

The Cal Poly Foundation

General Fund Operation Budget Proposal

For the year ending June 30, 2019

	FY 2017-18 Budget	FY 2017-18 Projection	FY 2017-18 Projected to Budget	FY 2018-19 Budget	Variance CY Projected to FY 2018-19 Budget
Sources					
Endowment & Trust Administration	\$1,516,000	\$1,595,808	\$ 79,808	\$1,772,648	1/ 176,840
Endowment Campaign Fee	1,213,000	1,253,107	40,107	\$1,418,119	1/ 165,012
Gift Reinvestment Fee	515,000	687,574	172,574	742,580	2/ 55,006
Interest Income & Capital Project Management Fees	558,000	595,916	37,916	606,663	3/ 10,747
Trust Management Fees	45,000	52,648	7,648	55,276	2,628
Total Sources of Funds	3,847,000	4,185,053	338,053	4,595,286	410,233
Uses					
Foundation					
Strategic Initiative Funding	442,311	442,311	-	442,311	-
CPSU Allowances paid by Foundation	15,000	15,000	-	35,000	4/ 20,000
Foundation Operating Expenses	333,350	308,935	24,415	326,415	5/ 17,480
Total Foundation Budget	790,661	766,246	24,415	803,726	37,480
University Development					
General & Administrative	112,650	116,664	(4,014)	123,671	7,007
Operations	478,733	411,887	66,846	461,574	49,687
Development (Fundraising)	2,412,989	2,160,589	252,400	2,474,951	6/ 314,362
Total University Development Budget	3,004,372	2,689,139	315,232	3,060,196	371,056
Total Uses of Funds	3,795,033	3,455,386	339,647	3,863,922	408,536
Operating (Loss) Income	51,967	729,667	677,700	731,365	1,698
Net to (from) Reserves	<u>\$51,967</u>	<u>\$729,667</u>	<u>\$677,700</u>	<u>\$731,365</u>	<u>\$1,698</u>
Increase (decrease) in net assets:					
Total net assets - beginning	1,244,138	1,244,138	-	1,973,805	
Total net assets - ending	<u>\$ 1,296,105</u>	<u>\$ 1,973,805</u>		<u>\$ 2,705,170</u>	

1/ Existing fees, assumes an average endowment value of \$236 million; blended administration fee @ 75 bps and campaign fee @ 60 bps

2/ Previous Year with 8% increase

3/ Projected earnings from bond ladder

4/ Staff benefits paid through foundation

5/ Includes \$81,250 staff salary allocation

6/ Includes \$131K for Planned Giving Marketing