



Cal Poly Pomona Foundation, Inc.  
Statement of Activities  
Cal Poly Pomona Enterprises  
*excl. Grants*

	REVENUES		EXPENSES - Payroll		EXPENSES - Other		EXPENSES - Total		SURPLUS/(DEFICIT)		\$ Variance versus Forecast
	FY 24-25	FY 25-26	FY 24-25	FY 25-26	FY 24-25	FY 25-26	FY 24-25	FY 25-26	FY 24-25	FY 25-26	
	Forecast	Proposed Budget	Forecast	Proposed Budget	Forecast	Proposed Budget	Forecast	Proposed Budget	Forecast	Proposed Budget	
<b>Commercial Services</b>											
Dining Services	21,134,680	21,889,457	7,803,461	8,084,049	11,610,943	12,043,232	19,414,405	20,127,281	1,720,275	1,762,176	41,900
Bookstore	16,381,572	16,305,457	1,522,917	1,673,762	13,286,378	13,239,121	14,809,295	14,912,883	1,572,277	1,392,574	(179,703)
Kellogg West	3,567,720	4,448,665	2,008,379	2,101,440	1,840,322	2,057,556	3,848,700	4,158,996	(280,980)	289,669	570,649
CPPE Student Housing	12,228,064	22,750,258	2,581,070	3,872,819	6,703,718	12,764,152	9,284,788	16,636,970	2,943,276	6,113,288	3,170,012
Real Estate/Rentals	9,493,462	8,840,800	1,092,466	1,398,031	5,915,705	5,628,909	7,008,171	7,026,940	2,485,291	1,813,860	(671,432)
Administrative Fees	0	0	0	0	3,803,359	4,586,833	3,803,359	4,586,833	(3,803,359)	(4,586,833)	(783,474)
<b>Total Commercial Services</b>	<b>62,805,497</b>	<b>74,234,636</b>	<b>15,008,292</b>	<b>17,130,101</b>	<b>43,160,425</b>	<b>50,319,802</b>	<b>58,168,717</b>	<b>67,449,903</b>	<b>4,636,780</b>	<b>6,784,734</b>	<b>2,147,953</b>
<b>Other Activities</b>											
Investments	2,447,802	2,463,000	0	0	107,554	106,700	107,554	106,700	2,340,248	2,356,300	16,052
Administration	612,741	614,458	5,800,137	6,637,781	23,971	143,609	5,824,108	6,781,390	(5,211,967)	(6,166,932)	(955,566)
Commercial Fee Recovered	0	0	0	0	(3,803,359)	(4,586,833)	(3,803,359)	(4,586,833)	3,803,359	4,586,833	783,474
<b>Total Other Activities</b>	<b>3,060,543</b>	<b>3,077,458</b>	<b>5,800,137</b>	<b>6,637,781</b>	<b>(3,671,834)</b>	<b>(4,336,524)</b>	<b>2,128,303</b>	<b>2,301,258</b>	<b>932,240</b>	<b>776,200</b>	<b>(156,040)</b>
<b>Total Commercial Services and Other Activities</b>	<b>65,866,040</b>	<b>77,312,094</b>	<b>20,808,428</b>	<b>23,767,882</b>	<b>39,488,591</b>	<b>45,983,278</b>	<b>60,297,019</b>	<b>69,751,160</b>	<b>5,569,021</b>	<b>7,560,934</b>	<b>1,991,913</b>
<b>Designated Funds</b>	<b>62,391</b>	<b>0</b>	<b>1,921</b>	<b>0</b>	<b>2,210,469</b>	<b>2,150,000</b>	<b>2,212,390</b>	<b>2,150,000</b>	<b>(2,150,000)</b>	<b>(2,150,000)</b>	<b>(0)</b>
<b>Support Activities</b>											
Bronco One Card	457,095	509,252	265,262	295,746	191,833	213,505	457,095	509,252	0	0	(0)
Research Office	2,895,622	2,800,000	76,142	299,465	2,571,917	2,450,534	2,648,059	2,749,999	247,563	50,000	(197,563)
Agriculture	5,844,544	5,431,516	1,877,392	2,209,602	3,354,670	3,200,555	5,232,062	5,410,158	612,482	21,358	(591,124)
Continuing Education	2,436,061	2,456,254	1,241,936	930,655	1,212,213	1,524,658	2,454,149	2,455,313	(18,086)	941	19,029
Foundation Programs	4,469,417	4,290,442	1,576,752	1,695,008	3,530,297	2,595,433	5,107,049	4,290,442	(637,633)	0	637,633
<b>Total Support Activities</b>	<b>16,102,739</b>	<b>15,487,463</b>	<b>5,037,485</b>	<b>5,430,477</b>	<b>10,860,930</b>	<b>9,984,686</b>	<b>15,898,415</b>	<b>15,415,164</b>	<b>204,324</b>	<b>72,299</b>	<b>(132,025)</b>
<b>Unrestricted Surplus (Deficit)</b>	<b>82,031,170</b>	<b>92,799,557</b>	<b>25,847,835</b>	<b>29,198,360</b>	<b>52,559,990</b>	<b>58,117,964</b>	<b>78,407,824</b>	<b>87,316,323</b>	<b>3,623,345</b>	<b>5,483,234</b>	<b>1,859,888</b>



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

	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30
	Projected Actual / Forecast	Proposed Budget	Estimated	Estimated	Estimated	Estimated
<b>Revenues</b>						
Grants & Contracts Revenue	18,147,237	17,479,630	18,091,417	18,724,616	19,379,978	20,058,277
Foundation Programs Revenue	4,469,417	4,290,442	4,290,442	4,290,442	4,290,442	4,290,442
Administrative Fees, Revenue	0	0	0	0	0	0
Indirect Cost Recoveries	2,906,941	2,800,000	2,898,000	2,999,430	3,104,410	3,213,064
Investment Returns	3,670,578	3,664,936	3,763,160	3,864,522	3,969,128	4,077,088
Other Revenue	2,304,669	1,430,263	1,453,089	1,495,611	1,539,561	1,584,988
Sales	68,679,564	80,613,917	83,186,338	85,825,542	88,552,731	91,370,890
<b>Total Revenues</b>	<b>100,178,407</b>	<b>110,279,187</b>	<b>113,682,446</b>	<b>117,200,163</b>	<b>120,836,249</b>	<b>124,594,750</b>
% YoY	-3.6%	15.2%	3.1%	3.1%	3.1%	3.1%
<b>Cost of Goods Sold</b>						
Cost of Goods Sold	19,944,211	20,628,624	21,135,697	21,808,739	22,503,423	23,220,450
<b>Total Cost of Goods Sold</b>	<b>19,944,211</b>	<b>20,628,624</b>	<b>21,135,697</b>	<b>21,808,739</b>	<b>22,503,423</b>	<b>23,220,450</b>
% of Revenue	19.9%	18.7%	18.6%	18.6%	18.6%	18.6%
<b>Expenditures - Controllable</b>						
Utilities	2,900,598	3,512,941	3,635,894	3,763,150	3,894,860	4,031,180
Agr/RE Fees	344,117	244,711	253,276	262,141	271,316	280,812
Feed	128,423	159,782	165,375	171,163	177,153	183,354
Insurance	854,774	1,442,551	1,493,041	1,545,297	1,599,382	1,655,361
Repairs & Maintenance	2,527,042	2,942,331	3,036,659	3,142,942	3,252,945	3,366,798
Meals & Refreshments	280,385	165,837	171,642	177,649	183,867	190,302
Postage & Freight	44,352	19,840	20,535	21,253	21,997	22,767
Advertising	294,800	222,330	201,987	209,056	216,373	223,946
Rent/Commissions	2,335,675	1,542,938	1,596,941	1,652,834	1,710,683	1,770,557
Services	2,366,089	4,084,542	4,255,625	4,404,572	4,558,732	4,718,288
Designated Gifts	2,212,390	2,150,000	1,000,000	1,000,000	1,000,000	1,000,000
Supplies	2,137,326	2,369,902	2,452,849	2,538,698	2,627,553	2,719,517
Telephone	546,074	748,941	775,154	802,284	830,364	859,427
Travel	132,608	52,004	53,825	55,708	57,658	59,676
Laundry	189,227	210,613	217,985	225,614	233,511	241,684
Real Estate Fees	7,225	8,500	8,798	9,105	9,424	9,754
Other Controllable Expenses	2,178,317	2,139,931	2,214,829	2,292,348	2,372,580	2,455,621
<b>Total Expenditures - Controllable</b>	<b>19,479,425</b>	<b>22,017,696</b>	<b>21,554,412</b>	<b>22,273,816</b>	<b>23,018,400</b>	<b>23,789,043</b>
% YoY	-3.3%	16.4%	-2.1%	3.3%	3.3%	3.3%
% of Revenue	19.4%	20.0%	19.0%	19.0%	19.0%	19.1%
<b>Expenditures Non-Controllable</b>						
Administrative Fees, Expense	0	0	0	0	0	0
Depreciation	1,613,193	5,460,794	5,408,853	5,365,182	5,320,200	5,273,869
Amortization	1,506,385	1,413,312	1,455,711	1,499,383	1,544,364	1,590,695
Interest Expense	1,221,302	1,188,682	7,970,166	7,923,743	7,879,358	7,837,043
Rent/Commissions	3,217,054	2,846,576	2,870,137	2,894,523	2,919,762	2,945,885
Bank Card Fees	590,471	620,976	642,710	665,205	688,487	712,584
Grants & Contracts Expense	18,147,237	17,479,630	18,091,417	18,724,616	19,379,978	20,058,277
Foundation Programs Expense	5,099,024	4,280,832	4,280,832	4,280,832	4,280,832	4,280,832
Other Non-Controllable Expenses	1,465,676	1,355,481	1,402,923	1,452,025	1,502,846	1,555,446
<b>Total Expenditures Non-Controllable</b>	<b>32,860,343</b>	<b>34,646,282</b>	<b>42,122,749</b>	<b>42,805,508</b>	<b>43,515,828</b>	<b>44,254,631</b>
% YoY	0.3%	20.7%	21.6%	1.6%	1.7%	1.7%
% of Revenue	32.8%	31.4%	37.1%	36.5%	36.0%	35.5%
<b>Labor Costs</b>						
Salaries & Wages	18,210,507	20,841,649	21,571,107	22,326,096	23,107,509	23,916,272
Employee Benefits	6,060,576	6,661,702	6,894,861	7,136,182	7,385,948	7,644,456
<b>Total Labor Costs</b>	<b>24,271,082</b>	<b>27,503,351</b>	<b>28,465,969</b>	<b>29,462,277</b>	<b>30,493,457</b>	<b>31,560,728</b>
% YoY	-0.1%	4.1%	3.5%	3.5%	3.5%	3.5%
% of Revenue	24.2%	24.9%	25.0%	25.1%	25.2%	25.3%
<b>Total COGS &amp; Expenses</b>	<b>96,555,061</b>	<b>104,795,953</b>	<b>113,278,826</b>	<b>116,350,341</b>	<b>119,531,108</b>	<b>122,824,853</b>
<b>Net Income</b>	<b>3,623,345</b>	<b>5,483,234</b>	<b>403,620</b>	<b>849,822</b>	<b>1,305,141</b>	<b>1,769,897</b>