



**Cal Poly Pomona Enterprises
Statement of Activities**

	REVENUES		EXPENSES - Payroll		EXPENSES - Other		EXPENSES - Total		SURPLUS/(DEFICIT)		
	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY 22-23	FY 23-24	FY22-23	FY 23-24	\$ Variance
	Forecast	Budget	Forecast	Budget	Forecast	Budget	Forecast	Budget	Forecast	Budget	versus Forecast
Enterprise Activities											
Dining Services	20,436,096	21,148,012	6,949,288	7,404,456	11,771,412	12,841,528	19,175,868	20,245,984	1,260,228	902,028	(358,200)
Bookstore	11,980,857	14,699,419	1,582,433	1,685,116	9,496,327	12,494,406	11,078,760	14,179,522	902,097	519,897	(382,200)
Kellogg West	3,660,039	4,666,776	2,174,536	2,390,801	2,071,339	2,255,202	4,245,875	4,646,003	(585,836)	20,773	606,609
University Village	10,377,356	11,511,952	1,827,862	2,417,332	6,196,663	6,825,616	8,024,525	9,242,948	2,352,831	2,269,004	(83,827)
Real Estate/Rentals	7,739,523	8,151,690	507,881	497,504	4,715,862	5,297,242	5,223,743	5,794,746	2,515,780	2,356,944	(158,836)
Total Enterprise Activities	54,193,871	60,177,849	13,042,000	14,395,209	34,251,603	39,713,994	47,748,771	54,109,203	6,445,100	6,068,646	(376,454)
Designated Funds	0	0	0	0	300,000	1,850,000	300,000	1,850,000	(300,000)	(1,850,000)	(1,550,000)
Support Activities											
Bronco One Card	422,839	475,205	226,949	252,724	195,890	222,477	422,839	475,201	0	4	4
Research Office	1,421,762	1,673,004	142,394	301,192	1,259,368	1,321,812	1,401,762	1,623,004	20,000	50,000	30,000
Agriculture	4,583,734	4,963,810	1,553,636	1,686,443	2,817,311	2,910,503	4,370,947	4,596,946	212,787	366,864	154,077
Continuing Education	1,620,306	1,721,949	1,205,377	1,298,183	784,884	879,141	1,990,261	2,177,324	(369,955)	(455,375)	(85,420)
Foundation Programs	0	0	0	0	0	0	0	0	0	0	0
Total Support Activities	8,048,641	8,833,968	3,128,356	3,538,542	5,057,453	5,333,933	8,185,809	8,872,475	(137,168)	(38,507)	98,661
Operating Surplus (Deficit)	62,242,512	69,011,817	16,170,356	17,933,751	39,609,056	46,897,927	56,234,580	64,831,678	6,007,932	4,180,139	(1,827,793)
Other Activities											
Investments	1,050,000	1,050,000	0	0	102,000	102,000	102,000	102,000	948,000	948,000	0
Administration	7,991,715	4,659,392	5,483,133	6,487,992	1,517,074	1,159,067	7,000,207	7,647,059	991,508	(2,987,667)	(3,979,175)
Total Other Activities	9,041,715	5,709,392	5,483,133	6,487,992	1,619,074	1,261,067	7,102,207	7,749,059	1,939,508	(2,039,667)	(3,979,175)
Unrestricted Surplus (Deficit)	71,284,227	74,721,209	21,653,489	24,421,743	41,228,130	48,158,994	63,336,787	72,580,737	7,947,440	2,140,472	(5,806,968)

Cal Poly Pomona Foundation, Inc.
Consolidated Budget Comparison Summary
Cal Poly Pomona Enterprises

	2022-23 Forecast	2023-24 Proposed Budget	2024-25 Estimated	2025-26 Estimated	2026-27 Estimated	2027-28 Estimated
Revenues						
Administrative Fees	3,691,850	4,037,800	4,143,321	4,278,595	4,420,920	4,569,281
Indirect Cost Recoveries	1,421,762	1,673,004	1,723,196	1,774,892	1,828,139	1,882,983
Investment Returns	2,280,129	2,266,753	2,281,588	2,310,160	2,339,402	2,369,137
Other	7,474,129	1,757,016	1,634,175	1,688,281	1,745,090	1,802,663
Sales	56,416,357	64,986,636	67,739,740	70,040,502	72,532,096	75,184,709
Total Revenues	71,284,227	74,721,209	77,522,021	80,092,430	82,865,647	85,808,773
Cost of Goods Sold						
Cost of Goods Sold	15,500,853	18,927,176	19,724,404	20,556,971	21,426,523	22,334,770
Total Cost of Goods Sold	15,500,853	18,927,176	19,724,404	20,556,971	21,426,523	22,334,770
Expenditures - Controllable						
Utilities	2,355,750	2,526,111	2,650,044	2,772,436	2,808,022	2,953,754
Agr/RE Fees	361,352	365,450	364,550	374,154	384,868	392,898
Feed	52,000	59,000	60,000	61,240	62,484	63,733
Insurance	586,079	749,825	782,954	825,001	872,106	921,546
Repairs & Maintenance	3,703,065	3,893,160	4,013,804	4,077,017	4,312,074	4,518,941
Meals & Refreshments	87,690	77,578	80,691	85,022	89,043	93,311
Postage & Freight	48,781	54,212	56,063	58,268	60,484	62,747
Advertising	312,769	474,034	487,564	482,193	508,036	534,332
Rent/Commissions	1,090,167	1,177,668	1,214,138	1,254,159	1,293,938	1,336,501
Services	2,807,039	2,599,424	2,560,567	2,453,860	2,527,638	2,592,795
Designated Gifts	300,000	1,850,000	1,000,000	1,000,000	1,000,000	1,000,000
Supplies	1,745,246	1,717,395	1,749,512	1,792,265	1,822,278	1,888,833
Telephone	535,369	585,246	564,745	588,754	613,753	640,001
Travel	37,403	43,043	44,724	47,531	49,825	52,169
Laundry	155,028	135,127	139,181	143,357	147,657	152,087
Real Estate Fees	14,891	20,003	20,600	21,218	21,855	22,511
Other	1,438,385	1,630,693	1,509,001	1,552,342	1,597,591	1,638,209
Total Exp. - Controllable	15,631,014	17,957,969	17,298,136	17,588,817	18,171,652	18,864,368
Expenditures Non-Controllable						
Administrative Fees	3,691,850	4,037,800	4,168,725	4,302,996	4,444,025	4,590,757
Depreciation	3,222,603	3,548,239	3,559,158	3,604,797	3,608,609	3,668,551
Interest Expense	1,355,632	1,286,241	1,252,973	1,204,132	1,134,000	1,105,000
Rent/Commissions	579,791	519,136	544,681	561,150	578,086	595,535
Bank Card Fees	507,755	672,361	636,037	657,736	680,141	703,277
Other	1,193,800	1,210,072	1,237,575	1,089,382	1,124,904	1,162,099
Total Exp. Non-Controllable	10,551,431	11,273,849	11,399,147	11,420,192	11,569,765	11,825,219
Labor Costs						
Salaries & Wages	16,061,387	17,846,152	18,223,652	18,799,843	19,435,714	20,089,464
Employee Benefits	5,592,102	6,575,591	6,615,549	6,864,424	7,117,283	7,385,164
Total Labor Costs	21,653,489	24,421,743	24,839,201	25,664,267	26,552,997	27,474,628
Total COGS & Expenses	63,336,787	72,580,737	73,260,888	75,230,247	77,720,937	80,498,985
Net Income	7,947,440	2,140,472	4,261,133	4,862,183	5,144,710	5,309,789