

**The Cal Poly Foundation and
University Development Budget Proposal
For the year ending June 30, 2027**

	Approved FY 25/26 Budget			FY 25/26 Projection				Proposed FY 26/27 Budget			
	Foundation	University Development	Total	Foundation	University Development	Total	Budget to Actual	Foundation	University Development	Total	
SOURCES											
State Budget	0	5,166,814	5,166,814	0	5,166,814	5,166,814	0	0	5,321,818	5,321,818	1
Other University Resources	0	1,577,916	1,577,916	0	1,577,916	1,577,916	0	0	1,625,253	1,625,253	1
Endowment Management Fee	2,524,909	0	2,524,909	2,763,591	0	2,763,591	238,682	3,149,078	0	3,149,078	2
Endowment Campaign Fee	2,019,927	0	2,019,927	2,137,106	0	2,137,106	117,179	2,519,262	0	2,519,262	2
Gift Reinvestment Fee	1,354,286	0	1,354,286	1,491,341	0	1,491,341	137,055	1,491,341	0	1,491,341	3
Interest Income & Capital Project Management Fees	1,473,750	0	1,473,750	1,699,064	0	1,699,064	225,314	1,477,500	0	1,477,500	4
Trust Management Fees	43,448	0	43,448	33,188	0	33,188	(10,261)	44,836	0	44,836	
Annual Giving Restricted Gift Fees	0	172,156	172,156	0	155,596	155,596	(16,560)	0	155,596	155,596	
Unrestricted Gifts	0	211,315	211,315	0	166,526	166,526	(44,789)	0	166,526	166,526	
Transfer in University Services	0	442,311	442,311	0	442,311	442,311	0	0	442,311	442,311	
Transfer in for Allowances to be paid by Foundation	0	68,040	68,040	0	31,771	31,771	(36,269)	0	67,836	67,836	
Total Sources of Funds	7,416,320	7,638,552	15,054,872	8,124,289	7,540,933	15,665,222	610,349	8,682,016	7,779,339	16,461,356	
USES											
Foundation											
Strategic Initiative Fund	442,311	0	442,311	442,311	0	442,311	0	442,311	0	442,311	
CPSU Allowances paid by Foundation	68,040	0	68,040	67,836	0	67,836	204	67,836	0	67,836	5
Academic Excellence Awards	350,000	0	350,000	320,000	0	320,000	30,000	350,000	0	350,000	
Foundation Operating Expenses	510,920	0	510,920	441,905	0	441,905	69,016	560,843	0	560,843	6
Total Foundation Budget	1,371,271	0	1,371,271	1,272,052	0	1,272,052	99,220	1,420,990	0	1,420,990	
University Development											
General & Administrative	279,154	1,613,517	1,892,671	279,154	1,613,517	1,892,671	0	287,529	1,661,923	1,949,451	1
Operations	682,970	1,866,075	2,549,045	682,970	1,866,075	2,549,045	0	703,459	1,922,057	2,625,516	1
Development (Fundraising)	4,399,258	1,383,449	5,782,707	4,399,258	1,383,449	5,782,707	0	4,731,236	1,424,952	6,156,188	7
Donor Relations	0	1,121,177	1,121,177	0	1,121,177	1,121,177	0	0	1,154,812	1,154,812	1
Annual Giving	0	1,142,324	1,142,324	0	1,142,324	1,142,324	0	0	1,176,594	1,176,594	1
Alumni Relations	0	1,056,846	1,056,846	0	1,056,846	1,056,846	0	0	1,088,551	1,088,551	1
Marketing & Communications	0	0	0	0	0	0	0	0	0	0	
Campaign Support	0	0	0	0	0	0	0	0	0	0	
Total University Development Budget	5,361,382	8,183,388	13,544,770	5,361,382	8,183,388	13,544,770	0	5,722,223	8,428,890	14,151,113	
Total Uses of Funds	6,732,653	8,183,388	14,916,041	6,633,434	8,183,388	14,816,822	99,220	7,143,213	8,428,890	15,572,103	
Excess (Deficit) Sources over Uses	683,667	(544,836)	138,832	1,490,856	(642,455)	848,400	709,568	1,538,802	(649,550)	889,253	
Fund Balance - Beginning of Year				9,496,022				10,986,878			
Fund Balance to Next Fiscal Year				10,986,878				12,525,680			
1) Prior year budget amount + 3% CPI increase											
2) Assumes an average endowment value of \$420M. Blended endowment mgt. fee @ 75 bps and campaign fee @ 60 bps											
3) Gift assessment fee revenue kept flat consistent with current year projection											
4) Projected earnings from bond ladder											
5) Staff benefits paid through foundation											
6) Audit and tax preparation fees for Maritime Academy Foundation											
7) Development Contribution increased by \$200K funded with incremental endowment mgt fees, no budgetary impact											