105

Cal Poly Pomona Foundation
DINING SERVICES
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	220,776	319,731	502,989	183,258
Sales	12,423,316	7,128,497	12,308,736	5,180,239
Total Revenues	12,644,092	7,448,228	12,811,725	5,363,497
Cost of Goods Sold				
Cost of Goods Sold	3,306,857	1,935,955	3,492,661	1,556,706
Total Cost of Goods Sold	3,306,857	1,935,955	3,492,661	1,556,706
Expenditures- Controllable				
Utilities	281,102	263,580	327,689	64,109
Insurance	30,828	42,636	36,216	(6,420)
Repairs & Maintenance	279,949	246,104	235,503	(10,601)
Meals & Refreshments	1,486	661	50	(611)
Postage & Freight		2,690	1,200	(1,490)
Advertising	30,197	17,532	23,829	6,297
Rent/Commissions	281,130	52,263	142,729	90,466
Services	56,475	162,604	186,552	23,948
Supplies	487,533	325,557	371,672	46,115
Telephone	70,087	53,199	52,200	(999)
Travel	1,290	1,444		(1,444)
Laundry	74,856	47,742	60,262	12,520
Other	25,509	27,481	29,739	2,258
Total Expenditures- Controllable	1,620,442	1,243,493	1,467,641	224,148
Expenditures- Non-Controllable				
Administrative Fees	788,035	542,160	832,765	290,605
Depreciation	877,133	1,083,201	1,027,161	(56,040)
Interest Expense	1,013,496	1,013,496	1,013,496	
Rent/Commissions	149,517	8,545	93,129	84,584
Bank Card Fees	172,410	67,486	140,306	72,820
Other	377,483	232,184	256,925	24,741
Total Expenditures- Non-Controllable	3,378,074	2,947,072	3,363,782	416,710
Labor Costs				
Salaries & Wages	3,418,747	1,604,375	3,326,231	1,721,856
Employee Benefits	1,524,954	1,232,221	1,170,805	(61,416)
Total Labor Costs	4,943,701	2,836,596	4,497,036	1,660,440
Total Expenses	13,249,074	8,963,116	12,821,119	3,858,003
Net Income	(604,982)	(1,514,888)	(9,394)	1,505,493

Cal Poly Pomona Foundation
KELLOGG WEST HOTEL & CONFERENCE CENTER
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Sales	1,160,950	257,474	1,176,140	918,666
Total Revenues	1,160,950	257,474	1,176,140	918,666
Expenditures- Controllable				
Utilities	75,160	28,677	71,983	43,306
Agr/RE Fees	402	2,466	4,932	2,466
Insurance		24,262	27,804	3,542
Repairs & Maintenance	99,866	20,700	121,057	100,357
Meals & Refreshments	1,800	748	240	(508)
Postage & Freight	360	812	660	(152)
Advertising	4,903	500	2,750	2,250
Rent/Commissions	450	1,802	4,617	2,815
Services	195,239	31,750	124,944	93,194
Supplies	36,043	19,872	20,113	241
Telephone	36,000	1,000	42,000	41,000
Travel	300	1,564		(1,564)
Laundry	70,646	10,000	70,569	60,569
Other	6,009	40,200	19,998	(20,202)
Total Expenditures- Controllable	527,178	184,353	511,667	327,314
Expenditures- Non-Controllable				
Administrative Fees	75,465	16,501	76,447	59,946
Depreciation	22,920	23,856	16,860	(6,996)
Rent/Commissions		731		(731)
Bank Card Fees	14,700	2,273	14,767	12,494
Other		494	450	(44)
Total Expenditures- Non-Controllable	113,085	43,855	108,524	64,669
Labor Costs				
Salaries & Wages	375,902	130,000	527,054	397,054
Employee Benefits	155,675	75,000	211,453	136,453
Total Labor Costs	531,577	205,000	738,507	533,507
Total Expenses	1,171,840	433,208	1,358,698	925,490
Net Income	(10,890)	(175,734)	(182,558)	(6,824)

Cal Poly Pomona Foundation
VILLAGE
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	89,410	14,454	70,284	55,830
Sales	6,695,638	743,177	6,175,770	5,432,593
Total Revenues	6,785,048	757,631	6,246,054	5,488,423
Expenditures- Controllable				
Utilities	510,804	423,183	562,922	139,739
Insurance	117,000	109,153	112,428	3,275
Repairs & Maintenance	328,408	135,138	203,068	67,930
Meals & Refreshments	14,964	2,000	3,540	1,540
Postage & Freight	300	400	300	(100)
Advertising	5,724	1,950	3,300	1,350
Rent/Commissions	7,836	2,512	2,640	128
Services	320,246	299,119	328,977	29,858
Supplies	37,308	11,149	36,500	25,351
Telephone	300,750	172,000	309,768	137,768
Travel		(215)		215
Laundry	600			
Other	100,220	50,828	50,443	(385)
Total Expenditures- Controllable	1,744,160	1,207,217	1,613,886	406,669
Expenditures- Non-Controllable				
Administrative Fees	441,005	54,965	405,993	351,028
Depreciation	1,451,728	1,519,269	1,337,976	(181,293)
Interest Expense	786,648	747,758	713,220	(34,538)
Bank Card Fees	62,496	11,140	64,080	52,940
Other	177,996	185,715	196,140	10,425
Total Expenditures- Non-Controllable	2,919,873	2,518,847	2,717,409	198,562
Labor Costs				
Salaries & Wages	802,254	557,782	987,991	430,209
Employee Benefits	509,025	459,718	569,324	109,606
Total Labor Costs	1,311,279	1,017,500	1,557,315	539,815
Total Expenses	5,975,312	4,743,564	5,888,610	1,145,046
Net Income	809,736	(3,985,933)	357,443	4,343,376

Cal Poly Pomona Foundation
REAL ESTATE
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Investment Returns	76,020	79,070	77,259	(1,811)
Other	178,112	396,745	231,371	(165,374)
Sales	4,571,110	4,814,683	6,112,194	1,297,511
Total Revenues	4,825,242	5,290,498	6,420,824	1,130,326
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	403,118	282,225	338,317	56,092
Insurance	46,428	43,502	43,440	(62)
Repairs & Maintenance	1,206,595	1,375,384	1,864,426	489,042
Postage & Freight	120		120	120
Advertising	2,250	250	2,150	1,900
Rent/Commissions	9,000	678,414	758,610	80,196
Services	321,768	132,836	253,894	121,058
Supplies	33,080	6,412	31,516	25,104
Telephone	7,500	2,790	3,828	1,038
Travel	475		475	475
REAL ESTATE FEES	45,000	16,057	25,655	9,598
Other	65,015	56,268	59,533	3,265
Total Expenditures- Controllable	2,140,349	2,594,138	3,381,964	787,826
Expenditures- Non-Controllable				
Administrative Fees	236,896	262,366	309,791	47,425
Depreciation	769,299	662,318	687,878	25,560
Interest Expense	27,026	38,610	2,996	(35,614)
Other	14,000	5,818	14,312	8,494
Total Expenditures- Non-Controllable	1,047,221	969,112	1,014,977	45,865
Labor Costs				
Salaries & Wages	127,280	173,856	129,931	(43,925)
Employee Benefits	64,290	78,328	75,427	(2,901)
Total Labor Costs	191,570	252,184	205,358	(46,826)
Total Expenses	3,379,140	3,815,434	4,602,299	786,865
Net Income	1,446,102	1,475,064	1,818,525	343,461

Cal Poly Pomona Foundation
DESIGNATED GIFTS
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Cost of Goods Sold				
Cost of Goods Sold	2,870			
Total Cost of Goods Sold	2,870			
Expenditures- Controllable				
Repairs & Maintenance	240	250		(250)
Services	250,000		250,000	250,000
Laundry	450			
Total Expenditures- Controllable	250,690	250	250,000	249,750
Other	30	415		(415)
Labor Costs				
Salaries & Wages	7,560			
Employee Benefits	941			
Total Labor Costs	8,501			
Total Expenses	262,091	665	250,000	249,335
Net Income	(262,091)	(665)	(250,000)	(249,335)

Cal Poly Pomona Foundation
RESEARCH OFFICE
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Indirect Cost Recoveries	1,421,318	1,387,085	1,387,085	
Total Revenues	1,421,318	1,387,085	1,387,085	
Expenditures- Controllable				
Insurance	700	700		(700)
Meals & Refreshments	9,300	9,300	9,300	
Postage & Freight	300	300	300	
Advertising	400	400	400	
Rent/Commissions	45,400	46,000	46,000	
Services	158,480	162,080	159,080	(3,000)
Supplies	10,200	12,200	9,200	(3,000)
Travel	15,500	4,500		(4,500)
Other	445,702	138,500	450,602	312,102
Total Expenditures- Controllable	685,982	373,980	674,882	300,902
Expenditures- Non-Controllable				
Administrative Fees	595,935		575,000	575,000
Total Expenditures- Non-Controllable	595,935		575,000	575,000
Labor Costs				
Salaries & Wages	92,781	170,252	79,760	(90,492)
Employee Benefits	26,620	43,578	37,443	(6,135)
Total Labor Costs	119,401	213,830	117,203	(96,627)
Total Expenses	1,401,318	587,810	1,367,085	779,275
Net Income	20,000	799,275	20,000	(779,275)

Cal Poly Pomona Foundation
AGRICULTURE
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other	41,600	25,090	20,607	(4,483)
Sales	3,398,046	2,856,215	3,267,138	410,923
Total Revenues	3,439,646	2,881,305	3,287,745	406,440
Cost of Goods Sold				
Cost of Goods Sold	684,960	610,226	675,880	65,654
Total Cost of Goods Sold	684,960	610,226	675,880	65,654
Expenditures- Controllable				
Utilities	81,118	62,812	64,306	1,494
Agr/RE Fees	382,920	334,790	323,642	(11,148)
Feed	27,645	41,197	37,472	(3,725)
Insurance	21,276	11,900	21,772	9,872
Repairs & Maintenance	68,600	46,143	61,432	15,289
Meals & Refreshments	10,685	4,572	10,160	5,588
Postage & Freight	4,092	4,617	22,950	18,333
Advertising	15,320	14,549	25,070	10,521
Rent/Commissions	13,200	12,627	5,400	(7,227)
Services	442,867	259,180	306,420	47,240
Supplies	201,138	127,909	142,963	15,054
Telephone	3,480	2,554	2,040	(514)
Travel	9,172	3,085	3,902	817
Laundry	1,350	2,196	1,350	(846)
Other	100,885	80,491	92,833	12,342
Total Expenditures- Controllable	1,383,748	1,008,622	1,121,712	113,090
Expenditures- Non-Controllable				
Administrative Fees	142,805	115,828	133,804	17,976
Depreciation	60,624	57,431	60,624	3,193
Bank Card Fees	27,870	23,034	27,540	4,506
Other	13,900	12,875	13,900	1,025
Total Expenditures- Non-Controllable	245,199	209,168	235,868	26,700
Labor Costs				
Salaries & Wages	887,865	842,316	961,289	118,973
Employee Benefits	234,277	253,840	298,043	44,203
Total Labor Costs	1,122,142	1,096,156	1,259,332	163,176
Total Expenses	3,436,049	2,924,172	3,292,792	368,620
Net Income	3,597	(42,867)	(5,047)	37,820

Cal Poly Pomona Foundation
CEU TOTAL
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Other			22,450	22,450
Sales	2,084,340	1,165,591	1,309,265	143,674
Total Revenues	2,084,340	1,165,591	1,331,715	166,124
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	34,604		34,564	34,564
Insurance	2,110		3,000	3,000
Repairs & Maintenance	14,500		12,904	12,904
Meals & Refreshments	24,300		6,000	6,000
Postage & Freight	7,550	3,000	3,700	700
Advertising	72,742	16,777	55,065	38,288
Rent/Commissions	36,098		7,103	7,103
Services	155,751	256,726	220,989	(35,737)
Supplies	131,421	126,406	43,002	(83,404)
Telephone	7,080	1,500	10,265	8,765
Travel	53,200	349	6,250	5,901
Other	96,011	11,930	14,048	2,118
Total Expenditures- Controllable	635,367	416,688	416,890	202
Administrative Fees	93,887	52,452	69,597	17,145
Depreciation	23,004		20,124	20,124
Rent/Commissions	3,690	3,660	500	(3,160)
Bank Card Fees	27,904	3,125	22,106	18,981
Other	176,321	44,612	106,910	62,298
Labor Costs				
Salaries & Wages	1,408,272	533,513	740,591	207,078
Employee Benefits	466,230	91,940	310,175	218,235
Total Labor Costs	1,874,502	625,453	1,050,766	425,313
Total Expenses	2,834,675	1,145,990	1,686,893	540,903
Net Income	(750,335)	19,601	(355,178)	(374,779)

Cal Poly Pomona Foundation
FOUNDATION PROGRAMS
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Sales	1,995,516		2,053,848	2,053,848
Total Revenues	1,995,516		2,053,848	2,053,848
Expenditures- Controllable				
Services	1,945,896		2,053,848	2,053,848
Total Expenditures- Controllable	1,945,896		2,053,848	2,053,848
Expenditures- Non-Controllable				
Administrative Fees	49,620			
Total Expenditures- Non-Controllable	49,620			
Total Expenses	1,995,516		2,053,848	2,053,848
Net Income				

Cal Poly Pomona Foundation
ADMINISTRATION
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Administrative Fees	2,754,800		2,644,995	2,644,995
Other	6,600	6,516	6,600	84
Sales	514,069	36,449	540,971	504,522
Total Revenues	3,275,469	42,965	3,192,566	3,149,601
Cost of Goods Sold				
Total Cost of Goods Sold				
Expenditures- Controllable				
Utilities	16,620		18,600	18,600
Insurance	121,716	121,465	135,992	14,527
Repairs & Maintenance	270,581	248,061	267,762	19,701
Meals & Refreshments	10,964	10,530	18,004	7,474
Postage & Freight	22,036	11,211	20,847	9,636
Advertising	67,314	17,097	114,531	97,434
Rent/Commissions	2,400		4,800	4,800
Salaries & Wages	8,820	7,000	8,000	1,000
Services	63,334	(8,961)	(38,731)	(29,770)
Supplies	91,131	72,206	72,541	335
Telephone	52,955	20,727	53,055	32,328
Travel	1,600	30,000	22,400	(7,600)
Other	118,751	106,559	119,145	12,586
Total Expenditures- Controllable	848,222	635,895	816,946	181,051
Expenditures- Non-Controllable				
Depreciation	138,917	102,795	148,680	45,885
Interest Expense	101,000	51,883	54,996	3,113
Rent/Commissions	9,600	6,400	9,600	3,200
Bank Card Fees	6,198	733	5,800	5,067
Other	95,520	101,999	98,824	(3,175)
Total Expenditures- Non-Controllable	351,235	263,810	317,900	54,090
Labor Costs				
Salaries & Wages	2,453,848	2,479,790	3,008,320	528,530
Employee Benefits	1,633,232	1,303,475	1,724,120	420,645
Total Labor Costs	4,087,080	3,783,265	4,732,440	949,175
Total Expenses	5,286,537	4,682,970	5,867,286	1,184,316
Net Income	(2,011,068)	(4,640,005)	(2,674,720)	1,965,285

Cal Poly Pomona Foundation
INVESTMENTS
Consolidated Budget Comparison Summary
For the 2021-22 Fiscal Year

	2020-21 Prior Year Budget	2020-21 Forecast	2021-22 Approved	\$ Change Forecast to Approved Budget
Revenues				
Investment Returns	835,530	3,768,726	1,811,154	(1,957,572)
Total Revenues	835,530	3,768,726	1,811,154	(1,957,572)
Expenditures- Non-Controllable				
Other	63,852	104,823	147,760	42,937
Total Expenditures- Non-Controllable	63,852	104,823	147,760	42,937
Total Expenses	63,852	104,823	147,760	42,937
Net Income	771,678	3,663,903	1,663,394	(2,000,509)

CAL POLY POMONA FOUNDATION, INC.
2021-2022 APPRPVED CAPITAL BUDGET

Reserves	Division	Prior Years Remaining	Approved 2021-22	
	Bronco Bookstore			
	Bookstore	64,355	-	HVAC replacement needed, existing has exceeded life expectancy.
	Total Bronco Bookstore	64,355	-	
	Student Housing			
	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.
	University Village		8,674	Phase III toilets have been discontinued. We have already begun replacement on an individual basis, as current toilets break down.
	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	
	Dining Services			
	Poly Trolley		85,000	Poly Trolley truck replacement
	CCMP Overhead	50,000		Repairs and upgrades to common areas, flooring, bathroom and items related to returning from Covid-19 shut down (Carryover 2019-20)
	Taco Bell		25,000	Conversion of Taco Bell to Learning Laboratory partnership with CCHM
	Poly Fresh	40,000	45,000	Replace 4 open aired coolers and 1 Freezer \$40,000, implement frictionless checkout (Zippin) \$45,000
60,000	Centerpointe	60,000		Upgrade to dishwashing area to improve efficiency, safety, and sanitation
30,000	Centerpointe	-	30,000	Development of and conversion to Chicken Concept
	Dining Administration	-	49,000	C-Store Conversion to Clover POS \$39,000 (Annual fee savings of \$10k) Implementation of robotic robot delivery program \$10,000
	Total Dining Services	150,000	234,000	
	Kellogg West Conference Center & Hotel			
	Total Kellogg West Conference Center & Hotel	-	80,000	Repairs and upgrades to Rooms, Public areas activites related to returning from Covid-19 shut down
	Administration			
	Executive Administration		50,000	Select door, window, and flooring upgrades to rectify leaks and safety issues (2021-22)
	Executive Administration		15,000	Roof sealing for building 55 (2021-22)
	Human Resources	-	40,000	Expand area for additional staffing (2021-22)
	Management Information System			
	IT/MIS	-	20,000	UKG Workforce Ready - Updates of SAAS system to stay current with features, functionality, and security. (2019-20 Carryover)
	IT/MIS	15,000		Migration to POD IAAS - Hardware migration expenses related to moving equipment from b55 to new POD co-location facility. Including spare hardware, and peripheral equipment.(2019-20 Carryover)
	IT/MIS	10,000	-	Ricoh DocumentMall Phase II - Implementation of advanced workflow automation for contract management and retention policy implementation. (2019-20 Carryover)
	IT/MIS	20,000	80,000	Odyssey Migration to CS Gold - Migration of Bronco Card services from the Odyssey server to the CS Gold server.
	IT/MIS	-	35,000	Financial System Improvements - The extension of OneSolution to version 18, and ongoing workflow development for vendor data records, project agreements, and Foundation Programs. Complete CDD to Cognos reports conversion
	Total IT/Management Information System	45,000	135,000	

CAL POLY POMONA FOUNDATION, INC.
2021-2022 APPROVED CAPITAL BUDGET

Reserves	Division	Prior Years Remaining	Approved 2021-22	
	Real Estate Activities			
	Bldg. 97	10,000	-	Entrance door replacement
	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.
	Bldg. 66	64,355		HVAC replacement needed, existing has exceeded life expectancy.
	CTTI Buildings	15,000		Carpet replacement - tenant (2020-21 carryover)
	Total Real Estate Activities	89,355	34,123	
	College of Extended University			
	CEU	16,000	59,000	Conversion of CEU Classrooms 104/105 - Bldg. 220A to HyFlex technology - due to COVID-19 pandemic. Expand instructional services to meet student needs.
	Total College of Extended University	16,000	59,000	

90,000

Prior Years and Approved Capital Budget	364,710	709,224
Total Prior Years and Approved Capital Budget		1,073,934
Capital Funding from Reserves		(90,000)
Capital Funding from Operations		<u>983,934</u>

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

	REVENUE			EXPENDITURES			NET SURPLUS/(DEFICIT)		
	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget
	2020-2021	2020-2021	2021-2022	2020-2021	2020-2021	2021-2022	2020-2021	2020-2021	2021-2022
GENERAL ACTIVITIES:									
ADMINISTRATION	3,275,469	42,965	3,192,566	5,286,537	4,682,970	5,867,286	(2,011,068)	(4,640,005)	(2,674,720)
ENTERPRISE ACTIVITIES:									
BRONCO BOOKSTORE	7,965,470	0	8,077,063	7,900,401	0	8,063,958	65,069	0	13,105
DINING SERVICES									
POLY TROLLEY	0	0	0	0	0	0	0	0	0
FRESH ESCAPES	112,668	0	0	99,645	8,305	446	13,023	(8,305)	(446)
CARL'S JR.	297,661	0	199,363	258,582	9,427	182,858	39,079	(9,427)	16,505
PONY EXPRESS - CCMP	338,169	0	459,432	297,964	29,232	461,045	40,205	(29,232)	(1,613)
PONY EXPRESS - CLA	0	0	0	7,200	12,686	0	(7,200)	(12,686)	0
INNOVATION BREW WORKS	826,794	500,212	670,478	865,826	622,604	735,821	(39,032)	(122,392)	(65,343)
POLY FRESH	197,299	0	242,051	145,603	7,985	246,613	51,696	(7,985)	(4,562)
PONY EXPRESS - ENV	74,500	0	0	58,393	2,272	0	16,107	(2,272)	0
SOLAR CART	0	0	0	0	6,244	0	0	(6,244)	0
STARBUCKS COFFEE	512,695	0	657,183	484,853	62,270	604,784	27,842	(62,270)	52,399
INTERNATIONAL GROUNDS	63,442	0	0	59,929	3,279	0	3,513	(3,279)	0
PANDA EXPRESS	59,792	0	85,041	4,487	0	5,694	55,305	0	79,347
HIBACHI SAN	54,460	0	41,060	2,936	2,866	393	51,524	(2,866)	40,667
CENTERPOINTE	4,172,465	4,894,867	6,156,290	4,795,587	5,277,576	5,619,761	(623,122)	(382,709)	536,529
LOLLICUP	170,110	8,229	199,004	166,201	82,396	209,401	3,909	(74,167)	(10,397)
VISTA CAFÉ	817,322	900,000	835,610	742,692	620,066	827,621	74,630	279,934	7,989
DENNYS	360,283	0	0	371,142	68,698	3,324	(10,859)	(68,698)	(3,324)
VENDING	50,763	60,100	82,695	10,908	10,985	46,838	39,855	49,115	35,857
BREWING EDUCATION PROGRAM	42,144	0	0	51,288	18,756	18,696	(9,144)	(18,756)	(18,696)
QDOBA	526,000	0	473,292	421,855	7,371	398,402	104,145	(7,371)	74,890
JAMBA JUICE	142,500	0	0	157,588	8,123	5,104	(15,088)	(8,123)	(5,104)
SUBWAY	437,951	0	431,394	396,476	21,062	425,191	41,475	(21,062)	6,203
ROUND TABLE	299,255	0	0	253,519	30,597	22,418	45,736	(30,597)	(22,418)
DINING ADMINISTRATION	25,900	5,759	0	441,736	229,794	698,963	(415,836)	(224,035)	(698,963)
SADDLES CAFÉ	198,557	0	0	169,641	16,334	12,862	28,916	(16,334)	(12,862)
TACO BELL	151,407	0	0	141,278	2,875	0	10,129	(2,875)	0
EINSTEIN'S BAGELS	210,000	0	20,741	217,127	12,470	5,041	(7,127)	(12,470)	15,700
PONY EXPRESS AT CBA	211,000	0	345,381	208,082	26,187	285,655	2,918	(26,187)	59,726
H-CAFÉ	0	0	0	2,699	6,349	2,285	(2,699)	(6,349)	(2,285)
BSC & CAMPUS CENTER/OVERHEAD	0	0	0	365,740	107,328	405,974	(365,740)	(107,328)	(405,974)
RETAIL KITCHEN	933,090	0	0	633,414	49,073	40,884	299,676	(49,073)	(40,884)
RETAIL CATERING	0	0	0	0	19,535	0	0	(19,535)	0
SCE LOBBY SHOP	0	0	0	0	5,791	0	0	(5,791)	0
RECHARGE CAFÉ - SCE	85,282	0	114,740	86,616	25,063	115,720	(1,334)	(25,063)	(980)
KW - CATERING/CONF. FOODS	1,272,583	1,079,061	1,797,970	1,330,067	1,549,517	1,439,325	(57,484)	(470,456)	358,645
TOTAL DINING SERVICES	12,644,092	7,448,228	12,811,725	13,249,074	8,963,116	12,821,119	(604,982)	(1,514,888)	(9,394)

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

FISCAL YEAR

REVENUE

EXPENDITURES

NET SURPLUS/(DEFICIT)

	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget	Revised Budget	Current Forecast	Approved Budget
	2020-2021	2020-2021	2021-2022	2020-2021	2020-2021	2021-2022	2020-2021	2020-2021	2021-2022
KW CONFERENCE CENTER & LODGE	1,160,950	257,474	1,176,140	1,171,840	433,208	1,358,698	(10,890)	(175,734)	(182,558)
UNIVERSITY VILLAGE	6,785,048	757,631	6,246,054	5,975,312	4,743,564	5,888,611	809,736	(3,985,933)	357,443
REAL ESTATE	4,825,242	5,290,498	6,420,824	3,379,140	3,815,434	4,602,299	1,446,102	1,475,064	1,818,525
TOTAL ENTERPRISE ACTIVITIES	33,380,802	13,753,831	34,731,806	31,675,767	17,955,322	32,734,685	1,705,035	(4,201,491)	1,997,121
TOTAL GENERAL & ENTERPRISE ACTIVITIES	36,656,271	13,796,796	37,924,372	36,962,304	22,638,292	38,601,971	(306,033)	(8,841,496)	(677,599)
DESIGNATED GIFTS - University	0	0	0	262,091	665	250,000	(262,091)	(665)	(250,000)
SURPLUS (DEFICIT) AFTER DESIGNATED GIFTS	36,656,271	13,796,796	37,924,372	37,224,395	22,638,957	38,851,971	(568,124)	(8,842,161)	(927,599)
SUPPLEMENTAL PROGRAMS									
RESEARCH OFFICE	1,421,318	1,387,085	1,387,085	1,401,318	587,810	1,367,085	20,000	799,275	20,000
AGRICULTURE UNITS	3,439,646	2,881,305	3,287,745	3,436,049	2,924,172	3,292,792	3,597	(42,867)	(5,047)
CONTINUING EDUCATION	2,084,340	1,165,591	1,331,715	2,834,675	1,145,990	1,686,893	(750,335)	19,601	(355,178)
UNRESTRICTED FOUNDATION PROGRAMS	1,995,516	0	2,053,848	1,995,516	0	2,053,848	0	0	0
TOTAL SUPPLEMENTAL	8,940,820	5,433,981	8,060,393	9,667,558	4,657,972	8,400,618	(726,738)	776,009	(340,225)
TOTAL SURPLUS (DEFICIT) UNRESTRICTED	45,597,091	19,230,777	45,984,765	46,891,953	27,296,929	47,252,589	(1,294,862)	(8,066,152)	(1,267,824)
INVESTMENTS									
GENERAL INVESTMENTS	835,530	3,768,726	1,811,154	63,852	104,823	147,760	771,678	3,663,903	1,663,394
TOTAL INVESTMENTS	835,530	3,768,726	1,811,154	63,852	104,823	147,760	771,678	3,663,903	1,663,394
TOTAL	46,432,621	22,999,503	47,795,919	46,955,805	27,401,752	47,400,349	(523,184)	(4,402,249)	395,570