



EXECUTIVE COMMITTEE MEETING

August 16, 2022
Teleconference

MINUTES

Committee Members Present:

Mike Applegate	Marc Benadiba	William Swanson
Jeffrey Armstrong	Zachary Smith	Bob Wacker

Committee Members Absent:

Chuck Harrington	John Ronca	Stan Van Vleck
Laura Pickering		

Staff:

Stacy Cannon	Christina Diaz	Lisa Rockwell-Harpster
Aaron Curti	Grant Kirkpatrick	Ericka Scott

Call to Order and Attendance

Chair William Swanson called the meeting to order and welcomed members. Mr. Swanson announced a quorum of directors' present, and that the meeting, having been duly convened, was ready to proceed.

Approval of Minutes

Chair Swanson asked members for corrections to the April 19, 2022, Executive Committee meeting minutes. None were recorded, a motion was made and seconded, approving the minutes.

Committee Reports

Governance

Annual Compliance Documents

Annual compliance documents are distributed to all board members. The next round of compliance documents will be sent out through Adobe Sign after the August 27th Board meeting.

Board Assessment Survey

The board assessment survey has been used in the past to provide insights into areas of representation, expertise, and engagement for board members. This survey will be conducted after the August Board meeting, with results to be viewed at a future meeting of the Board.

Board Nomination Process Review & Update

The Cal Poly Foundation Board of Directors is committed to the recruitment of highly qualified members to support the philanthropic goals of the institution. To recruit and nominate potential candidates, an assessment of current membership will help to identify areas in need of representation. The Nomination Process memo was provided in the meeting book for review and future reference in making nominations. The process was developed through the Governance and Executive committees and distributed to the Board at the May 2017 meeting. These documents should be referred to when considering the nomination of a potential candidate to the Board. Chair Swanson advised the periodically review of campus advisory councils for potential nominees to the Foundation Board of Directors. Mr. Smith noted that he will work with the deans and unit leaders to review the rosters for campus councils.

Audit

Review of Quarterly Financial Statements

Treasurer Marc Benadiba reviewed highlights from the Quarterly Financial Report for the period, the Foundation's deferred inflows and net position was \$379.6 million as of June 30, 2022. This is a decrease of \$44.8 million from June 30, 2021 and was primarily due to market value losses and payouts for building projects in progress.

Endowment investments decreased to \$240.7 million as of June 30, 2022, a decrease of \$43.7 million (15.4%) compared to the June 30, 2021, balance of \$284.4 million. The decrease was primarily due to market value losses of \$44.0 million, income of \$6.7 million, and additional gifts and transfers to the endowment of \$8.2 million. Payouts were \$9.5 million and fees \$4.7 million.

As of June 30, 2022, the Foundation managed 1,014 endowments, which are managed in a unitized investment pool. There were 981 endowments as of June 30, 2021. Of the \$240.7 million endowment investment assets, \$240.7 million was actively invested in the endowment investment pool.

As of June 30, 2022, the Foundation had cash deposits of \$75.3 million held at Wells Fargo Bank, compared to \$72.8 million at June 30, 2021. The Foundation maintains a significant cash balance due to cash requirements for donor funded capital projects in progress.

Investment

Investment Committee Chair Bob Wacker reported that the endowment return for the quarter, was -13.5% (net of fees), compared to a return of -13.4% for its benchmark.

Development

CEO Zachary Smith called attention to the Productivity Report beginning on page 41 of 48. As of June 30, 2022, total productivity for the fiscal year was \$89.4 million, up from \$49.9 million as of June 30, 2021. Total productivity of \$89.4 million is 119% of the \$75 million annual goal. A director suggested focusing on recruiting additional development officers for potential corporation development and fundraising.

CEO Report

Vice President Zachary Smith states he has noticed significant progress in his team. He also says there is future potential to achieve an even higher goal. He identified a list of areas for assessment, including financial stewardship, donor stewardship, sense of urgency to donors, Campus Programs Fund balance, and accountability. He then shared his plan of action to address the current issues. These included: Enhanced Endowment Reporting, UCP (University Campus Programs) Meetings, Endowment Reinvestment Policy, MOUs (memoranda of understanding) such as Joint Support Agreements, Annual Program Plans, and Development Quarterly Meetings.

University Update

President Armstrong presented an update on Covid-19. Armstrong noted the success of Cal Poly's incoming class of students, stating it is our most diverse class yet. The university also has had an increase in PELL Students. Cal Poly has also offered more financial aid compared to other years, including support from the College Based Fee now in place.

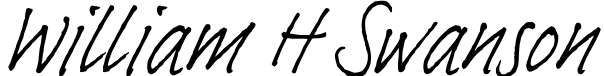
Review Draft Agenda

Chair Swanson asked for comments or changes to the agendas for the August 27, 2022, Board of Directors meetings. No comments were recorded; accordingly, a motion was made and seconded to approve the agendas.

Adjournment

With no further business to discuss, the meeting adjourned at 5:05 p.m.

Respectfully submitted,



[William H Swanson \(Nov 18, 2022 13:30 PST\)](#)

William H. Swanson
Executive Committee Chair
Cal Poly Foundation Board







CPF Executive Minutes 8.16.22 (pending signature)

Final Audit Report

2022-11-18

Created:	2022-11-18
By:	Cal Poly Foundation (calpolyfoundation@calpoly.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAAZC253n799y0EH5v-hmmepFuTiy787DYS

"CPF Executive Minutes 8.16.22 (pending signature)" History

-  Document created by Cal Poly Foundation (calpolyfoundation@calpoly.edu)
2022-11-18 - 6:01:17 PM GMT
-  Document emailed to bill@whscks.com for signature
2022-11-18 - 8:31:15 PM GMT
-  Email viewed by bill@whscks.com
2022-11-18 - 9:29:49 PM GMT
-  Signer bill@whscks.com entered name at signing as William H Swanson
2022-11-18 - 9:30:29 PM GMT
-  Document e-signed by William H Swanson (bill@whscks.com)
Signature Date: 2022-11-18 - 9:30:31 PM GMT - Time Source: server
-  Agreement completed.
2022-11-18 - 9:30:31 PM GMT