

The Cal Poly Foundation

General Fund Operation Budget Proposal

For the year ending June 30, 2015

	FY 2013-14 Budget	FY 2013-14 Projected	FY 2013-14 Projected to Budget	FY 2014-15 Budget	Variance CY Projected to FY 2014-15 Budget
Revenues					
General Operating Revenues					
Endowment & Trust Administration	\$1,358,000	\$1,425,000	\$ 67,000	\$ 1,510,000	1/ \$ 85,000
Trust Management Fees	50,000	54,000	4,000	58,000	4,000
Investment Income	400,000	500,000	100,000	-	(500,000)
Interest and Dividends on Mutual Funds	-	-	-	416,000	2/ 416,000
Market Gains/Losses	-	-	-	244,000	2/ 244,000
Interest Income	65,000	65,000	-	30,000	2/ (35,000)
Total Operating Revenues	1,873,000	2,044,000	171,000	2,258,000	214,000
Campaign Funding					
Gift Assessment	575,000	575,000	-	685,000	3/ 110,000
Endowment Fee	1,086,000	1,146,000	60,000	1,215,000	1/ 69,000
Fee Increases/Revenue Enhancements	400,000	-	(400,000)	-	-
Corporation Campaign Support	250,000	250,000	-	250,000	-
Total Campaign Revenues	2,311,000	1,971,000	(340,000)	2,150,000	179,000
Total Revenues	4,184,000	4,015,000	(169,000)	4,408,000	393,000
Operating expenses:					
Administrative Services	150,000	152,000	(2,000)	100,000	4/ 52,000
Salary Supplements	70,000	70,000	-	70,000	5/ -
Salary Reimbursements	632,750	640,000	7/ (7,250)	-	640,000
Other Operating Expenses	335,000	345,000	(10,000)	376,000	6/ (31,000)
University Strategic Initiatives Funding	442,311	442,311	-	442,311	-
University Advancement Salary Reimbursements	2,623,000	2,420,000	7/ 203,000	3,000,000	7/ (580,000)
Campaign/University Advancement Related Expenses	126,000	140,000	(14,000)	387,000	8/ (247,000)
Marketing, Branding, Alumni/Annual					
Giving Outreach	200,000	200,000	-	200,000	9/ -
Total expenses	4,579,061	4,409,311	169,750	4,575,311	(166,000)
Operating income	(395,061)	(394,311)	750	(167,311)	227,000
Net to (from) Reserves	<u>(\$395,061)</u>	<u>(\$394,311)</u>	<u>\$750</u>	<u>(\$167,311)</u>	<u>\$227,000</u>
Increase (decrease) in net position:					
General Operations	\$ 685,250	\$ 837,000	\$ 151,750	\$ 1,712,000	\$ 235,000
Campaign Direct Funding	(1,080,311)	(1,231,311)	(151,000)	(1,879,311)	(8,000)
Total Change in Net Assets	(395,061)	(394,311)	750	(167,311)	227,000
Total net position - beginning	1,790,010	1,790,010		1,395,699	
Total net position - ending	<u>\$ 1,394,949</u>	<u>\$ 1,395,699</u>	<u>\$ 750</u>	<u>\$ 1,228,388</u>	<u>\$ 227,000</u>

1/ Existing fees, assumes an average endowment value of \$191.0 million and 6% annual growth; blended administration fee @ 75 bps and campaign fee @ 60 bps.

2/ Assumes average CD balance of \$6 million and blended interest rate of 0.5% and \$22 million in longer term investment pool.

3/ Per Capital Campaign budget and projected increase for FY 13/14 as compared to FY 12/13.

4/ Planned migration to another accounting system during the fiscal year, service agreement with the Corporation expires 6/30/15.

5/ Board approved salary and benefit supplements.

6/ Increase due to new hardware and software needs.

7/ Represents University Advancement salaries previously reimbursed by the Foundation; employees are now paid directly by the State so there are transfers of funds.

8/ Increase in travel and training (double the number of gift officers), recruitment costs, computers, and furniture for new staff.

9/ Request consistent with FY 2013-14 projected actual.