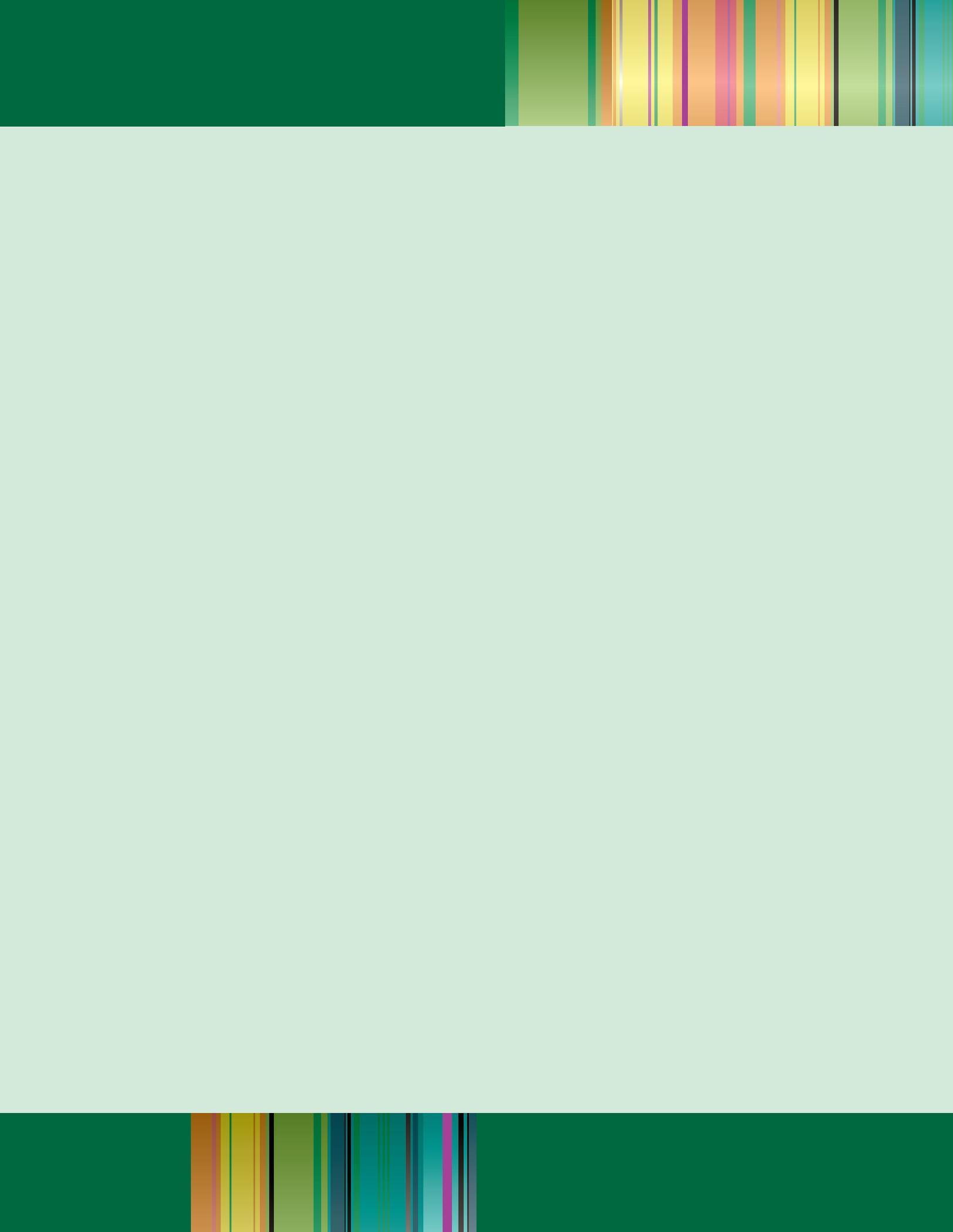




California State Polytechnic University,  
Pomona



## MESSAGE FROM THE CHAIR



This is a special time at Cal Poly Pomona. As we enter our diamond anniversary year, this is an opportunity for our community to come together and celebrate 75 years of excellence and access. During milestones such as these, it is our duty to acknowledge the contributions of so many people who have come before us. It's our right to celebrate the hard-fought accomplishments we have earned as a community. And it's our privilege to help build the Cal Poly Pomona that will continue this legacy for future generations.

Honoring the past, celebrating the present, and building the future wouldn't be possible without the Cal Poly Pomona Foundation, which has supported this university since 1966. The full meaning of the Foundation's impact on this university is impossible to put in to words. Within the Cal Poly Pomona Foundation, Inc. Biennial Report for 2011-2012 and 2012-2013, you will see how the Foundation's contributions have propelled the

university's mission, advancing learning-centered opportunities for our students.

This report provides an opportunity to review the innovative accomplishments of the Foundation as it has helped meet the needs of the campus, its faculty, staff, and students. The details of this report also highlight the critical administrative assistance provided by the Foundation in supporting research, grants, campus activities, development of real property programs, and partnerships within the local community. Their work is well known, having earned awards in real estate, dining, and bookstore services for their successful implementation of innovative policies and products.

If the past is an indicator of the future, I am confident the Foundation will continue to provide outstanding support to Cal Poly Pomona and its academic mission. The Foundation never settles for the status quo. It constantly looks to the future, plans with purpose, and moves nimbly in response to changes, which seem to come faster with each passing year.

On behalf of the university community, I extend my deep appreciation for the strong leadership and direction exhibited by the Foundation staff and its Board of Directors. The members of the board come from all walks of life and give an enormous amount of their time to provide direction and to help manage the funds with which your Foundation is entrusted. It is my distinct pleasure to work with these wonderful individuals, who continuously demonstrate their love for Cal Poly Pomona. It is through their efforts that we are able to continue our academic mission.

Sincerely,

A handwritten signature in blue ink that reads "J. Michael Ortiz".

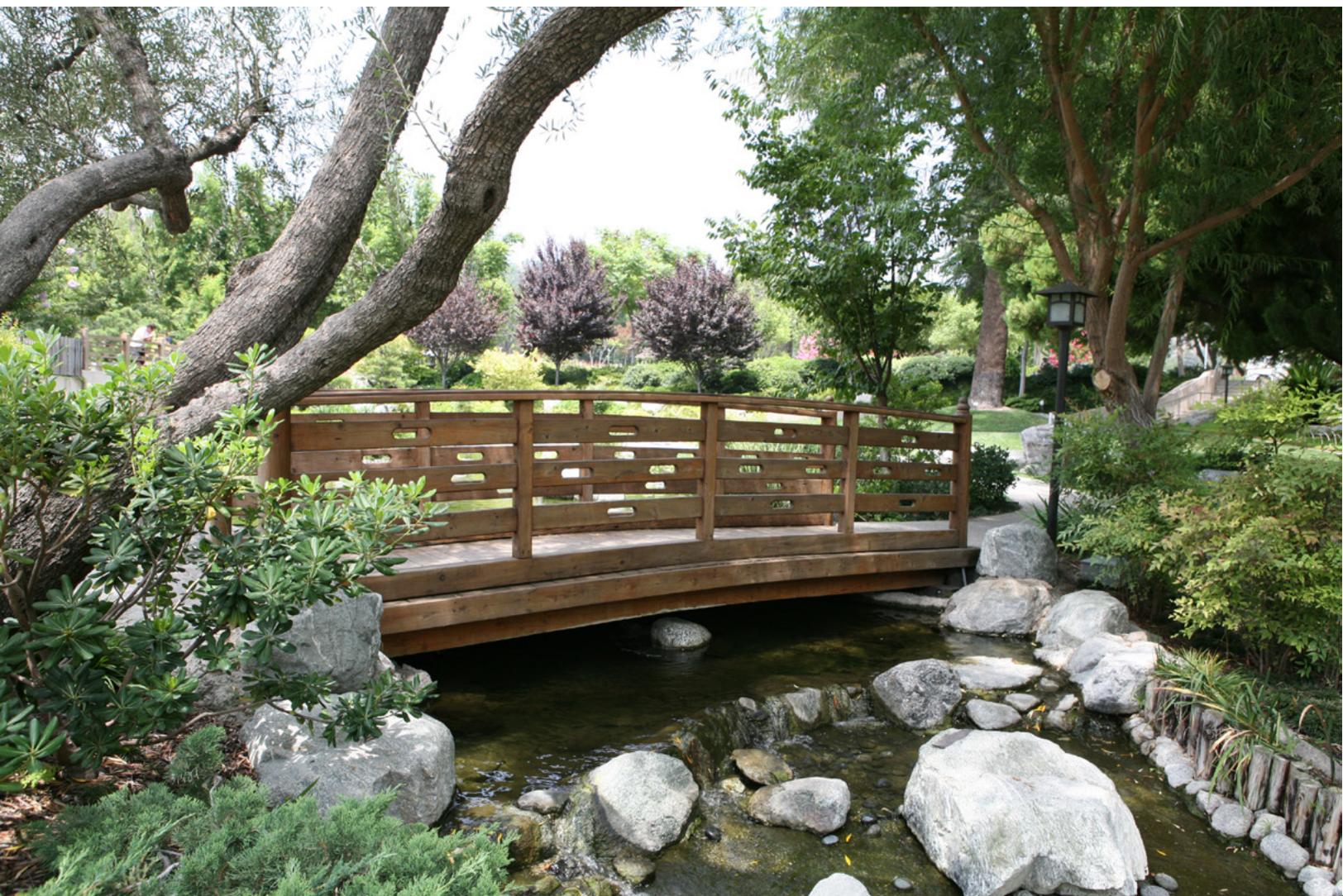
J. Michael Ortiz, Ph.D.  
President, California State Polytechnic University, Pomona  
Chair, Board of Directors, Cal Poly Pomona Foundation, Inc.



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## ABOUT US

### *“Quality Service Supporting Quality Education”*

Established in 1966, Cal Poly Pomona Foundation, Inc. is a self-supporting, nonprofit auxiliary organization recognized by the California State University System. Its sole purpose is to support the educational mission of the university by providing services, financial support, and administrative assistance to the Cal Poly Pomona community. The Foundation is guided by a board of directors that represents all areas of the university and community including the President of the university who, by virtue of his position, is also the chairperson of the Foundation board of directors.

The Foundation operates as a public-benefit charitable educational organization under the provisions of the California Revenue and Taxation Code, Section 23701(d) and the United States Internal Revenue Code, Section 501(c)(3). As a recognized auxiliary of the California State University, the Foundation conforms to the regulations established by the Board of Trustees of the California State University and approved by the California State Director of Finance as required by the California Education Code, Section 89900. The university administrative organization supervises the Foundation, as required by Title 5, California Code of Regulations, Section 42402.

### Mission

As an auxiliary supporting California State Polytechnic University, Pomona, the Cal Poly Pomona Foundation is an integral component of the educational mission of the university. In pursuit of this mission, the Foundation is a partner in the university community which includes students, faculty, staff, administrators, alumni, and members of the larger community. The Foundation exists to provide the highest level of service and financial support while maintaining corporate fiscal integrity.

The role of the Foundation is to provide convenient and appropriate goods and services at a reasonable price and to develop additional assets and resources for the university. The Foundation also promotes and celebrates the cultural diversity of the university, helps foster and maintain an effective learning environment to provide educational opportunities that reflect an institutional image of competence and quality, and encourages cooperative relations within the university community.



Excellence in service to the university is the highest priority of the Foundation. The Foundation accomplishes this by:

- Operating in a professional and conscientious manner.
- Continually updating its planning for the future and emphasizing the importance of quality and excellence.
- Promoting high standards of ethics, honesty, competency, and professionalism in all its employees.
- Developing and motivating employees to express an entrepreneurial spirit by using creativity, innovation, initiative and open communication.
- Maintaining its commitment to affirmative action, equal opportunity, and career development in a safe working environment.

The Cal Poly Pomona Foundation, Inc. is an equal opportunity, affirmative action employer. The Foundation subscribes to all state and federal regulations and prohibits discrimination based on sex, race, sexual orientation, national origin, handicap, marital status, age, religious creed, color, ancestry, medical condition, or veteran status. The Foundation hires only individuals lawfully authorized to work in the United States.

## Corporate Vision Statement

### **To be the best**

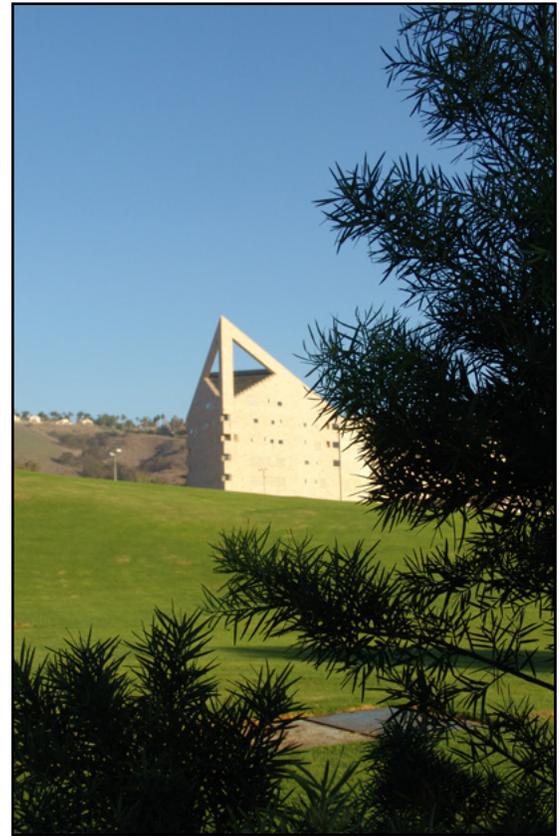
- ... an organization of employees must be committed to quality and recognized as leaders and award winners.
- ... an organization must maintain the best business practices.
- ... an organization must have service quality consistently exceeding customer expectations and financial performance consistently exceeding comparable industry standards.
- ... an organization must offer a stimulating and gratifying workplace where employees can achieve their full potential.

## Transparency

In keeping with the principles of its corporate culture, the Foundation aspires to be as transparent as possible in its dealings with customers and clients; this means there are no hidden agendas or conditions, and information is fully disclosed that is needed for collaboration. Transparency allows the Foundation to gain the confidence of associates and patrons, forming strong bonds and creating long-lasting relationships. Being open about processes builds trust by allowing members of the public access to Foundation business transactions. Customers and partners can come straight to the Foundation website for accurate and timely information about business practices. All corporate documents such as Articles of Incorporation, Bylaws, Business Plans and Budgets, Tax Returns, Policies, and the Board of Directors roster are clearly accessible on the home page:

[www.foundation.csupomona.edu/](http://www.foundation.csupomona.edu/)

The California State University added a section on its website for auxiliary operations with basic information on each (<http://auxiliary.calstate.edu/>). This page outlines what auxiliaries are and how they function to support the California State Universities.



### **Related Videos**

Celebrating Commitment - Meet Sue  
<http://youtu.be/ul1vx2BNra4>

[www.foundation.csupomona.edu](http://www.foundation.csupomona.edu)

## HOW WE SUPPORT THE CAMPUS COMMUNITY

To fulfill its mission to support the educational mission of Cal Poly Pomona, the Cal Poly Pomona Foundation provides services, financial support, and administrative assistance to the Cal Poly Pomona community, and is the largest employer of students on the campus. The Foundation manages, administers, or acts as the fiscal agent for the university on a multitude of projects, grants, contracts, initiatives, and campus programs. In addition, the Foundation operates campus commercial enterprise operations including Bronco Bookstore, Foundation Dining Services, Kellogg West Conference Center & Hotel, and the University Village. The Foundation Real Estate division oversees the development and management of the Innovation Village Research Park as well as the faculty/staff housing program. Figures (below and opposite page) are for fiscal years 2011-2012 and 2012-2013 unless noted otherwise.



### Highlights for 2011-2012 and 2012-2013

#### Commercial Enterprise Operations

- **Bronco Bookstore** generates \$10.5 million in sales annually by maintaining competitive prices with an aggressive value book program. Affordable used, rental, and digital textbooks made up 49% of all textbook sales. In 2009-11 the bookstore bought back 55,000 books from students paying them more than \$1,500,000.
- **Dining Services** operates 25 venues on campus and routinely invests in master planning, building improvements, and quality brands for the campus community. Over 2,200 cases of beverage products, as well as other vendor donations, annually support student clubs and organizations for their fundraising and event needs.
- **Kellogg West Conference Center and Hotel** provides 85 guest rooms and 12,000 sq. ft. of meeting space without any state funding assistance.
- **University Village** provides 1,300 students on-campus apartment housing at rates that are among the lowest in the CSU.

#### Designated Gifts to the University

- Athletics - \$110,000
- News and Publications - \$315,911
- Office of Development – \$224,714
- Special Foundation Grants - \$697,997
- University Public Relations - \$716,076

#### Research and Administrative Support – Grants, Contracts, and Campus Programs

- Indirect Cost Distribution – \$810,859
- Office of Research and Sponsored Programs – \$759,362
- Office of Grants and Contracts – \$1,304,236
- Interest earnings distributed to Campus and Scholarship Programs – \$152,128
- Subsidized Administrative Support – \$425,683
- Principal Investigator Reception – \$6,144
- Camus Card System Support – \$6,636



#### Related Videos

Celebrating Commitment - Meet Davinah  
<http://youtu.be/XjGnBVWT7t8>

## Real Estate Donated

The Foundation manages properties donated to the University to maximize cash flows available from them and protect the assets. With licensed staff, the Foundation is able to advise the University on potential real estate donations as well.

## Faculty/Staff Housing Program

The Foundation contributed funds to support the development and infrastructure for this program. 34 Fair Oaks Walk Townhomes were built for faculty/staff and 17 existing single family homes were remodeled and made available for faculty/staff.

## Innovation Village Research Park

The Foundation contributed \$5 million to fund the infrastructure of this 65 acre project. It administers the ground leases, oversees the development of the infrastructure, and marketing of the complex.

## Spotlights for 2011-2012 and 2012-2013

### Employee Sponsored Foundation C.A.R.E.S. Program receives special award from Pomona Unified School District May 2013



The Foundation's C.A.R.E.S. (Community Assistance Reinforcing Educational Success) Program began in 2000 as a way for Foundation employees to give back to the local community, especially Kellogg Polytechnic Elementary School. With many of the Foundation faculty/staff homes located in the same Kellogg Tract neighborhood as this school, the desire to restore value and pride to this struggling community remains a priority for the Foundation.

Many boxes and bags of assorted school supplies, donated by Foundation staff, are brought to the Foundation administrative offices each fall, where they are packaged for transportation and delivered to the elementary school. In appreciation for the donated school supplies, the Foundation was nominated for a Community Service Award by Principal Selene Amancio.

## Miscellaneous Foundation Donation and Contributions

- Administrative Donations – \$40,551
- Bookstore Gifts/Support – \$15,609
- Dining Services Gifts/Support – \$53,552
- Hot Dog Caper – \$39,562
- Kellogg West Parking for Collins College – \$365,425
- Faculty/Staff Service Awards – \$5,880
- Transfer of fixed assets to University – \$7,593,664
- Village Support of CSO/Police Officer – \$229,704
- Support of So. Cal. Tasting & Auction – \$10,000
- Faculty/Staff Café – \$59,887

## Student Employment

- The Foundation is the largest employer of students at Cal Poly Pomona.
- Approximately 1,056 students worked 332,975 hours earning \$2.8 million in wages annually.

## Commissions

- Bronco Student Center – \$149,733
- University Housing – \$763,304
- Vending Commissions to University Housing – \$3,636

### Graduating Class of 2012 and 2013

The Foundation is the number one employer of students on campus. The graduating class of 2012 and 2013 each had over 150 Foundation employees, totaling over 300 in just two years. The Foundation provides hands-on training which supports the learn-by-doing approach that Cal Poly Pomona is known for. Therefore, graduating Foundation employees get the real-world experience and support that they need for life after graduation.



### Principal Investigators and Co-Principal Investigators



Each year, the Foundation sponsors a reception to recognize the Principal Investigators and Co-Principal Investigators who submitted proposals for the current fiscal year and others involved in grants and contract activity. These individuals have been instrumental in pursuing research and creative activities, establishing collaborative ventures with the community, and building and enhancing educational programs that contribute to Cal Poly Pomona and the social and economic vitality of the surrounding region. Contributing \$16,894 over the past six years to host this esteemed group, the Foundation is very proud of the many accomplishments of the faculty and staff applying for and administering grant and contract projects, and is committed to continuing the highest level of service required for sponsored project administration.

### Board Sponsored Norman J. Priest Scholarship

For the past ten years, the Foundation's February Board meeting begins with a special ceremony to recognize the winners of the Norman J. Priest Endowed Scholarship. These scholarships are awarded to Foundation full-time student employees who embody the ideals of former Foundation Board member Norman J. Priest (1992 – 2001) through their community service, leadership skills, and involvement in the Foundation's activities.

Submitted applications are reviewed by Mrs. Halo Priest, her son James Priest, and a Foundation Scholarship Committee. Selection is based on the applicant's resume, recommendations from both a supervisor and a Foundation staff member, plus an essay on how the Cal Poly Pomona Foundation has helped them with their educational goals and how the award will help them achieve their career/educational goals. The essay also asks to include highlights of participation and leadership in campus activities and community service that will help them achieve their goals.

So far, 27 deserving students have benefitted from this award. In 2011, our tenth year winners were a fine example of the caliber of Foundation student employees who have been awarded this scholarship:

- Ashley Sanders-Lerner Kellogg West Conference Center and Hotel
- Angel Vizcarra Shift lead at Subway, Foundation Dining Services
- Rachelle Webb Research assistant in Science, Technology, Engineering, and Math majors (STEM) program.





## BOARD OF DIRECTORS 2011-2012

NAME	TITLE	BOARD POSITION	COMMITTEE
Dr. J. Michael Ortiz	President, Cal Poly Pomona	Chair, Board of Directors	Executive
Dr. Edwin A. Barnes III	Vice President for Administrative Affairs & CFO	Ex-Officio Director	Executive, Finance (Chair), Personnel (Chair)
Mr. John McGuthry	CIO	Ex-Officio Director	Finance, Program
Dr. Doug Freer	Vice President, Student Affairs	Ex-Officio Director	Program (Chair), Finance
Dr. Marten denBoer	Provost, Vice President Academic Affairs	Ex-Officio Director	Finance
Ms. Becky Pepping	Buyer, Procurement & Support Services	Staff Director	Personnel
Dr. Richard Lapidus	Dean, College of Business	Dean Director	Finance, Investment, Personnel
Dr. Lisa Alex	Chair, Academic Senate	Ex-Officio Director	Executive, Finance
Mr. Scott Warrington	Vice President for Advancement	Ex-Officio Director	Finance
Ms. Hae Yeon Kang	Associated Students, Inc.	Student Director	Program
Dr. Winny Dong	Professor, Chemical and Materials Engineering	Faculty Director	Personnel
Dr. Edward Merritt	Endowed Chair, Collins College	Faculty Director	Audit, Program
Ms. Susie Diaz	Chair, Staff Council	Staff Director	Executive, Finance
Ms. Cassandra Reyes	Staff Council	Staff Director	Personnel, Program
Mr. Evin Coukos	Associated Students, Inc.	Student Director	Personnel
Mr. Jonathan Jianu	President, ASI	Ex-Officio Director	Finance, Executive
Mrs. Mei Lien Chang	Vice President, Topline Products & Trade Union International	At Large Director	Personnel
Mr. Lowell Overton	Broker/Owner Coldwell Banker Tri Counties Realty	Community Member	Program
Mr. Oliver Santos	Chief Financial Officer, AC Martin Partners	Community Member	Executive, Finance
Mr. Michael Ferguson	CEO, Stephens Medical Group	At Large Director	Program
Mr. Mickey Segal	Managing Partner, Nigro Karlin Segal & Feldstein LLP	At Large Director	Finance
Ms. Kathy Tully	Senior Vice President, Wealth Advisor, Morgan Stanley Smith Barney	At Large Director	Investment
Mr. Thomas Goff	VP& Principal, Bernstein Global Wealth Management	At Large Director	Investment (Chair)
Mr. James Priest	Attorney, Best Best & Krieger, LLP	Community Member	Finance, Program
<b>NON-BOARD COMMITTEE MEMBERS</b>			
Ms. Joice Xiong	Director, Internal Audits		Audit (Chair)
Mr. Darwin Labordo	VP for Finance & Administrative Services/Assoc. CFO		Audit, Finance, Investment
Mr. Phil Sales	Student		Audit
Ms. Sharon Reiter	Assoc. Vice President, Human Resource Services		Personnel

## BOARD OF DIRECTORS 2012-2013

NAME	TITLE	BOARD POSITION	COMMITTEE
Dr. J. Michael Ortiz	President, Cal Poly Pomona	Designated Director	Executive
Dr. Marten denBoer	Vice President For Academic Affairs, Provost	Designated Director	Finance
Dr. Doug Freer	Vice President For Student Affairs	Designated Director	Program (Chair), Finance
Dr. Edwin A. Barnes III	Vice President For Administrative Affairs	Designated Director	Finance (Chair), Investment, Personnel (Chair), Executive
Mr. John McGuthry	CIO	Designated Director	Finance, Program
Mr. Scott Warrington	Vice President for University Advancement	Designated Director	Finance
Dr. David Speak	Chair, Academic Senate	Designated Director	Finance, Executive
Mr. Christopher Osuala	President, Associated Students, Inc.	Designated Director	Finance, Executive
Dr. Richard Lapidus	Dean, College of Business	Dean Director	Investment, Personnel
Mr. Evin Coukos	Student At Large	Student Director	Personnel
Mr. Jordan Kittleson	Associated Students, Inc.	Student Director	Program
Dr. Winny Dong	Professor, Chemical and Materials Engineering	Faculty Director	Personnel
Dr. Edward Merritt	Endowed Chair, Collins College	Faculty Director	Program, Audit
Ms. Susie Diaz	Staff Council	Staff Director	Program, Personnel
Ms. Cassandra Reyes	Staff Council	Staff Director	Program, Personnel
Mr. Lowell Overton	International President, Elite REO Mktg. Division	Community Member	Program
Mr. James Priest	Attorney, Best Best & Krieger, LLP	Community Member	Finance, Program
Mr. Oliver Santos	CFO, AC Martin Partners	Community Member	Finance, Executive
Ms. Rachel Dominguez	Chair, Staff Council	Designated Director	Finance, Executive
Mrs. Mei Lien Chang	President, Topline Trade Union International	At Large Director	Personnel
Mr. Michael Ferguson	CEO, Stephens Medical Group	At Large Director	Program
Mr. Thomas Goff	VP& Principal, Bernstein Global Wealth Management	At Large Director	Investment (Chair)
Mr. Mickey Segal	Managing Partner, Nigro Karlin Segal & Feldstein LLP	At Large Director	Finance
Ms. Kathy Tully	Senior Vice President, Wealth Advisor, Morgan Stanley Smith Barney	At Large Director	Investment
<b>NON-BOARD COMMITTEE MEMBERS</b>			
Mr. Darwin Labordo	VP Finance & Administrative Services/Assoc. CFO		Finance, Investment, Audit
Ms. Joice Xiong	Director of Internal Audits		Audit (Chair)
Ms. Sharon Reiter	Assoc. VP HR Services		Personnel
Mr. Phil Sales	Student		Audit

## MANAGEMENT PERSPECTIVE

The Cal Poly Pomona Foundation, Inc. is a unique, multi-purpose auxiliary organization designed to provide services and generate support for the university that is led by the Executive Director and a team of departmental directors that manages day-to-day operations by developing and implementing business plans and delivering services that support the students, faculty, and staff of the university.

Since 1966, the Foundation has been developing, growing, and expanding its role. The management team utilizes long-range strategic planning, budgets, and service plans in coordination with the university's plans. As part of the planning process, the Foundation also includes strategies for supporting employees of the Foundation, including wages and the commitment to provide health care and pension benefits. The Foundation is constantly reviewing plans to minimize costs and ensure access to health care.

Foundation directors and managers are encouraged to pursue professional activities, be recognized leaders in their professional organizations, and to implement the latest technologies and techniques to achieve excellence.

The Foundation Board of Directors provides oversight, policy, and guidance to the Executive Director and the management team. The Bylaws of the Foundation have been amended to include use of electronic communication for notification of meetings and actual attendance, via WebEx. Added to the Board of Directors webpage, a permanent link to a PowerPoint and WebEx presentation outlines Board member responsibilities, as individuals and as an organization. As an accountable CSU Auxiliary Organization, our documents are available to students, faculty, and staff on our website and comply with the CSU Chancellor's Office Transparency Guidelines. These pertinent documents include all standing California Statutes, including government codes and the Education Code, standing Board of Trustees Orders, Trustee Resolutions, Executive Orders, and Procedural Directives and Foundation Policies.

The Foundation is known for its financial strength as well as its high standards. At the close of fiscal year 2012-2013, the Foundation's assets were nearly \$185 million and annual revenues topped \$85 million. During the 2011-2012 fiscal year, the Foundation was given the charge for overseeing the university endowments to enable efficiencies in managing philanthropic income. Foundation management recognizes the scope and importance of its responsibilities in supporting the university mission. It continues to practice transparency and a philosophy of having "no secrets, no surprises, no politics, no distractions, no confusion, no waste, and no illusions" in all its services and support activities.

We are pleased to present the 2011-12 | 2012-13 Biennial Report. We hope it provides focus on how the Cal Poly Pomona Foundation, Inc. continues to support students, faculty, and staff at the university.

G. Paul Storey, Executive Director





**G. Paul Storey**  
Executive Director



**David Prenovost**  
Chief Financial Officer and  
Senior Managing Director



**Dennis Miller**  
Director,  
Employment Services



**Edwin Santiago**  
Director, Marketing



**Sandra Vaughan-Acton**  
Director,  
Real Estate Development



**Sue Chiazza**  
Director,  
Enterprise Accounting/  
Financial Reporting



**Anne McLoughlin**  
Executive Assistant to  
Executive Director



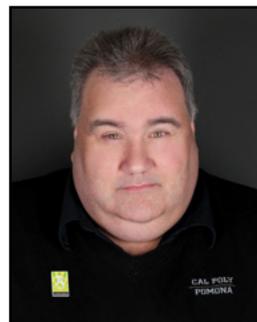
**Randall Townsend**  
Director,  
Information Technology



**Cameron Edmonds**  
Director,  
Kellogg West Conference  
Center & Hotel



**Aaron Neilson**  
Interim Director,  
Dining Services



**Clint Aase**  
Director,  
Bronco Bookstore



**Ken Fisher**  
Director,  
Foundation Housing  
Service

## GIFTS AND DONATIONS

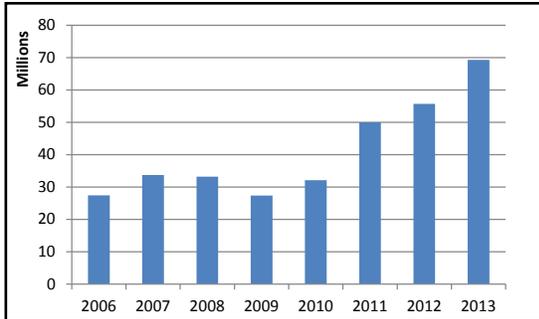
The Foundation administers programs, scholarships, and endowments on behalf of the university. These funds are restricted by the donor or designated by the university (unrestricted) to enhance and enrich the educational experience, goals, and objectives of a learning centered environment. In general, these funds are used in the areas of instruction, public service, academic support, student services, institutional support, capital projects, and student grants and scholarships.

Publicly launched three years ago, Cal Poly Pomona is wrapping up its \$150 million comprehensive fundraising campaign to ensure that a quality education is within reach for future generations of students. Gifts and pledges to the campaign, which surpassed \$125 million as of June 30, 2013, will help strengthen the university's ability to provide hands-on education, to prepare students for the changing demands of the workplace, and to increase research and scholarship opportunities. The Foundation continues to collaborate with the university on the capital campaign through support and services.

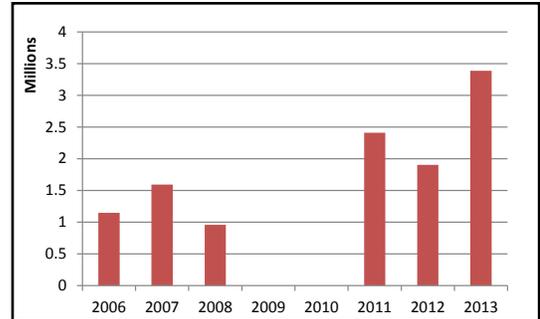
The comprehensive campaign is your opportunity to leave your mark. By helping the university reach its campaign goal, you will ensure the legacy of this unique university and region. For more information, please visit [www.yourcalpolypomona.com](http://www.yourcalpolypomona.com).



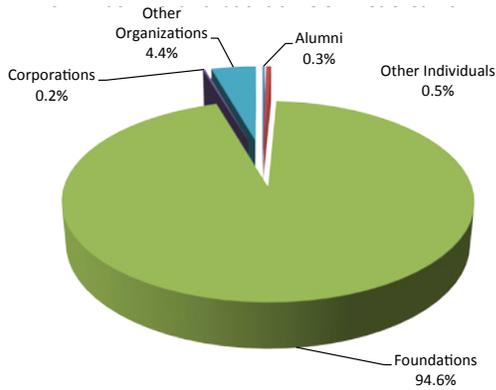
**Endowment Value by Year**



**Endowment Distribution**



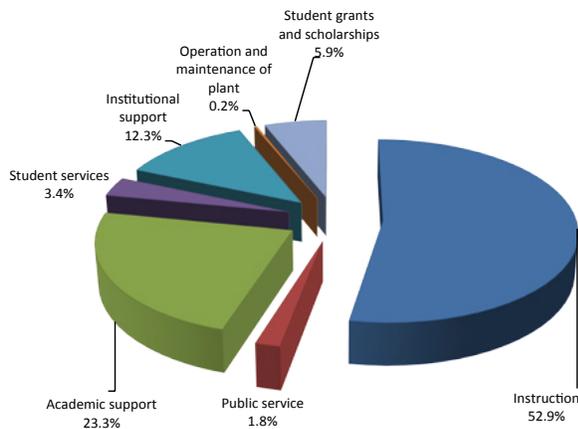
**2012 Endowment Donations of \$8.5M Received From:**



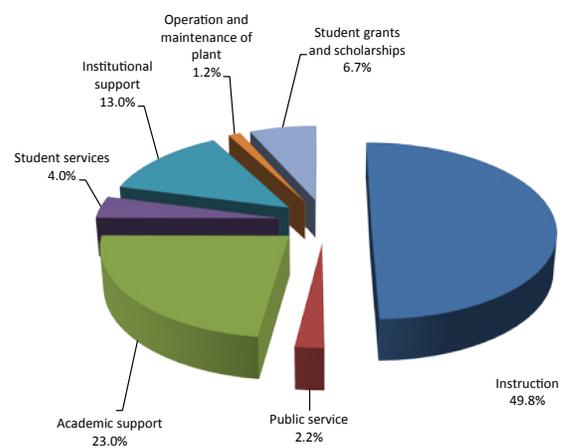
**2013 Endowment Donations of \$8.3M Received From:**



**2012 Foundation Program Expenses**



**2013 Foundation Program Expenses**



## ADMINISTRATIVE SERVICES

The Cal Poly Pomona Foundation Administrative Services support a wide range of necessary corporate functions under the leadership of the Executive Director, including Employment Services, Marketing, Financial Services, and Information Technology Systems Management. As a self-supporting, separate, and distinct entity from the university, all internal administrative functions are provided by Foundation staff and management.



## Employment Services

Foundation Employment Services, the department accountable for delivering human resources and payroll services to Foundation employees, has improved several key processes over the past two years, while planning for the future by implementing several initiatives.

To improve and enhance training options, a series of WebEx presentations has been developed. Each WebEx presentation delivers an overview of the “how to” on key processes managed by Employment Services. Perhaps the most important of these WebEx presentations discusses the process and steps needed to fill a position vacancy at the Foundation. Another WebEx presentation focuses on how to hire part-time and student employees, while another WebEx presentation discusses how to access and maximize the use of Kronos Self-Service, the Foundation’s employment and payroll system. All WebEx presentations are posted on the Foundation’s website for easy access. Using WebEx to distribute this type of information is ideal for the Foundation, and gives the viewer a good starting point if they are unfamiliar with a particular process managed by Employment Services.

Employment Services continues to look for methods to improve technology used to gather and maintain information. The Kronos timekeeping platform was migrated to cloud services, which provides several key benefits; utilizing cloud services provides for faster and cleaner system upgrades, quicker implementation of quarterly updates to the system, stronger disaster recovery procedures and, most importantly, improved security for the data that resides in the system.



As a “cost-conscious” function, Employment Services invests a significant amount of time and energy towards enhancing employee benefit programs to ensure they meet or exceed the needs of Foundation employees and retirees, while ensuring benefit programs remain fiscally viable. As previously reported, during 2010, the Foundation began to contribute funds to the Auxiliaries Multiple Employer Voluntary Employees Beneficiary Association (VEBA) Trust. The VEBA is a Trust designed to allow participating auxiliary organizations, such as the Foundation, a safe and secure place in which to place funds to pay for healthcare benefits for its retirees. Making contributions to the VEBA essentially guarantees funding will be available long into the future to fund healthcare benefits for its retirees. David Prenovost, the Foundation’s Chief Financial Officer and Senior Managing Director, was the key architect and driving force for the creation of the VEBA, which allows any or all of the 93 CSU auxiliaries to participate. While the Foundation still has several more years of making contributions into this VEBA before reaching its target funding level, participation in the VEBA has clearly been a wise long-term decision on the part of Foundation senior management.

Looking forward, the potentially largest external impact to Foundation employees is in the area of healthcare reform. There will be changes in the workplace arena for most employers as healthcare reform takes its place in the economy. While we continue to work closely with industry experts in this area, the picture is still not clear on the long-term impact and how it will affect the way the Foundation manages and delivers its employee and retiree healthcare programs. 2014 and 2015 will certainly bring fluctuations in the healthcare industry, and Foundation Employment Services is well positioned to take advantage of any improvements that arise out of that system to benefit our employees and retirees.

## Marketing

The Foundation Marketing Department is dedicated to supporting and promoting all Foundation units through various creative marketing campaigns, including but not limited to print media, online publications, e-mail blasts, online videos, social media, and websites.

The marketing department currently maintains 26 websites and sub-websites, with BroncoChannel.com, HotDogCaper.com, and PolyTrolley.com as the most recently introduced sites. Additionally, the marketing team has completely revamped BroncoBookstore.com and InnovationVillage.com, and continues to update Foundation sites as necessary. On average, Foundation websites and sub-websites receive a combined total of over half a million hits a year. Furthermore, with the effort of the marketing team, the Foundation now has a larger presence on the Cal Poly Pomona website with links directly connecting to numerous Foundation sites.



The Foundation's social media pages, including Facebook, Instagram, Twitter, Flickr, and YouTube, continue to be a major marketing

asset. For instance, for years 2011 and 2012, the Bronco Bookstore Facebook page, which is managed by marketing staff, received the Facebook All-Star award by Connect2One, a subsidiary of the National Association of College Stores (NACS). With over 8,000 followers, Cal Poly Pomona currently has the highest Facebook following for a campus bookstore in the CSU system. Furthermore, marketing staff has actively increased the Foundation's presence on the popular video platform YouTube. Since 2011, three channels were added: Kellogg House, Bronco Channel, and Kellogg West. As of today, a total of 113 videos have been uploaded, including 48 Bronco Bookstore, 14 Foundation, 15 Dining Services, 22 University Village, 7 Kellogg West, 5 Bronco Channel, and 2 Kellogg House videos.

Determined to make each event grander than the last, the marketing department has helped make the annual Hot Dog Caper a success every year. Besides conventional

marketing strategies such as signage, e-mail blasts, and social media, marketing staff helps draw a crowd by booking live entertainment, adorning the University Park, and conducting exciting gimmicks that pique the interest of attendees. The 2012 and 2013 Hot Dog Capers were the largest events to date with over 15,000 hot dogs/veggie dogs served.

The marketing department remains active in freshmen/transfer orientation by developing imaginative ways to inform newcomers about Foundation services. In 2012, marketing staff created BroncoChannel.com as a guide for incoming students and parents, and is marketed during all orientation fairs. Whether it is through a raffle or giveaways, the Foundation booth has been notably successful in promoting the Foundation message. In fact, over 2,500 campus maps (which are created by marketing staff and updated annually) were distributed during the 2013 orientation fairs; to encourage website hits, each map contained a giveaway code that had to be entered on BroncoChannel.com.

The marketing department is also heavily involved with the success of national competitions. In early 2013, the marketing team helped Dining Services win two awards; Los Olivos and Pony Express @ CBA were recognized by the National Association of College and University Food Services.

Whether it is a grand opening or a simple promotion, the marketing department continues to develop innovative ideas to promote Foundation units. Since 2011, the marketing department has assisted in launching numerous venues, including Einstein Bros Bagels, Qdoba Mexican Grill, and the Poly Trolley, and has elevated these events through various methods, including self-made photo booths, prize wheels, and giveaways.

The Foundation Marketing Department also continues to create and update traditional media, including brochures, folders, pamphlets, newsletters, signage, and countless more.



### Related Videos

Hot Dog Caper - By The Numbers  
<http://youtu.be/3fueiyj4Ans>

## Foundation Financial Services



Foundation Financial Services provides support for functions relating to the Foundation's on and off campus commercial activities, sponsored projects, Foundation programs, endowment and scholarship funds, and to the university and other auxiliary organizations as needed. In addition to offering accounts payable and accounts receivable processing, cash receipt handling, and purchasing services, Foundation Financial Services oversees grant and contract administration, financial reporting, budgeting, investments, and risk management for its customers.

The Financial Services Department continues to review and update processes and technology to improve the quality and efficiency of services. A major database upgrade to the SunGard ONESolution system provided a simple user interface to enable the retrieval of pertinent figures quickly and easily, allowing account holders to access information regarding their account as needed. In addition, three financial web forms were developed that allow for the creation, review, and approval of interdepartmental transactions, travel reimbursements, and the payment of goods and services through an electronic workflow process, allowing for quick

retrieval of the information and supporting documents. Looking forward, another upgrade is in process to move the financial reporting system to a fully windows-based system.

## Information Technology

The Foundation IT group is committed to implementing cutting edge solutions to provide innovative services at the forefront of new technology, while reducing costs and improving efficiencies in both Foundation operations and university partnerships.

In May 2012, Cal Poly Pomona underwent a Chancellors Office Data Center Operations Audit. As part of that audit, the Foundation had three minor findings regarding its operations noted in the October report. These were mitigated in November and December allowing the Foundation Data Center to be fully compliant by the end of 2012.

Recognizing the critical importance of the integrity and security of the Foundation Data Center, a card reader entry system was installed as well as a fire suppression system. A new generator was also added to keep Foundation operations functioning if there was a loss of power. The Foundation IT Director is a key participant in the maintenance of the Foundation's segment of the Cal Poly Pomona Business Continuity Plan, regularly reviewing disaster recovery procedures to ensure there is no loss of service in the event of a business disruption.

A continuing challenge in technology is identifying, researching, and installing system upgrades throughout the various divisions of the Foundation to ensure systems operate

at maximum efficiency. Over the past two years, the Foundation IT group completed updates to the Foundation Employment Services Kronos System, the University Village Star Rez system, and the Kellogg West RDP system, to name just a few. A Financial System Business Process Review was performed and, as a result, a hardware upgrade was installed to that system, a data base clean up occurred, and IFAS web forms were developed.

Work is currently underway on a major upgrade to the current Financial Services system software in the 2013-14 fiscal year.

Looking forward, virtualization cloud-based expansion and integration will continue to be a focus, with migrations already complete in Employment Services Kronos system software and back up and disaster management system integration. The Foundation IT group will continue and deepen partnerships with the university, as well as off-campus customers, to ensure reliable and efficient 24/7 services.



## REAL ESTATE

The Foundation Real Estate Department continues to provide affordable housing options for Cal Poly Pomona faculty and staff and their families, as well as housing innovative businesses who want to be part of the university environment. Despite the downturn in the real estate market, many positive things in real estate have happened to support the mission of the university.

### Innovation Village Research Park:

The Foundation continues to foster development at Innovation Village, the 65 acre research park at the east end of the campus. In order to develop relationships with private industry, Innovation Village is marketed, both nationally and internationally, to attract companies that meet the general criteria and have a common research and development interest in a university setting. The Foundation facilitates these relationships by ground leasing parcels designated for development by the university and subleasing them with appropriate terms and conditions. Foundation Real Estate also manages all fiscal aspects of Innovation Village, including common area expenses and ground lease revenue.

With the completion of Phase IV, occupied by Southern California Edison, Innovation Village reached a major milestone in 2011 by celebrating 50% completion of the project.

Anchoring the 65 acre site is the American Red Cross facility, the largest blood processing center in the country, joined by Southern California Edison which occupies two buildings that total 250,000 sq. ft. of Class A office space. These buildings house

“My Southern California Edison internship has helped me tremendously. It has helped me see the purpose of the classes I am taking and value the things I am learning.”

-Christopher Osuala, CPP student



their Transmission Distribution Engineering Department, thus making it the home to as many as 900 engineers, planners, and scientists – some of whom have earned their degrees here at Cal Poly Pomona.

At 50% completion, the diverse project is a major source of employment not only to student interns and graduates, but to the local region with 1,601 direct jobs and a total job count of 3,748 including induced and indirect jobs. At full build out, the project is planned to generate a total of 3,170 direct jobs and a total job count of 6,820. With a median income of \$79,850, which is 57% higher than that of the county, the project is expected to generate total economic output of \$1,159,741,000 per annum. Additionally, the university will benefit from the lease revenue generated by the ground leases to reach as much as \$1.9 million annually at full build out.



Innovation Village proudly received national recognition from the Association of University Real Estate Officials (AUREO). The Cal Poly Pomona Foundation was honored for Innovation Village as the Outstanding Real Estate Project for its innovative, cost effective project, which has had a significant impact on a university as a model for others to follow. The award was presented by AUREO at its annual conference on September 24, 2013 hosted by Vanderbilt University, Nashville, Tennessee. Representing the Cal Poly Pomona Foundation was its Director of Real Estate Development, Sandra J. Vaughan-Acton, CPM. Founded in 1983, AUREO is an organization of 160+ universities and colleges throughout the United States and Canada that have staff dedicated to servicing the real estate needs of their respective higher education institutions.

#### Innovation Village Intern Spotlight: Corazon Lara

For the last few years, Corazon Lara has worked in Innovation Village as a laboratory intern at Titan Oil Recovery, analyzing bacteria samples from different oil wells to develop nutrients that could one day aid in oil production.



The internship complements the learn-by-doing education the first-generation high school graduate and college student is receiving at Cal Poly Pomona, where she is double-majoring in microbiology and anthropology.

“I love the hands-on experience,” says Lara. “It makes me more dexterous.”

Interning at Innovation Village allows Lara to work anywhere from two to four days weekly, depending on her current classes.

“Titan Oil Recovery is really flexible with my school schedule,” declares Lara. “They are really easy to work with.”

Lara hopes to continue working in a laboratory after she graduates in 2014 and would like to eventually become either a Clinical Laboratory Scientist or work in forensic science.

“My internship gives me something that I can use in the future,” states Lara. “It’s a good transition to the working world.”



Related Videos  
Inside Innovation Village  
<http://youtu.be/scsWohZHHp4>

### Faculty/Staff Housing:

Assisting new faculty and staff in meeting their housing needs is a priority to the university. The high cost of housing in the Southern California area historically has been an obstacle in recruiting new faculty and staff. Over the past two years, the Foundation continued to enhance its housing assistance program. With the downturn in the real estate market and difficulty in financing, the Foundation found itself in an ownership position on 25% of the 34 units at its Fair Oaks Walk townhome project. Many of these homes were repurchased through the three year buyback program, which protected buyers in the early years of this project. As the Foundation reacquired those homes, a rental option was offered to Cal Poly Pomona faculty and staff. At present, more homes are being sold as things become less volatile in both the housing and lending marketplace.

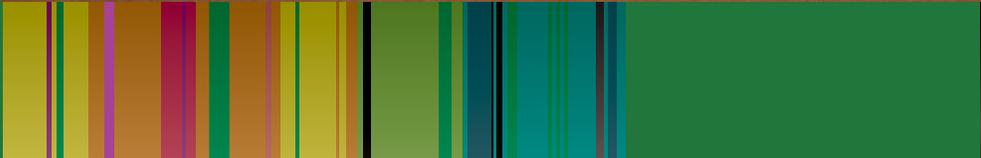


Along with the Fair Oaks Walk community, the Foundation has stable occupancy in the homes known to us as the Kellogg Tract. This tract of single family homes, adjacent to Innovation Village, remains fully occupied, primarily with faculty and staff who have purchased in the program. As with Fair Oaks Walk, some of the homes have been leased; however, a number of our renters have an option to purchase and are now working on transitioning from tenant to owner. We continue to keep an eye on the neighborhood and sales within this small community, and will take advantage of select purchase opportunities in the neighborhood should they come up.

Besides Foundation-owned or developed properties, the Real Estate Department continues to partner with the campus community in various capacities as it relates to real estate by collaborating on an as-needed basis to assist in planning for future development throughout the campus. Additionally, acting as property manager to two properties donated to the university, Foundation Real Estate continues to maximize the income stream while limiting any potential liabilities. Ultimately handling the disposition of properties under management to maximize income to the campus is the goal, once the beneficiary of the funds is in need of those proceeds.

In addition to membership in several university-related associations, including the Association of University Real Estate Officers and the Association of University Research Parks, the Foundation Real Estate Department staff has been working with the Institute of Real Estate Management in the area of student outreach. Additionally, the Director of Real Estate has been a featured speaker here at Cal Poly Pomona and at Cal State Fullerton for their real estate student network. Furthering the mission of advancing the University's diverse fields of study and research, as well as promoting Innovation Village, the Real Estate Department staff continues to gain exposure through various real estate and research-related organizations throughout the United States.







## ENTERPRISE OPERATIONS

## FOUNDATION DINING SERVICES

The mission of Foundation Dining Services is to provide an exceptional dining experience in a clean, friendly, enjoyable, and socially accountable environment in which the services and goods exemplify the cutting edge of industry trends. The services and goods are to be provided at a reasonable and competitive cost in an ethical manner, while generating funds that contribute to the education and health of the Cal Poly Pomona campus community. Foundation Dining services employs over 300 students, giving them the opportunity to get real-world experience in the workforce. Additionally, Dining Services partners with student clubs and groups to provide support and advocacy in their social and academic endeavors.

With the understanding that preparing for success in the future requires thought and planning today, Foundation Dining Services regularly looks to industry experts to assist in evaluating our services. In April 2012, Envision Strategies presented the Foundation with an update to the original Dining Services Master Plan, created in 2004 and updated in 2006. This document provides Foundation Dining Services with clear direction as it continues to develop innovative services that meet the needs of the campus community. In fall 2011, as part of the Master Plan update process, Envision Strategies held focus groups with students, faculty, and staff, as well as a quantitative web-based survey of the campus community, yielding 1,220 responses. The focus groups and survey indicated a desire to replace the existing Subway Express with a “Fresh Mex” branded concept. Working closely with ASI’s Facilities and Operations Committee and visiting numerous “Fresh Mex” restaurants with the group, Qdoba Mexican Grill came out on top as the preferred option and opened in fall 2012. At the time of opening, Cal Poly Pomona was one of only six campuses nationwide and the

first university in California to have a Qdoba, making this dining venue a truly unique option for the Cal Poly Pomona campus community.

In June 2013, Foundation Dining Services launched the Poly Trolley, an innovative food truck that serves a variety of appetizing items to the Cal Poly Pomona community. The food truck concept was originally discussed by Foundation Dining Services management and the Foundation Board several years ago, and had been a topic of ongoing conversation. The concept truly crystallized following the Master Plan update. The Master Plan consultant, Envision Strategies, recommended a mobile dining solution to meet the needs of the underserved portions of campus, and the Envision study found that revenues from the campus community could support it. The Poly Trolley was featured in the July 2013 issue of *Foodservice Director*, a premier magazine for informing non-commercial foodservice operators about innovations and innovators through trends, news, and insights. The Poly Trolley was also featured in the July 2013 issue of *On-Campus Hospitality*, a magazine that covers a number of essential topics related to dining, including food preparation, food courts, campus cards, and more.

In addition to Qdoba and the Poly Trolley Food Truck, Foundation Dining Services opened several new retail venues. The new College of Business building premiered Einstein Bros Bagels and a Pony Express convenience store in fall 2012. In 2011, the café at CTTI was reopened to serve the tenants at Innovation Village. The menu was expanded with the addition of a gourmet Panini program in fall 2012. This fall, the Foundation Board approved funding for a collaborative brewery laboratory adjacent to this location. This lab, which will allow students to obtain “hands-on” brewery experience,



### Related Videos

Dine @ Poly Trolley

<http://youtu.be/Y86fixMMST4>

will be a collaboration between the Foundation and a number of Cal Poly Pomona colleges including the Collins College of Hospitality, College of Engineering, and College of Agriculture.

Foundation Dining Services entered into a groundbreaking partnership with Sodexo in spring 2012. This alliance was the first of its kind nationally and will become a model for other colleges and universities in the near future. While Foundation Dining Services continues to remain a self-operated enterprise, leveraging Sodexo's broad range of integrated tools and services makes sense. These services include resident dining menu management, nutritional information provided across a wide array of media, inventory management, on-trend recipes, and menu analysis tools, as well as capitalizing on Sodexo's considerable purchasing power. The partnership with Sodexo not only saved money, but has afforded the opportunity to publish weekly resident dining menus with comprehensive nutritional analysis online. Student Health Services peer counselors are able to use this tool to assist students in meeting their dietary goals. In fall 2012, Los Olivos boasted the addition of seven LCD menu boards that present not only the menu served at each station for that meal period, but nutritional and allergen information as well. The lobby at Los Olivos underwent a makeover and introduced a health and wellness center in partnership with University Housing Services, and added a grab-n-go dining program designed for busy resident students.

Supporting the campus' Green Initiative is an ongoing priority with Foundation Dining Services. Los Olivos, in partnership with Burrtec Waste Industries, Inc., diverts all food waste away from landfills by sending it to an off-site composting program managed by Burrtec. This program currently diverts about 10 cubic yards of food waste per week away from local landfills. At its facility in Fontana, Burrtec composts the food waste with green waste, producing nutrient-rich soil in about 45 days. The compost is sold to local farmers and residents. Additionally, University Housing Services and Los Olivos received a grant from The Greenovation Fund, sponsored by the California State Student Association (CSSA), to retrofit lighting fixtures in the main dining area. This minor project saves Los Olivos \$1,440 annually in energy costs and has earned a 6 out of 6 STARS rating from CSSA. Furthermore, in 2008, Los Olivos eliminated trays in the dining facility.



This trayless initiative has been estimated to save about 10,000 gallons of water and has reduced food waste by 125 pounds per day. Finally, the National Wildlife Federation has recognized Los Olivos on its website for its recycling efforts.

In 2012, Kellogg West Conference Center and Hotel underwent a much-needed makeover, specifically in the main lobby and dining room. This makeover brought the look of the lobby, common areas, and dining room into the modern era. Several amenities were also added during the 2011-2013 period, including free hot breakfast for all hotel guests, room service, coffee in the lobby, and bar service in the exhibit lounge. Additionally, Kellogg West implemented Catertrax, a self-serve online catering booking program for campus catering. This system now allows customers to order



#### Related Videos

Los Olivos Wellness Center

<http://youtu.be/SNsd6unNzwo>

Waste Management at CPP Dining

<http://youtu.be/NW7i9p1K1vU>



online, receive updates via e-mail, request changes, and confirm events online from the comfort of their home or office. In 2011, many of the retail operations adopted the Catertrax system to help them manage their catering options. Currently, Subway, Peet's Coffee and Tea, Round Table Pizza, Einstein Bros Bagels, and Qdoba utilize this cloud-based catering system.

Foundation Dining Services continues to receive industry recognition for excellence and innovation. In spring 2013, Los Olivos was recognized by the National Association of College and University Food Services (NACUFS) for the 2013 Loyal E. Horton Dining Award. Cal Poly Pomona placed ahead of numerous prestigious large universities including Kansas State, Michigan State, Ohio State, Syracuse, and University of Southern California as the only large west coast university to be recognized. The award celebrates and recognizes exemplary campus dining services throughout the country. Applicants were required to focus on a number of topics, including the facility's menu, merchandising and presentation, marketing habits, nutrition and wellness, student roles, and sustainability. In 2011, Vista Market @ The Suites was recognized by NACUFS as "Best in the Business" for its innovative design. Two years later in 2013, the Pony Express Convenience Store at the newly constructed College of Business was also recognized for their innovative

design and self-checkout lane. Cal Poly Pomona was one of the first universities to install a self-checkout lane.

Several management changes occurred during the reporting period. Aaron Neilson took over as Interim Director of Foundation Dining Services in December 2012 following the retirement of Brett Roth. Aaron brought over 30 years of foodservice experience, with over 20 in the higher education market at locations such as University of Nevada, Las Vegas, Chapman University, the Claremont Colleges, and the University of La Verne. Sandra Cain was promoted to Assistant Director of Retail Operations, a newly created position given the fantastic growth of Foundation Dining Services retail operations at Cal Poly Pomona. Sandra has over 25 years of higher education retail and catering experience. Debra Chin was promoted to BSC manager, responsible for overseeing the retail operations in the Bronco Student Center, replacing Sandra Cain. Debra, who graduated from Cal Poly Pomona in 2011 with a degree in Psychology, has been working her way up the ranks within the Foundation at Subway since 2006. Oscar Villanueva was appointed the Senior Food and Beverage Manager for Kellogg West in February 2012. Oscar brought with him over 35 years of expertise in the hotel industry with the likes of Hilton and Hyatt. The new management team is prepared to steer Foundation Dining Services towards continued success.



Related Videos  
 Kellogg West Catering  
[http://youtu.be/SF\\_zTDDo08w](http://youtu.be/SF_zTDDo08w)



## KELLOGG WEST CONFERENCE CENTER & HOTEL

Kellogg West Conference Center & Hotel has provided meeting, banquet, dining, and lodging facilities for hundreds of thousands of guests since opening the doors in 1971. In addition to welcoming the parents, faculty, staff, and students of Cal Poly Pomona, many educationally related institutions, governmental, and corporate entities over the past years have chosen Kellogg West as the ideal venue for seminars, training, and business meetings. The only full service conference center in the 23 campus California State University system, Kellogg West is a member of the prestigious International Association of Conference Centers and the State of California Green Lodging Program.

Additionally, the beautifully restored Kellogg House is managed and operated by Kellogg West. Constructed in 1926, this spacious ranch-style estate exudes historical charm and offers mesmerizing views. Much like Kellogg West, this venue can be used for conferences, weddings, reunions, and other special events.

In order to make informed strategic planning decisions for the future, in late 2010, an industry consulting group was commissioned to deliver an operational analysis of Kellogg West. In continued response to recommendations from that study, Kellogg West embarked on a multi-phase renovation of the property. The initial phase, completed in February 2013, included the front desk and lobby area, dining room, and lower-level exhibit lounge. All areas offer a fresh, contemporary design, new furniture, and lighter hues, while historic Cal Poly Pomona photo panels line the hallways and recall the rich past of Kellogg West and Cal Poly Pomona.

Business meetings, corporate conferences, and group events now have a high quality state-of-the-art professional system for presentations, online teaching, and videoconferences. The large auditorium has been upgraded to a smart conference room to utilize the latest technology and deliver the highest quality products and services to guests and the University community. The smart room offers an innovative ceiling projection



system, large automatic screen, centralized A/V controls, wireless microphones, HD video source capabilities, and iPad interface for digital whiteboard presentations.

The advanced network allows for participant connectivity, WiFi access, and support for upgrading to advancing technologies.



In addition to offering conferencing and lodging facilities and services, Kellogg West works closely with the Collins College of Hospitality Management. Continuing to provide Collins College students with practical applications of hospitality services, Kellogg West Director Cameron Edmonds and Collins College Assistant Professor Patrick Lee scheduled hands-on activities for students enrolled in the HRT 498 course. These students were able to experience the daily operations of Kellogg West lodging and conference services. On the lodging side, students spent multiple hours observing and practicing housekeeping services, including making beds, taking out the trash, and restocking guest amenity items. Truly a case of hands-on learning, student feedback was positive, noting that the experiences had given them a better appreciation of the hard work involved in such a job, and that it would help them be better managers in the future. Kellogg West Food & Beverage Manager Oscar Villanueva gave the students hands-on experience in conferencing dining services, including the setup of refreshment breaks, lunch service preparation, and other various aspects of

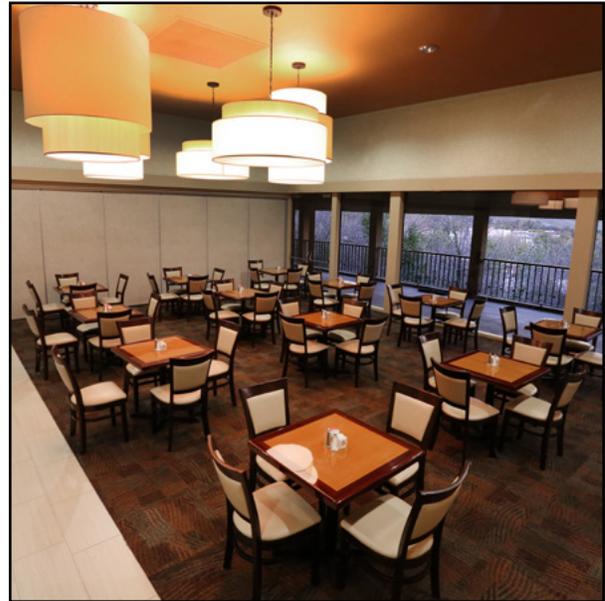


### Related Videos

New Year. New Look. - Before & After Shots  
<http://youtu.be/tai9tvmkCo>

banquet services. Just as it was on the lodging side, students exercised the learn-by-doing method by setting up these services in both the dining room and conference areas. These types of student experiences were put into practice again during fall 2013 Collins College classes, with the goal to increase the number of student activities and experiences at Kellogg West.

Kellogg West is committed to offering hospitality services that provide guests a full range of conference services and lodging facilities in an educational setting and at an affordable and competitive rate. While continuing to explore ways to enhance services, upgrade and renovate the facilities, and provide educational and employment opportunities for students of Cal Poly Pomona, Kellogg West looks forward to the future and to our continued role and partnerships with the university, The Collins College, and the many business partners and communities of Southern California.



## FOUNDATION HOUSING SERVICES

The University Village, operated by Foundation Housing Services (FHS), has provided convenient, safe, comfortable, and affordable student housing since 1985. Located on the campus of Cal Poly Pomona, The Village is a unique academic housing community which offers qualified individuals an alternative to transitional residence hall or campus apartment programs. A team of campus housing professionals manage The Village with the central mission to “accommodate and educate.” FHS professional staff regularly attend the ACUHO-I, NASPA, and WACUHO conferences and maintain active memberships.

During the reporting period, occupancy at The Village was consistently 100% for fall and winter quarters. In response to the high occupancy and resulting waiting lists, an agreement was reached with the local Shilo Hotels to house overflow University Village applicants during the 2012 and 2013 fall quarters. The overall population at The Village has become younger as more college students (both Cal Poly Pomona and Mt. San Antonio College) enter with advanced placement credit and college level credit achieved while high school students. The Director of Foundation Housing Services is now responsible for arranging housing for Cal Poly Pomona international scholars, and The Village is the primary residence for international students meeting residency requirements.

Technology is increasingly more important to students, and The Village continues to improve technology for resident usage, as well as for operating efficiencies. To oversee this critical area, a new position was developed. Owen Caldwell, a graduate of Cal Poly Pomona, was hired as the first Technology Manager for Foundation Housing Services. The Village Tech Center was added to provide general IT support for Village residents and staff, as well as a new computer

center with print capabilities and a 24-hour student center. The Village is now fully equipped with Wi-Fi both inside and out.

Continually reviewing and updating technology is also critical to maintaining operating efficiency. Most FHS internal paper processes have been digitized with mobile operations. All major processes including check in and check out, inventory, health and safety inspections, and billing inspections are all done with the use of iPads. This model for mobile applications of housing management systems (using Star Rez and FileMaker) was presented to the CSU Chief Housing Officers at a recent meeting. Many are considering adopting the FHS model for their housing programs.

Security and safety for both residents and for the facilities is vital to the University Village. The security camera system has been upgraded with additional cameras with 24-hour monitoring. An entry gate system upgrade is in process, with license plate reader and applications software to allow constant monitoring of the vehicles present in The Village at any given moment. A new part-time position, Safety Technician, was added. Reporting to the Technology manager, the Safety Technician is responsible for training and certifying all staff in CPR and First Aid (a requirement for all FHS staff). This position also serves as a liaison to the campus Emergency Coordinator.

With continued awareness of the university’s commitment to climate neutrality and sustainability, the Village continues to use environmentally friendly companies for its kitchen and bathroom remodels. These projects can be completed, from production to installation, with little to no environmental impact. The Furniture Recycle Program, implemented in fall 2011, provides residents with clean, refurbished items while keeping work local and contributing to larger financial residuals that can be recycled back to Cal Poly Pomona.



### Related Videos

Community Advisor/Sustainability Advisor Recruitment  
<http://youtu.be/TW7q8cWe6hU>



Prior to 2011, the University Village was spending, on average, between \$300,000 and \$500,000 per year on new furniture acquisitions. Old, damaged, or worn pieces were donated to charities or discarded. The Furniture Recycle Program recycles and renovates these pieces, resulting in improved longevity, increased resident satisfaction, and a reduction in annual expenditures by 90%. With the Furniture Recycle Program, annual furniture expenditures (both recovered and new replacement items) average about \$50,000. The recycling, or recovery, of sofas is completed in segments to minimize impact on resident life.

Although using the services of a company that was close to Cal Poly Pomona seemed like the most logical choice, it took research to locate the right vendor that could complete the task while maintaining a “green” factory environment in a cost effective manner. Finding this particular company in nearby Whittier has provided an added value to the Furniture Recycle Program by keeping the work local and stimulating the regional economy. It also reduces the Foundation’s carbon footprint by not having to ship these

bulky items long distances. Previously, most of the new furniture items were purchased and shipped from as far away as Texas and Louisiana.

The Furniture Recycle Program has proven its value in sustainability and economic viability. It is a great example of how a small idea, and a little ingenuity, can have a big impact. The program has been so successful that dining tables and chairs were added to recovery items in the fall of 2012.

Looking forward, The Village is adding Shop 24, a self-contained, automated convenience store to provide residents with food, snacks, and essential living items. The Foundation Dining Services Poly Trolley food truck is also scheduled to make regular visits to The Village to provide another convenient dining option. The University Village continues to look for new options to add value for residents, while maintaining its tradition of serving the residential needs of Cal Poly Pomona students.



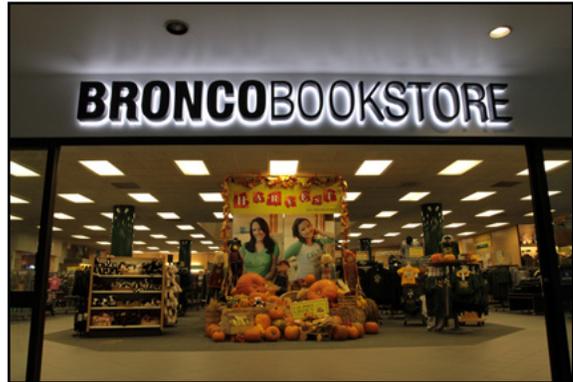
#### Related Videos

Sustainable Planning & Action Committee @ CPP Village  
<http://youtu.be/AGA17Z7vy9w>

## BRONCO BOOKSTORE

Proudly serving the campus community since 1946, Bronco Bookstore provides all academic materials for student success as well as clothing and gifts to promote Bronco Pride.

Maintaining course material affordability for students is a priority for Bronco Bookstore. Bookstore staff works diligently to research options and remain up-to-date with the latest developments in course materials. The support and cooperation received from faculty and the Cal Poly Pomona academic community enables continued innovation to provide students the materials they need at the best possible value.



For academic years 2011-2012 through 2012-2013, Bronco Bookstore's affordable course materials options included used books, custom format books, rentals, e-books, CSU Rent Digital e-books, and buyback. These options saved CPP students over \$3.6 million compared to the cost of purchasing all new textbooks. Affordable options accounted for over 40% of all course materials revenue for the store in 2012-2013. Rentals and digital textbooks gained significantly over these 2 years; rentals grew from under 10% of all textbook activity at the end of the 2010-2011 to over 20% at the end of 2012-2013, and digital sales increased from less than \$18,000 annually to \$62,534 for 2012-2013.

2011-2012	New Sales	Used Sales	Used Savings	New Rentals	Savings	Used Rentals	Savings
<b>Total</b>	\$3,650,666	\$1,768,679	\$589,560	\$247,927	\$139,307	\$375,578	\$327,115

2011-2012	Digital Sales	Savings	CSU Rent Digital	Savings	Buyback	Total Savings
<b>Total</b>	\$25,720	\$17,147	N/A	N/A	\$605,226	\$1,678,355
						25%

2012-2013	New Sales	Used Sales	Used Savings	New Rentals	Savings	Used Rentals	Savings
<b>Total</b>	\$3,473,242	\$1,710,548	\$846,693	\$224,669	\$116,755	\$504,627	\$430,329

2012-2013	Digital Sales	Savings	CSU Rent Digital	Savings	Buyback	Total Savings
<b>Total</b>	\$34,106	\$22,737	\$28,429	\$42,644	\$474,347	\$1,933,505
						30%

In fall 2011, the CSU Chancellor's Office announced the introduction of the CSU Rent Digital program to all CSU campuses as part of the system-wide Affordable Learning Solutions Initiative, which focuses on reducing students' textbook/course materials costs. CSU faculty were encouraged to adopt titles available in the CSU Rent Digital program for their Fall 2012 classes, offering them to students at a reduced rate of at least 60% off the new print version. This program was welcome news to Bronco Bookstore, which has been on the forefront of e-books by offering digital course material options since 2007.

Other affordable alternatives encouraged by Bronco Bookstore include smart custom books offered by most publishers. Actively encouraging faculty to adopt books that include only the material covered in a course is far easier now than it was just a few years ago. While more lead time is needed for production than with standard texts, most publishers no longer require lengthy adoption commitments or large enrollment numbers to produce a custom book. Savings for students can be significant – up to 30% off the regular retail price. Bronco Bookstore actively searches for available options to match adopted texts with less expensive identical-content formats, such as paperback or loose-leaf binder ready, whenever that option is available from the publisher. Additionally, the Bookstore's in-house custom publishing service is another cost-saving solution for faculty, allowing them to create their own materials or to assemble a targeted curriculum collection of articles rather than adopting more generic published textbooks. Custom published course packs are produced on campus with all required copyright clearances processed internally by the Bookstore. Where a nationally produced and marketed hardback textbook may average \$100-\$200, depending on the discipline, the most expensive faculty authored title sells for less than \$40.

Understanding the importance of having course materials and merchandise available online for the convenience of customers, Bronco Bookstore continues to focus on expanding and improving its website and ecommerce presence. Verba, a price comparison tool, was integrated into BroncoBookstore.com for fall 2012. This convenient tool allows customers to compare, right on the Bronco Bookstore website, a wide range of course material pricing options without having to navigate through multiple sites. Customers may click directly through to purchase from the Bookstore. Overall, ecommerce numbers rose dramatically in 2012-2013, with a 24% increase in revenue and a 28% increase in units sold over the prior year. During the same time frame, ecommerce revenue increased significantly from 10% to 15% of total store revenue.

The Bronco Bookstore Computer Store continues to grow along with the increasing reliance on technology in both the workplace and the classroom. Facilitating campus hardware and software purchases provides added value through up-to-date industry expertise group negotiating leverage. Additional focus on individual sales has resulted in tremendous sales

growth. The Computer Store capitalized on its partnership with Apple and its status as a certified campus reseller to offer additional value to campus consumers. Academic discounts and free printers are just two of the typical value enhancements that the Cal Poly Pomona community has grown to expect.



An early leader in embracing social media and new ways of reaching students and customers, Bronco Bookstore was recognized as a 2013 Facebook All-Star by Connect2One, a subsidiary of the National Association of College Stores. For the second year in a row, the Bookstore was awarded for its innovative and effective method of engaging students on the social media site Facebook. Recipients of this award are Connect2One members who have consistently kept students engaged and interacting on their Facebook pages with eye-catching promotions, events, contests, videos, and more. By getting involved with their students on Facebook, these All-Stars have enhanced their relationships with their fans and are changing on-campus attitudes about what a bookstore is and what it can be. To view the Bronco Bookstore Facebook page, please visit [www.facebook.com/broncobookstore](http://www.facebook.com/broncobookstore).

Bronco Bookstore looks forward to the future maintaining its focus on serving student learning and the mission of the university. As Cal Poly Pomona faculty and students evolve in how they teach and learn, Bronco Bookstore will continue to stay informed and connected to provide the best options and service possible.



Related Videos  
Why Social Media?  
[http://youtu.be/kHx3d\\_2Bx-o](http://youtu.be/kHx3d_2Bx-o)





## GRANT AND CONTRACT ADMINISTRATION

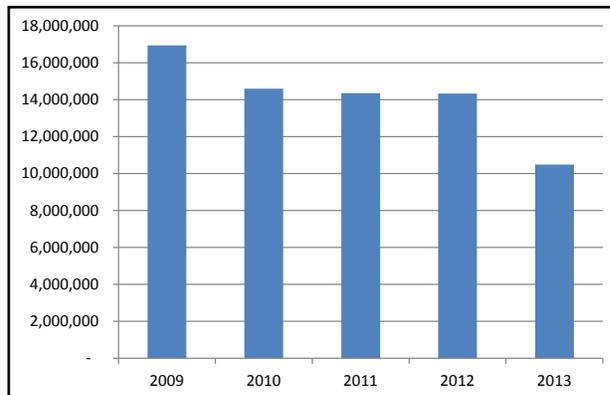
## GRANT AND CONTRACT ADMINISTRATION

The Cal Poly Pomona Foundation, Inc. is the recipient of all externally-funded sponsored projects awarded on behalf of California State Polytechnic University, Pomona. Over the last two years, the Foundation and University enjoyed another strong period in contracts and grants. The number of applications submitted totaled 287 proposals from 164 faculty and staff, requesting over \$89 million in total grant/contract funding from external sponsors. As a result of their efforts, Cal Poly Pomona faculty and staff secured nearly \$25 million in external funds representing over 280 new projects from 73 different agencies.

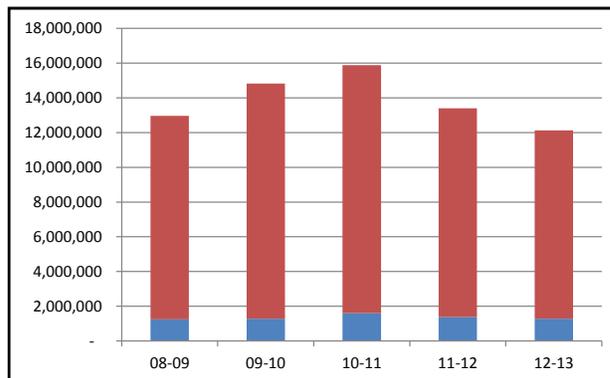
The Foundation employs over 600 student assistants to work on externally-funded projects. These students gain valuable experience working directly with faculty members on complex research projects. In addition, the Foundation supports research efforts on campus by subsidizing operating costs of over \$2 million involved in pre and post award administration and returning to the university all excess indirect cost recovery collected from sponsored programs totaling nearly \$1 million over the two year period. The success of faculty members in gaining new funding is celebrated at the annual Foundation-sponsored Project Director Reception.

The Foundation has also provided a designated gift for the Provost's Teacher-Scholar Program. This program provides summer stipends to junior, tenure-track faculty by supporting their professional development through planning which takes a realistic, long-term view of attitudes and behaviors that are required to establish and maintain a scholarly career. Participants receive regular review and mentoring by experienced colleagues from the Office of Research and Sponsored Programs and the Faculty Center for Professional Development. The total amounts of the designated gift for the past two years have totaled \$220,000.

### NEW AWARDS



### GRANT AND CONTRACT EXPENDITURES AND INDIRECT COST RECOVERED



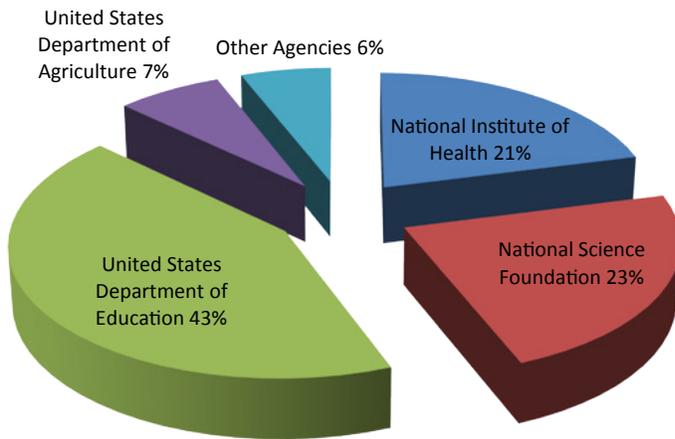
Blue: Indirect Cost      Red: Direct Cost

Based on the stewardship of the faculty and staff in administering their projects, Foundation has received favorable A-133 audits for many years. This annual audit is required by the Federal Office of Management and Budget for colleges and universities that receive federal funding of which a favorable audit assures external agencies of our abilities to administer these funds properly.

Sponsored programs are very important to the University by providing practical learning experiences for students and professional growth for faculty. The Foundation is proud of the many accomplishments of the faculty, staff, and students relating to these externally-funded projects and is committed to continuing the support for these very important programs.

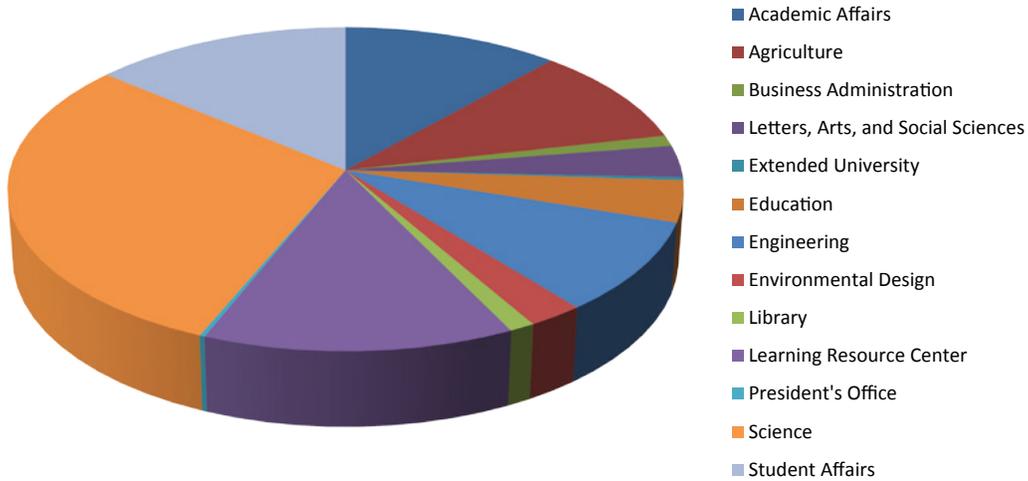


**Federal Grant and Contract Revenue**



National Institute of Health	21%
National Science Foundation	23%
United States Department of Education	43%
United States Department of Agriculture	7%
Other Agencies	6%

## ACTIVITY BY UNIVERSITY AND COLLEGES GRAPH



## ACTIVITY BY UNIVERSITY AND COLLEGE TOTALS

Academic Unit	2011-2012	2012-2013	TOTALS
Academic Affairs	\$2,219,290.55	\$739,786.64	\$2,959,077.19
Agriculture	1,259,294.77	1,252,522.16	2,511,816.93
Business Administration	141,920.08	134,997.60	276,917.68
Extended University	36,836.00	37,897.00	74,733.00
Letters, Arts, and Social Sciences	386,615.73	423,596.08	810,211.81
Education	560,703.89	494,310.64	1,055,014.53
Engineering	1,179,166.68	1,148,843.82	2,328,010.50
Environmental Design	268,321.76	343,487.98	611,809.74
Library	210,000.00	71,516.73	281,516.73
Learning Resource Center	1,571,462.16	1,837,585.99	3,409,048.15
President's Office	27,435.00	30,000.00	57,435.00
Science	3,632,500.70	3,968,884.77	7,601,385.47
Student Affairs	1,901,991.70	1,642,853.75	3,544,845.45
<b>Grand Totals</b>	<b>\$13,395,539.02</b>	<b>\$12,126,283.16</b>	<b>\$25,521,822.18</b>

## AWARDING AGENCIES FOR GRANTS AND CONTRACTS

The following agencies support the many projects conducted by Cal Poly Pomona faculty and staff. The Foundation thanks these agencies for their financial resources and their commitment to these important programs.

### FEDERAL AGENCIES

Bakersfield City School District  
 Board of Governors of the Colorado State University System  
 California Department of Education  
 California Institution of Technology  
 Carnegie Mellon University  
 CSU Fresno Foundation  
 CSU Fullerton Auxiliary Services, Corp.  
 Glenn Research Center  
 Jet Propulsion Laboratory  
 Lawrence Berkeley National Laboratory  
 Molecular Express, Inc.  
 Mt San Antonio College  
 National Endowment of the Humanities  
 National Institute of Health  
 National Science Foundation  
 National Space Grant Foundation  
 Pasadena City College  
 Regents of the University of California  
 Regents of the University of Colorado  
 Riverside Community College District  
 San Jose State University Research Foundation  
 Secor Strategies, LLC  
 State of California-Office of Traffic Safety  
 The Academy of Applied Science  
 The American Physical Society  
 The Regents of the University of California  
 The Trustees of the Indiana University  
 United States Department of Agriculture  
 United States Department of Defense  
 United States Department of Education  
 United States Department of Justice  
 United States Department of the Interior  
 United States Environmental Protection Agency  
 United States Geological Service  
 University Enterprises, Inc.  
 University of California, Davis  
 University of California, Office of the President  
 University of North Dakota  
 University of Texas, San Antonio

### PRIVATE ORGANIZATIONS

BioMedix Corp.  
 Cal Poly Corporation  
 California Community Foundation  
 California Landscape Contractors Association  
 California Wellness Foundation  
 Friends of Heritage Preservation  
 Graham Foundation  
 Intelligent Energy  
 Ironwood Consulting, Inc.  
 Jet Propulsion Laboratory  
 Landscape Architecture Foundation  
 Lytessolutions LLC  
 Metropolitan Water District  
 National Collegiate Inventors & Innovators Alliance  
 Northrop Grumman  
 Raytheon Company  
 Southern California Edison  
 Southern California Institute of Food Technologists  
 The City of Glendale  
 The Getty Foundation  
 The Pennsylvania State University  
 Weston Solutions, Inc.

### EXEMPT ORGANIZATIONS

California Community Foundation  
 Los Angeles Times Family Fund  
 The Angell Foundation  
 The Getty Foundation  
 W.K. Kellogg Foundation

### STATE AND LOCAL GOVERNMENT

Agricultural Research Initiative  
 Air Resources Board  
 California Department of Education  
 California Institute for Regenerative Medicine  
 Los Angeles County Sheriff Department  
 Los Angeles Universal Preschool  
 Regents of the University of California, Davis  
 South Coast Air Quality Management District  
 State Coastal Conservancy  
 The Regents of the University of California  
 Tri-City Mental Health Center  
 Trustees of the California State University  
 University of California, Office of the President  
 Walnut Valley Unified School District

## ALLOCATION OF INDIRECT COST FUNDS RECOVERED FROM GRANT AND CONTRACT PROJECTS

	2012-2013	2011-2012
Research Incentive Funds Returned to Academic Affairs	317,472.89	441,889.51
Foundation Fee for Post-Award Grant Administration	482,265.00	523,134.00
Office of Research and Sponsored Program Expenditures	441,218.25	369,641.18
Funds for Reserve for Disallowed Costs	25,152.00	25,152.00
Funding for Intellectual Property Reserve	20,000.00	20,000.00
Total Indirect Cost Funds Collected	1,286,108.14	1,379,816.69
Effective Indirect Cost Recovery Rate	12.00%	11.87%

## GRANT AND CONTRACT HIGHLIGHTS

### Distinguished Professor Retires

Chemistry professor Dr. Barbara Burke retired in 2013, following 30 years of distinguished service to Cal Poly Pomona. During that time she generated and directed nearly \$2,000,000 in grant projects, with funding from the National Science Foundation, the California Wellness Foundation, the Kellogg Endowment, and other agencies.

Dr. Burke is especially well known for her groundbreaking work in mentoring underrepresented minority students in the sciences.

From 1999 through 2013, she served as the Director of Science Educational Enhancement Services (SEES) in the College of Science, a program that has received considerable national recognition.

In 2004, Dr. Burke received the Presidential Award for Excellence in Science, Mathematics and Engineering Mentoring from President George Bush, and in 2010, Dr. Burke received the College of Science Outstanding Advisor Award. Helping to culminate a truly exceptional career, in 2011, Dr. Burke received the inaugural Provost's Award for Excellence in Service.

### \$1.5 Million Stem Cell Initiative Award

During the past two years, the Cal Poly Pomona Foundation received a three-year, \$1.5 million grant renewal for stem cell education and research from the California Institute for Regenerative Medicine (CIRM). This award increases opportunities for both science and non-science majors to learn about stem cells in their coursework and continues to offer intensive research internship experiences for highly qualified biology students. The biomedical research focuses on basic research, diagnostics, and therapies for conditions such as microcephaly, immune disorders, skeletal muscle diseases, digit regeneration, and HIV infections with a focus on developing life-saving medical treatments representing cutting edge strategies.

The CIRM grant is a partnership between Cal Poly Pomona and Cal State Los Angeles where each campus selects three undergraduate and two graduate students a year for six month or one year internships, respectively. Together the campuses develop stem cell curriculum for science and non-science majors, sponsor stem cell research seminars by well-known researchers, and promote cross-campus faculty and student interactions. The program goals are:

1. Provide comprehensive stem cell training and research opportunities for qualified students; and
2. Give large, ethnically diverse student populations a basic understanding of stem cell research.

The student research internships are conducted in 20 to 30 different research laboratories at four nonprofit institutions including California Institute of Technology, City of Hope, The Scripps Research Institute, and University of Southern California. The internship program integrates into the students' undergraduate (BS) or graduate (MS) programs.





*Chemistry professor Dr. Barbara Burke generated nearly \$2,000,000 in grant projects.*



## GRANT AND CONTRACT AWARDS

Allison Douglas-Chicoye, Academic Affairs  
W.K. Kellogg Foundation  
\$40,000

Alyssa Lang, Environmental Design  
W.K. Kellogg Foundation  
\$1,445

Amar Raheja, Agriculture  
Agricultural Research Initiative  
\$66,705

Andrew Voss, Science  
National Institute of Health  
\$206,625

Angel Valdes, Science  
The Academy of Applied Science  
\$2,600

Ann Morgan, Library  
W.K. Kellogg Foundation  
\$165,000

Barbara Burke, Science  
National Science Foundation  
\$121,344

Barbara Burke, Science  
University Enterprises, Inc.  
\$130,000

Barbara Burke, Science  
University Enterprises, Inc.  
\$11,880

Barbara Burke, Science  
California Wellness Foundation  
\$150,000

Barbara Burke, Science  
W.K. Kellogg Foundation  
\$60,000

Barry Lehrman, Environmental Design  
Landscape Architecture Foundation  
\$6,720

Beth Djonne, Education  
Walnut Valley Unified School District  
\$342,889.55

Bettina Casad, Letters, Arts and Social  
Sciences  
National Institute of Health  
\$574,414

Bonny Burns-Whitmore, Agriculture  
Cal Poly Corporation  
\$46,068

Catherine Schmitt-Whitaker, Student Affairs  
Trustees of the California State University  
\$320,004

Ciera Jaspan, Science  
Carnegie Mellon University  
\$34,299

Claudia Garcia-Des Lauriers, Letters, Arts  
and Social Sciences  
W.K. Kellogg Foundation  
\$4,900

Claudia Pinter-Lucke, Academic Affairs  
W.K. Kellogg Foundation  
\$100,000

Claudia Pinter-Lucke, Academic Affairs  
W.K. Kellogg Foundation  
\$35,000

Claudia Pinter-Lucke, Academic Affairs  
W.K. Kellogg Foundation  
\$96,000

Claudia Pinter-Lucke, Academic Affairs  
W.K. Kellogg Foundation  
\$80,000

Craig Kerr, Letters, Arts and Social Sciences  
W.K. Kellogg Foundation  
\$4,000

Craig LaMunyon, Science  
National Institute of Health  
\$105,435

Craig LaMunyon, Agriculture  
Agricultural Research Initiative  
\$212,241

Craig LaMunyon, Agriculture  
Agricultural Research Initiative  
\$29,472

Dan Hostetler, Agriculture  
Los Angeles County Sheriff Department  
\$11,865

Dan Manson, Business Administration  
Mt San Antonio College  
\$15,450

Dan Manson, Business Administration  
University of Texas, San Antonio  
\$32,500

Dan Manson, Business Administration  
Mt San Antonio College  
\$252,092

Danette Cook Adamson, Academic Affairs  
National Endowment of the Humanities  
\$5,971

David Still, Agriculture  
CSU Fresno Foundation  
\$123,552

David Still, Agriculture  
Agricultural Research Initiative  
\$270,968

David Still, Agriculture  
The Trustees of the Indiana University  
\$176,280

David Still, Agriculture  
University of California, Davis  
\$374,293

David Still, Agriculture  
United States Department of Agriculture  
\$284,000

David Still, Agriculture  
Agricultural Research Initiative  
\$131,188

Dennis Loo, Letters, Arts and Social  
Sciences  
W.K. Kellogg Foundation  
\$5,000

Diana Minor, Student Affairs  
W.K. Kellogg Foundation  
\$30,000

Donald Edberg, Engineering  
Jet Propulsion Laboratory  
\$15,000

Donald Edberg, Engineering  
Secor Strategies, LLC  
\$4,000

Ed Walton, Science  
National Science Foundation  
\$167,098

Edward Bobich, Science  
Ironwood Consulting, Inc.  
\$19,634

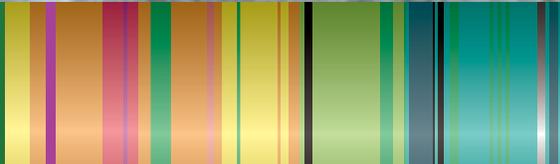
Erin Questad, Science  
United States Department of Defense  
\$114,218

Erin Questad, Science  
Regents of the University of California,  
Davis  
\$10,000

Ertan Salik, Agriculture  
Agricultural Research Initiative  
\$45,509

Fang Tang, Science  
W.K. Kellogg Foundation  
\$4,736

Frank Ewers, Academic Affairs  
Air Resources Board  
\$432,000



Frank Ewers, Academic Affairs W.K. Kellogg Foundation \$93,898	Jascha Polet, Science California Institution of Technology \$108,080	Juintow Lin, Environmental Design W.K. Kellogg Foundation \$5,000
Frank Smith, Engineering Southern California Edison \$229,953	Jascha Polet, Science United States Geological Service \$39,623	Juliana Fuqua, Letters, Arts and Social Sciences CSU Fullerton Auxiliary Services, Corp. \$21,844
Gerald Herder, Engineering Lawrence Berkeley National Laboratory \$20,000	Jascha Polet, Science Pasadena City College \$604,173	Junjun Liu, Science San Jose State University Research Foundation \$42,474
Gilbert Cadena, Academic Affairs South Coast Air Quality Management District \$17,500	Jawaharlal Mariappan, Engineering National Collegiate Inventors & Innovators Alliance \$8,800	Junjun Liu, Science National Institute of Health \$140,580
Gilbert Cadena, Academic Affairs South Coast Air Quality Management District \$21,000	Jayson Smith, Science CSU Fullerton Auxiliary Services, Corp. \$58,112	Karoline Harrison, Agriculture Southern California Institute of Food Technologists \$4,499
Gilbert Cadena, Academic Affairs Jet Propulsion Laboratory \$100,000	Jayson Smith, Science Weston Solutions, Inc. \$87,486	Kathleen Street, Student Affairs W.K. Kellogg Foundation \$75,000
Greg Hunter, Letters, Arts and Social Sciences W.K. Kellogg Foundation \$4,180	Jeffrey Marshall, Science National Science Foundation \$19,367	Kathleen Street, Student Affairs W.K. Kellogg Foundation \$80,000
Greisy Winicki-Landman, Science The Regents of the University of California \$39,391	Jeffrey Marshall, Science W.K. Kellogg Foundation \$100,000	Kathleen Street, Student Affairs Tri-City Mental Health Center \$10,000
Greisy Winicki-Landman, Science University of California, Office of the Pres- ident \$105,450	Jerald Chesser, Extended University Bakersfield City School District \$37,897	Keith Forward, Engineering W.K. Kellogg Foundation \$4,500
Harmit Singh, Agriculture Southern California Institute of Food Technol- ogists \$12,046	Jill Adler-Moore, Science California Institute for Regenerative Medicine \$1,027,756	Kevin Anderson, Engineering Jet Propulsion Laboratory \$8,000
Huburtus F. vonBremen, Science W.K. Kellogg Foundation \$4,736	Jill Adler-Moore, Agriculture Agricultural Research Initiative \$182,000	Kevin Anderson, Engineering Jet Propulsion Laboratory \$15,000
Hyun Gu Kang, Science W.K. Kellogg Foundation \$9,916	Jill Adler-Moore, Science National Institute of Health \$541,443	Kyle Brown, Environmental Design W.K. Kellogg Foundation \$5,000
J. Michael Ortiz, President Office W.K. Kellogg Foundation \$7,435	Jill Adler-Moore, Science Molecular Express, Inc. \$190,596	L. Allen Pettey, Agriculture W.K. Kellogg Foundation \$5,000
J. Michael Ortiz, President Office W.K. Kellogg Foundation \$50,000	Joan Leong, Science W.K. Kellogg Foundation \$4,736	Laura Ayon, Learning Resource Center United States Department of Education \$744,900
James Kang, Engineering Jet Propulsion Laboratory \$15,000	Joan Leong, Agriculture Agricultural Research Initiative \$29,772	Lauren Weiss Bricker, Environmental Design The Getty Foundation \$160,000
Jascha Polet, Science W.K. Kellogg Foundation \$10,000	Jodye Selco, Science California Community Foundation \$40,000	Lauren Weiss Bricker, Environmental Design United States Department of Agriculture \$20,000
	John Chan, Science W.K. Kellogg Foundation \$5,000	

Lauren Weiss Bricker, Environmental Design  
The Getty Foundation  
\$140,000

Lisa Kessler, Agriculture  
Agricultural Research Initiative  
\$88,364

Luis Hoyos, Environmental Design  
United States Department of the Interior  
\$40,000

Marten denBoer, Academic Affairs  
W.K. Kellogg Foundation  
\$33,000

Martin Sancho, Agriculture  
Southern California Institute of Food  
Technologists  
\$12,661

Mary Claire Gager, Learning Resource  
Center  
United States Department of Education  
\$460,000

Matthew Povich, Science  
The Pennsylvania State University  
\$70,321

Mayra Lewis, Student Affairs  
United States Department of Justice  
\$199,991

Melissa Flicker, Environmental Design  
W.K. Kellogg Foundation  
\$3,000

Michael Fox, Environmental Design  
National Space Grant Foundation  
\$29,927

Mikhail Gershfeld, Engineering  
Board of Governors of the Colorado State  
University System  
\$91,850

Milton Randle, Engineering  
W.K. Kellogg Foundation  
\$97,500

Milton Randle, Engineering  
University of California, Office of the  
President  
\$70,666

Monique Allard, Student Affairs  
W.K. Kellogg Foundation  
\$200,000

Monique Allard, Student Affairs  
The Angell Foundation  
\$100,000

Monique Allard, Student Affairs  
W.K. Kellogg Foundation  
\$60,000

Muditha Senanayake, Agriculture  
Regents of the University of California,  
Davis  
\$10,000

Myriam Casimir, Education  
W.K. Kellogg Foundation  
\$2,565

Nadia Shpachenko-Gottesman, Letters, Arts  
and Social Sciences  
W.K. Kellogg Foundation  
\$5,000

Nancy Buckley, Science  
National Institute of Health  
\$115,020

Nancy Buckley, Science  
W.K. Kellogg Foundation  
\$2,433

Nancy M. Fan, Business Administration  
W.K. Kellogg Foundation  
\$4,736

Nicole Wickler, Science  
California Community Foundation  
\$40,000

Nicole Wickler, Science  
National Science Foundation  
\$1,438,805

Nicole Wickler, Science  
University of California, Office of the  
President  
\$110,478

Olga Griswold, Letters, Arts and Social  
Sciences  
W.K. Kellogg Foundation  
\$4,736

Olive Yao Li, Agriculture  
W.K. Kellogg Foundation  
\$2,433

Olive Yao Li, Agriculture  
Southern California Institute of Food  
Technologists  
\$23,045

Patricia Duran, Student Affairs  
United States Department of Education  
\$563,020

Paul Beardsley, Science  
W.K. Kellogg Foundation  
\$5,000

Pedro Carrillo, Learning Resource Center  
United States Department of Education  
\$492,250

Ramesh Kumar, Agriculture  
California Landscape Contractors  
Association  
\$4,897

Ray Wang, Library  
W.K. Kellogg Foundation  
\$110,000

Rebecca Gutierrez-Keeton, Student Affairs  
W.K. Kellogg Foundation  
\$130,000

Ricardo Quintero, Learning Resource Center  
California Department of Education  
\$38,592

Ricardo Quintero, Learning Resource Center  
United States Department of Education  
\$492,250

Ricardo Quintero, Learning Resource Center  
United States Department of Education  
\$685,210

Ricardo Quintero, Learning Resource Center  
United States Department of Education  
\$561,484

Ricardo Quintero, Learning Resource Center  
United States Department of Education  
\$250,000

Richard Mathias, Agriculture  
United States Department of Agriculture  
\$202,466

Robert Talmadge, Science  
W.K. Kellogg Foundation  
\$4,500

Ron Leon, Education  
W.K. Kellogg Foundation  
\$80,000

Ronald Heimler, Agriculture  
United States Department of Agriculture  
\$289,000

Ronald Heimler, Agriculture  
Agricultural Research Initiative  
\$5,053

Ryan Szypowski, Science  
National Science Foundation  
\$37,077

Sandra Dixon, Education  
W.K. Kellogg Foundation  
\$80,000

Sarah Lorenzen, Environmental Design  
Graham Foundation  
\$10,000

Sarah Lorenzen, Environmental Design  
Friends of Heritage Preservation  
\$50,000

Sean Liu, Science  
Lyte Solutions LLC  
\$15,082

Sepehr Eskandari, Agriculture  
Agricultural Research Initiative  
\$50,000

Sepehr Eskandari, Science  
W.K. Kellogg Foundation  
\$140,000

Sepehr Eskandari, Science  
National Institute of Health  
\$316,305

Sepehr Eskandari, Agriculture  
Agricultural Research Initiative  
\$72,900

Shelton Murinda, Agriculture  
Southern California Institute of Food  
Technologists  
\$9,277

Shelton Murinda, Agriculture  
Regents of the University of California,  
Davis  
\$10,000

Stephen Bryant, Education  
Los Angeles Universal Preschool  
\$17,867

Stephen Davis, Education  
United States Department of Education  
\$500,001

Stephen Osborn, Science  
Regents of the University of Colorado  
\$150,000

Steve McCauley, Science  
The American Physical Society  
\$24,907

Subodh Bhandari, Engineering  
Northrop Grumman  
\$40,000

Subodh Bhandari, Engineering  
Jet Propulsion Laboratory  
\$15,000

Subodh Bhandari, Engineering  
National Science Foundation  
\$360,000

Susan Mulley, Environmental Design  
Metropolitan Water District  
\$73,969

Susan Mulley, Environmental Design  
State Coastal Conservancy  
\$49,994

Susan Mulley, Environmental Design  
State Coastal Conservancy  
\$49,994

Suzanna Conrad, Library  
W.K. Kellogg Foundation  
\$7,155

Ty Ramsower, Student Affairs  
Regents of the University of California  
\$10,000

Vilupanur Ravi, Engineering  
Intelligent Energy  
\$55,000

Vilupanur Ravi, Engineering  
Glenn Research Center  
\$35,000

Vilupanur Ravi, Engineering  
University of North Dakota  
\$10,000

Wei-Jen Lin, Science  
National Institute of Health  
\$115,020

Wei-Jen Lin, Science  
BioMedix Corp.  
\$18,000

Wen Cheng, Engineering  
State of California-Office of Traffic Safety  
\$75,000

Wen Cheng, Engineering  
The City of Glendale  
\$25,000

Winy Dong, Engineering  
United States Environmental Protection  
Agency  
\$14,644

Winy Dong, Engineering  
National Collegiate Inventors & Innovators  
Alliance  
\$7,500

Winy Dong, Engineering  
W.K. Kellogg Foundation  
\$80,000

Winy Dong, Engineering  
United States Department of Education  
\$455,721

Xinkai Wu, Engineering  
W.K. Kellogg Foundation  
\$9,695

Xudong Jia, Engineering  
The Regents of the University of California  
\$74,820

Xudong Jia, Engineering  
The Regents of the University of California  
\$30,000

Yao Olive Li, Agriculture  
Agricultural Research Initiative  
\$6,671

Yong Xue Gan, Engineering  
W.K. Kellogg Foundation  
\$7,200

Yuanxiang Zhao, Science  
National Institute of Health  
\$207,180

Yvette Nout, Agriculture  
W.K. Kellogg Foundation  
\$5,000

Yvette Nout, Agriculture  
W.K. Kellogg Foundation  
\$4,500

Yvette Nout, Agriculture  
Agricultural Research Initiative  
\$4,000

Yvonne Bailey, Student Affairs  
United States Department of Education  
\$410,414

Yvonne Bailey, Student Affairs  
Los Angeles Times Family Fund  
\$35,000

Yvonne Bailey, Student Affairs  
California Department of Education  
\$224,857

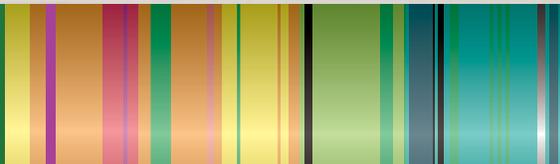
Yvonne Bailey, Student Affairs  
Los Angeles Universal Preschool  
\$244,140

Yvonne Bailey, Student Affairs  
California Department of Education  
\$5,000

Yvonne Bailey, Student Affairs  
California Department of Education  
\$700,467

Zekeriya Aliyazicioglu, Engineering  
Raytheon Company  
\$100,000

Zuoyue Wang, Letters, Arts and Social  
Sciences  
National Science Foundation  
\$38,590



## COLLEGE OF THE EXTENDED UNIVERSITY

Over the years, CEU has established itself as a mechanism for providing the community with a broad base of programs ranging from off-campus degree programs to professional development and personal enrichment opportunities. Programs offered by the College are designed to meet the needs of working professionals (non-traditional students) wanting to enhance their career opportunities as well as the needs of traditional students desiring additional programs not offered through the university. The College is now an approved training provider with the Pacific Gateway Workforce Investment Network, the South Bay One-Stop Business & Career Centers, and the South Bay Workforce Investment Board. Through these partnerships, CEU offers specified programs available for free to unemployed workers using government funding. The Foundation sponsors all of the professional development courses, programs, and certificates offered by CEU. The College continues to exceed budget projections each year; a significant part of CEU's growth has come from language camps for both Chinese and Korean students, international education programs for groups from China, and the Cal Poly English Language Institute (CPELI) program.

### Courses for Business and Industry

CEU prides itself in offering some of the most in-demand certificate programs available today. These intensive, short-term programs focus on key industry trends and advancements, which enable individuals to upgrade their skills in a particular subject area in a relatively short period of time. Course topics cover such areas as business and management, specialty trade and industrial programs, project and quality management, clean energy programs, hospitality and service industry courses, and many others. CEU also offers a variety of test preparation courses, which allow individuals to pursue a professional license or gain new certifications for career advancement.

### Online Learning

As a result of increased demand for online courses, CEU has collaborated with several colleges on campus to develop industry-specific online courses. Current online courses cover such areas as Accounting: Internal Auditing, Autism

Spectrum Disorders, Project Management: PMP, Six Sigma, Solar Energy Systems, and Sustainable Meeting and Event Planning. In addition, CEU has partnered with two of the largest, most recognized online education leaders in the country – Pearson and ed2go, which offer hundreds of self-paced and instructor-led courses covering topics from accounting to web design.

### Corporate Training

As a key training provider for the university, CEU works closely with the business community to provide training that focuses on the latest industry trends and is customized for each client. Customized training programs of varying lengths are offered in a variety of subject areas. In addition, most on-campus certificates and courses are also available for customization and delivery on-site at corporations and businesses, helping employers stay abreast of advancing technologies, trends, and skills essential in today's workplace. Courses may be selected from a list of key program areas or may be chosen from the online course catalog where the content and timeframes can be combined, expanded, or streamlined to meet the specific needs.

### Cal Poly English Language Institute

The Cal Poly English Language Institute (CPELI) focuses on preparing international students for academic coursework in the United States by offering an English for Academic Purposes curriculum and by providing admissions advising to students from around the world. By participating in a variety of activities in addition to classroom sessions, students not only gain the language skills they need to succeed, but they also learn to adapt socially and academically. This acculturation is what sets CPELI apart from many other English language programs. CPELI increased enrollment in its regular program by 24% in the last year. The Institute has also seen significant growth in its short-term summer and winter camps.

### International Center

The International Center is the focal point for international activities at Cal Poly Pomona. The goal of the International Center is to enhance campus-wide internationalization



through international student and scholar services, study abroad, and training and outreach programs for international scholars. The International Center provides an inviting location for domestic and international students and scholars to meet, obtain information about overseas study, read about current events in the U.S. and the world, and share experiences. While the majority of international students come from Asia, the campus hosts students from approximately 60 different countries including Mexico, Albania, Egypt, Nigeria, Viet Nam, Portugal, Venezuela, the Republic of Korea, Malaysia, and many more.

#### **Global Education Programs**

The College of the Extended University proudly hosts Global Education Programs providing an opportunity for businesses and universities from abroad to visit the United States and

partake in customized educational training programs. Faculty from Cal Poly Pomona as well as expert working professionals from related fields provide instruction specifically designed for each program. Curriculum is customized to meet specific needs and interests of the group. CEU's Global Education Programs also incorporate hands-on experiences such as tours to related businesses and facilities that further enhance the knowledge and experience obtained during each training program. The goal is to provide international professionals with practical and up-to-date information that strengthens their skills and abilities and provides them with the knowledge necessary to improve their own businesses and institutions. Programs can be delivered in the United States or abroad and may vary in length from one week to several months.

## AGRICULTURE AID-TO-INSTRUCTION PROGRAMS

### AGRIscapes/Farm Store @ Kellogg Ranch

AGRIscapes is located on 40 acres at Cal Poly Pomona and showcases both agriculture and landscapes that are sustainable, environmentally beneficial, economically viable, and technologically sound. AGRIscapes promotes agriculture and environmental literacy through research, education, and demonstration of alternative methods to grow food, conserve water, reduce energy needs, and recycle agricultural and urban water for resource efficiency and community enhancement. Annually, over 300 groups visit the facility for educational programs, meetings, and receptions.

Since opening in 2001, the Farm Store @ Kellogg Ranch has provided an outlet for fruits, vegetables, meats, nursery, and apparel products, produced as part of the College of Agriculture educational program. The store features a full line of private labeled specialty grocery, deli, dairy, and gift items to students and the general public. Open seven days per week, it has become a very popular venue to visit on campus.

The Farm Store is the center of many festivals and holiday celebrations, including the Rod and Tractor Show, A Taste of the Farm Store, Christmas Fruit Packs, and the popular Pumpkin Festival held annually in October. The Farm Store crew has taken its show on the road, showcasing Cal Poly Pomona products at weekly farmers markets in Downey, Baldwin Park, Pasadena, Irvine, and San Dimas, and has



worked closely with Kaiser Permanente on their “thrive” campaign of increasing fresh fruits and vegetables into consumer’s daily diets.

In 2010, the gross revenue for the store surpassed \$1 million annually and this figure continues to grow. The store provides employment to 25 students who gain experience in marketing, merchandising, and retail sales.

Thanks to a major donation from a College of Agriculture alumnus, the Farm Store will undergo a “mini” remodel in 2014. Initial plans include improving the entrance to the store by moving the point of sale closer to the parking lot, as well as establishing a sample/demonstration counter and potential deli inside of the store.

### Agronomy Farm/Fruit Industries

The Agronomy Farm is the primary provider of most of the vegetable crops and related products to the Farm Store @ Kellogg Ranch. In addition, this unit maintains a Culinary Garden for the chef’s and students of the Restaurant @ Kellogg Ranch for the Collins College of Hospitality Management. Large crews of students are actively involved in the culture, care, and management of over 100 acres of sweet corn, melons, lettuce, onions, and a wide variety of specialty crops, including 40 acres of pumpkins for our annual Pumpkin Festival. This past year, the Foundation funding upgraded the 70-year-old barn and apartment where one of the students resides on the Spadra Ranch.

In addition to the vegetable crops, the Agronomy Farm also manages an additional 1,400 acres of irrigated and rangeland pastures, forage crops, and field crops used to support instructional programs in Plant Science and to support livestock operations on campus. Crops of blackeye beans, corn, alfalfa, wheat, sudan grass, and oats all provide these opportunities.

Fruit Industries continues to supply the famous Valencia oranges (and fresh-squeezed juice), navels, mandarins, grapefruit, avocados, and specialty fruit from Cal Poly Pomona orchards. Our vineyard operations are due to expand in 2014, with a generous donation from an alumnus of the program and Duarte Nursery. These new plantings (and re-plants at AGRIscapes) will expand our wine offerings in the future from Horsehill Vineyards. Our 4th vintage, a 75th anniversary Kellogg Cuvee is currently on sale at the Farm Store. New plantings of avocados and mandarins are also scheduled for 2014.

During 2012, all orchards received new irrigation systems, including the donation of a new water filtration system from Amaid Corporation. Investments in pruning, topping, and hedging, along with the purchase of a new orchard sprayer, are paying dividends in higher quality fruit.

Last year, Cal Poly Pomona was placed under quarantine for



Asian Citrus Psyllid, a new pest to California. Cal Poly Pomona has partnered with the Citrus Research Board and the CDFA in researching for a control for this new pest. Both of these agencies are hiring our students to assist in their research in finding a sustainable predator for this pest.

#### Ornamental Horticulture

The Horticulture Unit markets an extensive selection of ornamental plants, flowers, and trees which are sold at the retail nursery adjacent to the Farm Store @ Kellogg Ranch. The unit operates a new greenhouse range, located to the south of the store. Students and staff have taken the lead in the hydroponic production of tomatoes, lettuce, and peppers which fill a niche market when these commodities cannot be produced outdoors. In addition, new methods of outdoor hydroponic culture of strawberries, blackberries, and raspberries are on display on the grounds of AGRIScapes.

Several educational laboratories taught here every quarter make the Horticulture Unit an extremely important asset to the Plant Science Department. It is also the starting point for many student projects, producing seedlings and transplants for nursery and farm products.

The retail nursery provides experiential learning opportunities and employment to students in retail and wholesale operations. Students are also involved in landscape installation and maintenance on the grounds of AGRIScapes, and provide gardening advice to customers of the nursery.

Our Memorandum of Understanding with Weeks Roses continues to provide a partnership with the culture and

breeding of roses. Weeks has also assisted with donations of roses campus-wide, as well as maintenance of a demonstration garden for students.

#### Pine Tree Ranch

Located in Ventura County, this 53 acre citrus and avocado ranch was donated in 1975 to the educational program of Plant Science. The ranch provides lemons, avocados, and Valencia oranges to the program in a very unique coastal microclimate – one much different than here at Cal Poly Pomona. This gives students a very different setting to observe crops and provides the Farm Store the opportunity to market citrus and avocados 365 days a year.

During 2013, eight acres of 60-year-old avocado trees were razed and replanted to Hass variety avocados to improve marketing of fruit from the ranch. It is anticipated that these will come into production in 2016. This past year was a banner year for the production of avocados and lemons. In addition to the high yields, prices remained at excellent levels for the entire season.

During the 2013-2014 academic year, the Plant Science Department will finalize an agreement with the California Avocado Commission to utilize 11 acres of the ranch for the research of avocado production issues for the future of the industry. This agreement will utilize many of our students as research associates and interns in coming years.

#### W.K. Kellogg Arabian Horse Center

The Arabian Horse Center maintains the proud tradition instituted by W.K. Kellogg in 1925. The longest established breeding facility of Arabian horses in the United States, only four breeders in the U.S. have produced more Arabian horses than the W. K. Kellogg Arabian Horse Center. Through the use of modern reproductive techniques, the Center's mares are bred to the best Arabian stallions in the United States. The Kellogg Arabians continue to produce championship bloodlines and their influence is in the pedigrees of many champion Arabians around the world.

Student employees and volunteers play an important role in Center activities, including the Arabian Horse Show which is held on the first Sunday of every month during the academic year, weather permitting. The horses, ridden and handled by Cal Poly Pomona students and staff, perform for more than 11,000 guests of all ages each year and also compete in Arabian horse shows across the country.

Recently the Arabian Horse Center has undergone a beautification program, renovating the Kellogg Room, improving pastures, and planting new foliage to emulate the beauty that Mr. Kellogg envisioned. The addition of the W.K. Kellogg Arabian Horse Library in the fall of 2011 further establishes Cal Poly Pomona and the Arabian Horse Center as one of the nation's preeminent Arabian Horse Programs and as an important repository for information regarding the history, heritage, and development of the Arabian horse in the United States.

In late 2011, the W.K. Kellogg Arabian Horse Center received a \$150,000 grant from CalRecycle to give a new home to recycled tires. About 34,000 old tires will be diverted from landfills and take on two new forms: a bark-like material to be used as pavement (reducing water usage to keep down the dust) and rubber mats for the horse stalls. The rubber bark and mats provide better traction and footing for the horses and the cushioned material is kinder to the horses' joints.



### Beef, Swine, and Sheep Units

These units offer experiential learning to Cal Poly Pomona students. Students are involved in numerous hands-on laboratory assignments involving all facets of production animal agriculture. During the last three years, all of the animal units have reduced herd sizes to be more environmentally sustainable. All-natural-grass and grain-fed

beef and lamb are sold to the public. The sheep and swine units produce animals for the local community to purchase for a variety of end products, from the show ring to the dinner table.



The Livestock Show Team also shows animals from each animal unit at numerous fairs and shows in California and Arizona each year.

### Meat Lab

The Meat Science and Processing Laboratory supports the classroom study, research, and contract projects that address the discipline of meat science and processing as well as food safety. This program includes a laboratory course where students develop new products such as unique sausages. The Meat Lab manager is HACCP trained and is also a Certified Livestock Meat Inspector. The Meat Lab also supplies the Farm Store @ Kellogg Ranch with custom cuts of meat and specialty sausage products for sale to the community.

### Danny's Farm

The Danny's Farm Charitable Foundation, based in Pasadena, CA, provides employment opportunities for adults with developmental disabilities. In partnership with the College of Agriculture, some of these adults work at the on-campus animal units and also at the petting farm at the Farm Store @ Kellogg Ranch. A Danny's Farm mobile unit travels to local schools and gives young children the chance to interact with farm animals, most of them for the first time. Each quarter, the Animal Science Department offers a Service Learning class for students in all majors to help with putting on these various events, both on and off campus, while gaining valuable community service hours for their future careers.



## FOUNDATION FINANCIAL STATEMENT HIGHLIGHTS

This section of the Cal Poly Pomona Foundation Biennial Report includes management's discussion and analysis of the financial performance of the Foundation for the fiscal years ended June 30, 2012 and 2013. This discussion should be read in conjunction with the audited financial statements and notes.

### Statement of Net Position

The statement of net position presents the financial position of the Foundation at the end of the fiscal year and includes all assets, deferred outflows of resources, liabilities, and deferred inflows of resources of the Foundation. The difference between total assets plus deferred outflows of resources and total liabilities plus deferred inflows of resources – net position – is one indicator of the current financial condition of the Foundation, while the change in net position is an indicator of whether the overall financial condition has improved or worsened during the year. Assets and liabilities are generally measured using current values. One notable exception is capital assets, which are stated at historical costs less an allowance for depreciation. For the purpose of distinguishing between current and noncurrent assets and liabilities, current assets and liabilities are those that can be reasonably expected to either generate or use cash, as part of normal business operations, within one year of the financial statement date. A summary of the Foundation's assets, liabilities, and net position is as follows:

	2013	2012
<b>Assets:</b>		
Current assets	\$ 53,900	\$ 40,900
Noncurrent assets:		
Restricted cash and cash equivalents	1,200	1,000
Pledges receivable, net	5,100	6,700
Endowment investments	68,000	54,600
Other long-term investments	700	7,800
Capital assets, net	56,000	57,700
Total noncurrent assets	<u>131,000</u>	<u>127,800</u>
Total assets	<u>184,900</u>	<u>168,700</u>
<b>Liabilities:</b>		
Current liabilities	10,200	9,400
Noncurrent liabilities	<u>30,700</u>	<u>31,900</u>
Total liabilities	<u>40,900</u>	<u>41,300</u>
<b>Net position:</b>		
Invested in capital assets, net of related debt	27,000	27,900
Restricted:		
Nonexpendable	69,300	51,100
Expendable	35,600	38,300
Unrestricted	<u>12,100</u>	<u>10,100</u>
Total net position	<u>\$ 144,000</u>	<u>\$ 127,400</u>

Total assets are \$185 and \$169 million for fiscal years 2013 and 2012 respectively. The increase between 2013 and 2012 of 9.5% is mainly attributable to investment earnings and endowment donations. The 2012 year reported increase over the previous year of approximately 50% is attributable to the dissolution, wind-up, and transfer of net assets of \$54.8 from the Cal Poly Pomona University Educational Trust (UET).

Total liabilities are \$40.9 million and \$41.3 for the fiscal years 2013 and 2012 respectively. There was no significant change in liabilities between 2013 and 2012, though the decrease in 2012 over the prior year was mainly due to the adjustment of \$10.3 million to other post-employment benefit obligations (OPEB) as a result of converting from Financial Accounting Standards Board (FASB) to Governmental Accounting Standards Board (GASB) reporting.

**Total Assets and Liabilities**



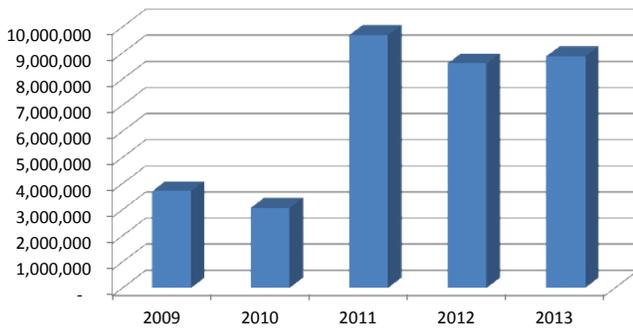
The Foundation participates in the Auxiliaries Multiple Employer VEBA (Voluntary Employees' Beneficiary Association), a separate 501(c)(9) organization to assist in funding postemployment benefits for recognized auxiliaries of the California State University System. As of July 1, 2011 (the most recent actuarial report), the actuarial accrued liability for benefits was \$10,536,352, the unfunded actuarial accrued liability (UAAL) was \$9,496,173, and the plan's market value of assets was \$1,040,179 or 9.9% funded. The covered payroll (annual payroll of active employees covered by the plan) was \$8,093,038, with the ratio of the UAAL to the covered payroll at 117.3%. The Foundation's current plan is to fund the OPEB obligation up to the retirees' and surviving spouse actuarial obligation.

The Foundation participates in a cost sharing multiple-employer defined benefit plan through the California Public Employees' Retirement System (CalPERS) which covers substantially all regular full-time employees of the Foundation. CalPERS acts as a common investment and administrative agent for participating public entities with the state of California, and reports information to the Foundation in accordance with reporting standards established by the Governmental Accounting Standards Board (GASB). The plan provides retirement and disability benefits, annual cost-of-living adjustments, and death benefits to plan members and beneficiaries. Benefit provisions are established by State statutes, as legislatively amended, within the Public Employees' Retirement Law. CalPERS issues a separate comprehensive annual financial report that includes required supplementary information. Copies of the CalPERS annual financial report may be obtained from the CalPERS Executive Office, 400 P Street, Sacramento, CA 95814.

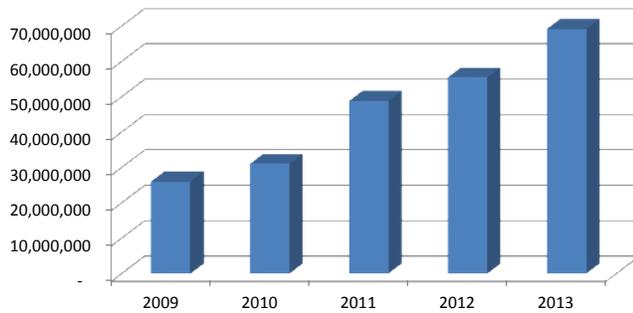
The Foundation's policy is to fund pension costs as incurred and accordingly contributed \$742,507 and \$762,234 in fiscal years 2013 and 2012 respectively. As of June 30, 2011 (the most recent actuarial report), the entry age normal accrued liability is \$35,336,788 and the plan's market value of assets of \$31,397,951 or 88.9% funded. The contribution rate for the fiscal year 2012-13 was 9.44% and 2011-12 was 9.42%. The contribution rate is 10.052% for fiscal year 2013-14 and is projected to be 10.8% for fiscal year 2014-15, which includes agencies that have elected the 2% at 55 risk pool plan. During fiscal year 2010-11, the Foundation approved and elected a change in benefits formula from 2% at 55 to 2% at 60 years of age for newly hired employees after July 1, 2011 and accordingly the contribution rate for those employees was 7.85% for fiscal year 2012-13 and 7.73% for fiscal year 2011-12. During fiscal year 2012-13, the Foundation approved and elected a change in benefits formula to 2% at 62 years of age for newly hired employees after December 31, 2012 and accordingly the contribution rate for those employees was 6.25% for 2012-13.

## Endowment Donations and Investments

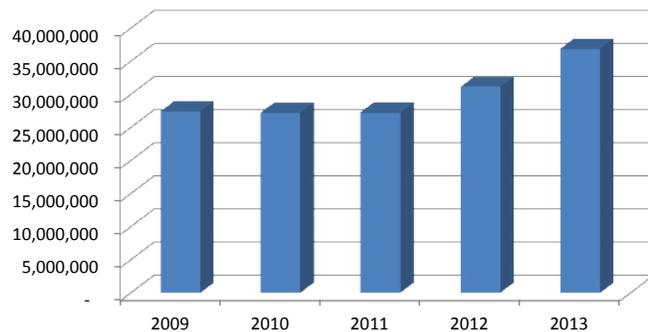
### Endowment Donations



### Endowment Investments



### General Investments



During fiscal year 2012-13, the endowment portfolio increased by \$13.7 million, or 24.5%, from \$54.6 million at June 30, 2012 to \$68.0 million at June 30, 2013, mainly due to contributions of \$8.9 million and total return on investments of \$6.7 million or 10.95% (net of fees), less endowment earnings distributions of \$1.9 million. Total return on investments (net of fees), consists of a change in the fair market value of endowment investments, including interest, dividends, and realized and unrealized gains and losses. The Foundation's endowment investment policy is designed to obtain the highest return available while investments meet the criteria established for safety (preservation of capital), return, and liquidity.

Permanent endowments are funds received from donors with the stipulation that the principal remains intact and invested in perpetuity to produce income that will be distributed and expended for purposes specified by the donor.

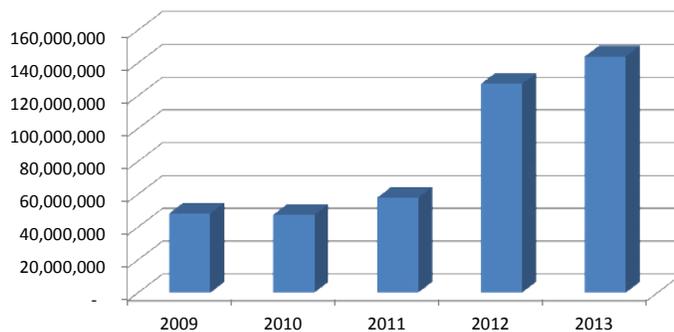
General investments consist of expendable funds that have been invested in the Foundation's general investment portfolio. The Foundation's general investment policy is designed to obtain the highest yield available, while investments meet the criteria established for safety (preservation of capital), liquidity, and yield. During fiscal year 2012-13, general investments increased by \$5.8 million, or 18.5%, mainly due to contributions and returns on investments of \$1.0 million or 3.70% (net of fees). Investment returns, net of fees, consists of a change in the fair market value of general investments, including interest, dividends, and realized and unrealized gains and losses.

## Net Position

Net position represents the residual interest in the Foundation's assets after liabilities are deducted. The Foundation's net position is as follows:

	2013	2012
Invested in capital assets, net of related debt	\$ 27,000	\$ 27,900
Restricted:		
Nonexpendable - endowments	69,300	51,100
Expendable	35,600	38,300
Unrestricted	12,100	10,100
<b>Net Position</b>	<b>\$ 144,000</b>	<b>\$ 127,400</b>

Net Position



Net position increased 13%, or \$16.6 million, primarily due to endowment donations and investment earnings. The increase in net position of \$69.4 million in fiscal year 2011-12 is primarily due to the wind up, dissolution, and transfer of University Educational Trust net assets. Restricted nonexpendable net position includes the permanent endowment funds and restricted expendable net position includes activities and program funds designated to support scholarships and fellowships, research, and other program activities. Unrestricted net position includes the enterprise or entrepreneurial activities of the Foundation.



**Capital Assets, Capitalized Lease Obligations, and Net Investment**

The Foundation’s investment in capital assets, net of related debt decreased \$950 thousand or 3.4% for fiscal year 2012-13. Depreciation and amortization charges for the years ended June 30, 2013 and 2012 totaled \$3.8 and \$3.7 million respectively. A summary of capital assets, net of accumulated depreciation, and capitalized lease obligations is as follows:

	2013	2012
Building and improvements	\$ 67,000	\$ 67,000
Equipment, furniture, and fixtures	14,700	12,500
Construction work in progress	1,400	2,900
Land	6,500	6,200
Infrastructure	8,600	8,500
Orchards	100	100
	<hr/>	<hr/>
	98,300	97,200
Less: accumulated depreciation and ammortization	(42,300)	(39,500)
	<hr/>	<hr/>
	56,000	57,700
Less: capitalized lease obligations	(28,900)	(29,800)
	<hr/>	<hr/>
Invested in capital assets	\$ 27,100	\$ 27,900

Net position invested in capital assets, net of related debt, represents the Foundation’s capital assets, net of accumulated depreciation, and outstanding principal balances of debt attributable to the acquisition, construction or improvement of these assets. Capitalized lease obligations consist of system revenue bonds of \$28.9 million. The majority of this obligation of \$25.8 million was incurred in 2003-04 fiscal year with respect to the construction of the University Village Phase III student housing complex; the balance of this obligation \$3.1 million was incurred for the construction of a continuing education complex and a portion of those bonds were advance refunded and defeased in 2006-07 fiscal year.



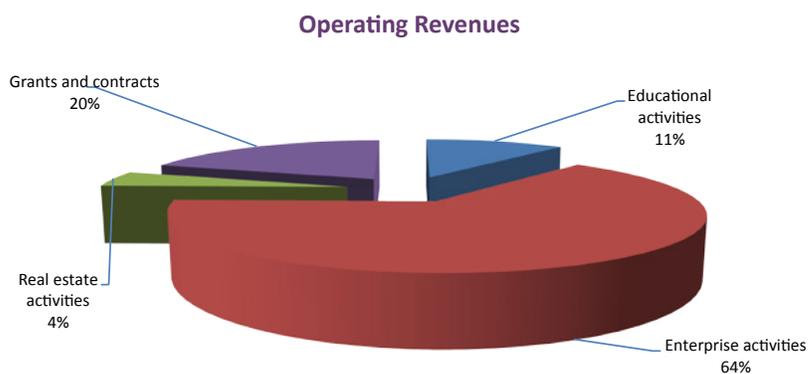
## Statement of Revenues, Expenses, and Changes in Net Position

The statement of revenues, expenses, and changes in net position presents the Foundation's results of operations. A summary of the Foundation's revenues, expenses, and changes in net position is as follows:

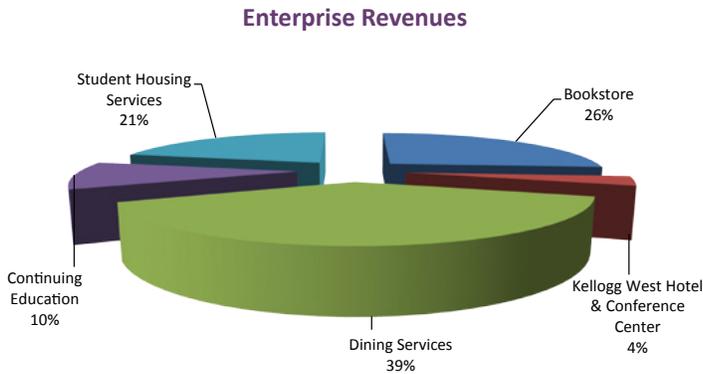
	2013	2012
Operating revenues:		
Educational activities	\$ 6,800	\$ 8,600
Enterprise activities	39,200	38,200
Grants and contracts	12,200	13,400
Real estate activities	2,900	2,800
Total operating revenues	61,100	63,000
Operating expenses	62,800	62,300
Operating income	(1,700)	700
Nonoperating revenues (expenses):		
Gifts, noncapital	15,600	8,600
Investment income, net	1,300	100
Endowment income, net	6,700	300
Interest expenses	(1,600)	(1,400)
Transfer to the university	(3,700)	(4,000)
Total nonoperating revenues, net	18,300	3,600
Special item:		
Transfer of net assets University Educational Trust	-	54,800
Increase in net position	16,600	59,100
Net position:		
Net position at beginning of year	127,400	58,000
Restatements	-	10,300
Net position at end of year	\$ 144,000	\$ 127,400

During fiscal year 2013, total operating income decreased \$2.4 million due to educational activities and non-operating revenues. Net increased \$14.7 million due to gifts and investment income.

Operating income is affected by two factors. First, although gift revenues are treated as non-operating revenues, corresponding gift expenditures (i.e., student grants and scholarships) are treated as operating expenditures. Second, restricted net position reports the activities of the grants, contracts, and Foundation programs where the use of funds is restricted for specific purposes. Since Foundation program activities are allowed to use balances from prior years, expenditures in the current year may be more or less than revenues recorded during the same year.



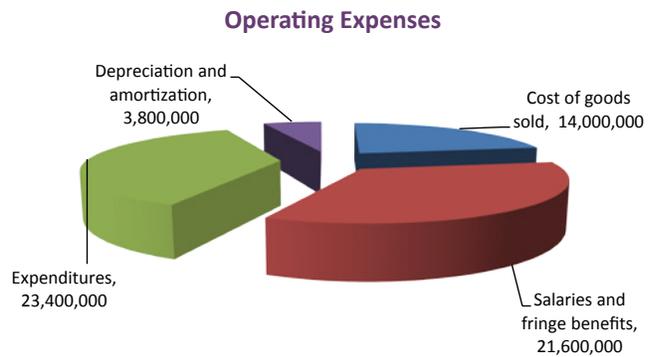
Auxiliary enterprise operating revenues consist of the following programs:



In August 2000, the Foundation entered into a twenty-five year master operating agreement, and various supplemental operating agreements, with the Trustees of the California State University on behalf of the California State Polytechnic University Pomona (University) which allows the Foundation to operate various activities including the enterprise activities. All the activities of the Foundation support the students, faculty, and staff and provide convenient and appropriate goods and services at reasonable prices for the development of additional resources for the university.

In 2013, operating expenses consisted of cost of goods sold of \$14 million, salaries and fringe benefits of \$21.6 million, expenditures of \$23.4 million, and depreciation and amortization of \$3.8 million.

In addition to their natural classifications, it is also informative to review operating expenses by function. A summary of the Foundation’s expenses by functional classification for the fiscal years ended is as follows:



	2013	2012
Operating:		
Instruction	\$ 9,100	\$ 10,000
Research	4,800	4,800
Public service	400	350
Academic support	4,200	4,400
Student services	750	650
Institutional support	2,350	2,300
Operation and maintenance of plant	225	50
Student grants and scholarships	1,200	1,100
Auxiliary enterprise expenses	36,000	34,950
Depreciation and amortization	3,775	3,700
<b>Total operating expenses</b>	<b>\$ 62,800</b>	<b>\$ 62,300</b>

During fiscal year 2013, total operating expenses increased \$500 thousands mainly due to auxiliary enterprise expenses.

## Statement of Cash Flows

The statement of cash flow provides additional information on the Foundation's financial results by reporting the major sources and uses of cash. A summary of the statement of cash flow is as follows:

	2013	2012
Cash received from operations	\$ 61,300	\$ 68,100
Cash expended from operations	(57,700)	(59,300)
Net cash provided by operating activities	3,600	8,800
Net cash provided by noncapital financing activities (gifts and grants)	16,400	6,100
Net cash used in capital and related financing activities	(6,300)	(10,000)
Net cash used in investing activities	(14,600)	(3,300)
Net change in cash and cash equivalents	(900)	1,600
Cash and cash equivalents at beginning of year	5,900	4,300
Cash and cash equivalents at end of year	\$ 5,000	\$ 5,900

During fiscal year 2013, the cash position at end of year decreased \$900,000, or 14%, due to investing activities and noncapital financing activities.

## Factors Impacting Future Periods

The Foundation's 2013-14 proposed budgeted projections include the following Board approved assumptions:

- Allow for a 5% increase in the meal plans with the same number of residents on the meal plans.
- Allow for a 5% increase in license fee rates at University Village and assume academic year and summer occupancy of 95% and 30% respectively.
- Contribute 10.052% to the CALPERS 2% at 55 years of age retirement Risk Pool for employees hired on or before June 26, 2011 (these employees will contribute 5%) and 8.049% to the CALPERS 2% at 60 retirement Risk Pool for employees hired between June 27, 2011 and December 31, 2012, (these employees will contribute 7%), and 6.25% to CALPERS at 62 retirement Risk Pool for employees hired on or after January 1, 2013 (these employees will share half the total cost and will contribute 6.25%) for a total of approximately \$790,000.
- No change to salary grades and a 3%, or approximately \$143,000 wage adjustment.
- Contribute \$1.0 million to the VEBA Trust and assume 9% as the benefit cost for the postretirement health care plan per actuarial studies.

The 2013-14 proposed surplus generates a debt service coverage of 3.92. The proposed surplus meets (exceeds) the CSU requirements for additional bond issuance of 1.25 and the Foundation currently does not have any proposed capital projects that require additional bond financing.



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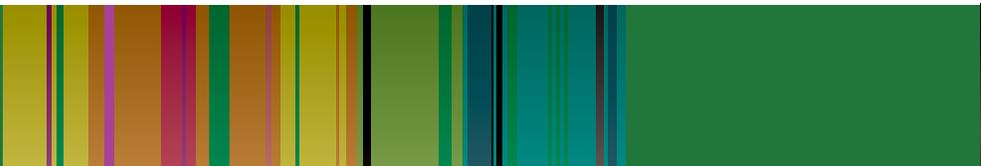
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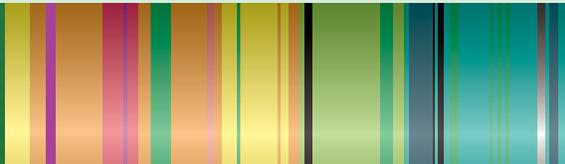
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