

The Cal Poly Foundation and University Development Budget Proposal

For the year ending June 30, 2021

Updated 4/13/20

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	Approved FY 19/20 Budget			FY 19/20 Projection				Proposed FY 20/21 Budget			
	Foundation	University Development	Total	Foundation	University Development	Total	Budget to Actual	Foundation	University Development	Total	
SOURCES											
State Budget	0	4,509,998	4,509,998	0	4,771,044	4,771,044	261,046	0	4,771,044	4,771,044	1
Other University Resources	0	884,278	884,278	0	865,020	865,020	(19,258)	0	865,020	865,020	1
Endowment Management Fee	1,627,613	0	1,627,613	1,731,780	0	1,731,780	104,167	1,473,750	0	1,473,750	2
Endowment Campaign Fee	1,302,091	0	1,302,091	1,360,685	0	1,360,685	58,594	1,179,000	0	1,179,000	2
Gift Reinvestment Fee	813,153	0	813,153	828,815	0	828,815	15,662	813,153	0	813,153	3
Interest Income & Capital Project Management Fees	710,000	0	710,000	631,032	0	631,032	(78,968)	212,500	0	212,500	4
Trust Management Fees	47,030	0	47,030	44,129	0	44,129	(2,901)	53,380	0	53,380	
Annual Giving Restricted Gift Fees	0	302,500	302,500	0	268,621	268,621	(33,879)	0	300,000	300,000	
Unrestricted Gifts	0	180,000	180,000	0	202,454	202,454	22,454	0	200,000	200,000	
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	15,000	15,000	0	15,000	15,000	0	0	14,800	14,800	
Total Sources of Funds	4,499,887	6,334,087	10,833,974	4,596,441	6,564,450	11,160,891	326,917	3,731,783	6,593,175	10,324,959	
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	15,000	0	15,000	15,000	0	15,000	0	14,800	0	14,800	
Foundation Operating Expenses	363,360	0	363,360	346,000	0	346,000	17,360	356,000	0	356,000	8
Total Foundation Budget	820,671	0	820,671	803,311	0	803,311	17,360	813,111	0	813,111	
University Development											
General & Administrative	137,204	1,155,935	1,293,139	137,204	1,260,719	1,397,923	(104,784)	140,715	1,107,074	1,247,789	
Operations	478,168	1,565,875	2,044,043	478,168	1,417,694	1,895,862	148,181	501,412	1,620,513	2,121,925	
Development (Fundraising)	2,671,148	896,717	3,567,865	2,693,648	399,164	3,092,812	475,053	2,271,380	591,056	2,862,436	6
Donor Relations	0	852,749	852,749	0	674,790	674,790	177,959	0	773,050	773,050	
Annual Giving	0	782,248	782,248	0	823,650	823,650	(41,402)	0	833,761	833,761	
Alumni Relations	0	817,670	817,670	0	723,468	723,468	94,202	0	699,536	699,536	7
Marketing & Communications	0	442,054	442,054	0	401,527	401,527	40,527	0	399,293	399,293	
Campaign Support	200,000	0	200,000	200,000	0	200,000	0	0	0	0	
Total University Development Budget	3,486,520	6,513,248	9,999,768	3,509,020	5,701,013	9,210,033	789,735	2,913,507	6,024,285	8,937,790	
Total Uses of Funds	4,307,191	6,513,248	10,820,439	4,312,331	5,701,013	10,013,344	807,095	3,726,618	6,024,285	9,750,902	
Excess (Deficit) Sources over Uses	192,696	(179,161)	13,535	284,110	863,437	1,147,547	1,134,012	5,164	568,890	574,057	
Fund Balance - Beginning of Year				2,302,381				2,586,491			
Fund Balance to Next Fiscal Year				2,586,491				2,591,655			