

**CalPoly**Pomona

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Philanthropic  
Foundation

# **BOARD MEETING**

**AUGUST 25, 2022**



## Board of Directors Meeting

Thursday, August 25, 2022

9:30 AM – 1:00 PM

**On-Campus Location:**

SSB 121, MPR Rooms 1967/1969

**Zoom Details:**

Zoom Video Conference

<https://cpp.zoom.us/j/8903936878>

## MEETING AGENDA

- |  |                           |
|--|---------------------------|
| I. Welcome & Call to Order   | Diane Miller              |
| II. Consent Agenda - <b>ITEM A</b>   | Diane Miller              |
| a. Approval of May 11, 2022 Meeting Minutes                                      | <u><b>ACTION ITEM</b></u> |
| b. Gift Acceptancy Policy Changes  | <u><b>ACTION ITEM</b></u> |
| III. Chair's Report - <b>ITEM B</b>  | Diane Miller              |
| a. Board of Directors Assessment Feedback & Questionnaire                        |                           |
| b. Strategic Plan  |                           |
| IV. President's Report - <b>ITEM C</b>   | President Coley           |
| V. Committee Chair Reports   |                           |
| a. Development - <b>ITEM D</b>   | Michele Gendreau          |
| 1. Donor Relations and Stewardship   |                           |
| b. Finance and Investment - <b>ITEM E</b>  | John Resich               |
| 1. Endowment Performance Report  |                           |
| 2. Financial Reports   |                           |
| - 10 MINUTE BREAK -  |                           |
| c. Nominations and Governance - <b>ITEM F</b>                                    | Kristin Crellin           |
| 1. Board Demographic Data  |                           |
| d. Audit – September 15, 2022 Committee Meeting                                  | Natalie Graff             |
| VI. Advancement Update - <b>ITEM G</b>   | Dan Montplaisir           |
| a. Year-end Results  |                           |
| b. Staffing Update   |                           |
| c. Fundraising Campaign Counsel  |                           |
| VII. University Highlight – College of Environmental Design - <b>ITEM H</b>      |                           |
| a. Future of Work and Design, Dr Mary Akers, Dean                                |                           |
| b. Studio Learning Concepts, Andy Wilcox, Associate Dean                         |                           |
| c. Neutra Plaza Redesign Project, Keiji Uesugi, Lecturer, Landscape Architecture |                           |
| VIII. Open Forum/Public Comment  | Diane Miller              |
| Next Board Meeting – Thursday, November 17, 2022, in-person on campus            |                           |
| IX. Adjournment  | Diane Miller              |
| Lunch to follow meeting  |                           |

*Board meetings will be held in-person and on Zoom. All meetings will be recorded.*

*For questions and Zoom meeting details please, contact Diana Saldana at [desaldana@cpp.edu](mailto:desaldana@cpp.edu) by phone (909) 869-6989 or Diane Rivera at [dianerivera@cpp.edu](mailto:dianerivera@cpp.edu) by phone (909) 869-4103.*

# ITEM A

## II. CONSENT AGENDA



## Board Meeting

Wednesday, May 11, 2022

9:30 AM – 1:00 PM

**On-Campus Location:**

AGRIscapes, 4102 S. University Dr. Pomona

**Virtual:**

Zoom Video Conference

<https://cpp.zoom.us/j/84934631629>

## MEETING MINUTES

**Board of Directors in Attendance:** Larry Gates (Chair), Diane Miller (Vice-Chair)

Walt Allen, Jennifer Brown, Brett Berglund, Soraya Coley, Kristin Crellin, Rudy Duran, Winny Dong, Larry Gates, Earl Gales, Michele Gendreau, Christina Gonzales, Susan Kellogg-Bell, Dan Montplaisir, Majed Muhtaseb, Doug Nelson, John Resich, Dorothy Roberts, Wendy Rogers, David Singelyn, Sandy Smith, Ysabel Trinidad, Sean Yu

**Board of Directors Absent:** Ron Gregoire, Prabhat Jammalamadaka, Pat Patel, Juliana Terian, Ahmed Al-Khatib Sharon Tomkins

**Staff Liaison in Attendance:** Natalie Graff and David Porges

**Staff Recorders:** Diana Saldana and Diane Rivera

**Guest(s):** Martin Sancho-Madriz, Sara Garver, Erik Rolland, Lauren Weiss Bricker, Alison Baski, Hend Gilli-Elewy, Cary Wheeland, Ira Pemstein, Manny Munoz, Mike Beckage, Pam Jones, Marisa Garcia, Sue Kaiser

**Meeting Called to Order at 9:36 AM**

**Meeting Adjourned at 11:01 AM**

### I. Call to Order

Larry Gates

Chair Larry Gates calls the meeting to order and welcomes members and guests.

### II. Announcement of New Board Member - **Item A**

Larry Gates

Since the last meeting, the board unanimously voted on the approval of the newest board member, alumna Wendy Rogers. Wendy is a LEED Accredited Professional and a Fellow of the AIA, she earned her Bachelor of Architecture from Cal Poly Pomona in '88. She serves as CEO and Chief Talent Officer of LPA Design Studios, which includes a team of more than 400 architects, engineers, landscape architects, and interior designers in California and Texas. In 2021, LPA earned the AIA California's Firm Award, the organization's highest honor for an architectural firm.

Board voting results: Sixteen board members voted yes on the approval of Wendy Rogers as a new board member.

### III. Recognition of Service

Larry Gates

President Coley thanked and expressed her gratitude to two board members Sharon Tomkins and Prabhat Jammalamadaka. Sharon has been an essential member of the board and is grateful for her service and for the impact she has made. She has recently stepped down from her role as the Vice President of SEMPRA Energy in San Diego is planning to move to Calgary, Canada for a new opportunity also in the energy industry. As we come to the end of the academic year, a member of the Board has completed his service as ASI President. President Coley thanked Prabhat for his dedicated efforts working with the Philanthropic Board and to a larger extent, his work to support our students.

#### IV. Consent Agenda - **Item B**

Larry Gates

- a. Approval of February 9, 2022 Meeting Minutes

Action Item

Larry Gates asked for a motion and second to approve the consent agenda as presented.

Motion 1: Diane Miller

Motion 2: Sandy Smith

All in favor; none opposed

#### V. Committee Chair Reports

1. Development - **Item C**

Susan Kellogg-Bell

- a. Marketing Tool Kit – DRAFT

Strat Comm presented a draft of the marketing tool kit for board members to use when they meet with community members and potential board members.

The marketing tool contains information on University's polytechnic advantage, supporting student success and learning through discovery.

- b. Fundraising Results

As of the beginning of May total contributions were \$11.1 M. The College of Business and Engineering both raised over \$2M. The College of Agricultural, Environmental Design, and Science raising over \$1M. The board continues to be very generous contributing 18% of the contributions. Dan thanked the board members for their participation and for making our spring events a priority.

2. Finance and Investment - **Item D**

John Resich

- a. Approval of FY2022-23 Operating Budget

Action Item

FY22-23 operating budget.

Larry Gates asked for a motion and a second to approve the FY2022-23 Operation Budget.

Motion 1: Sandy Smith

Motion 2: Larry Gates

All in favor; none opposed

- b. Financial Statements

Doug reviewed the statement of revenues and expenses for three-quarters of the budget for last year and the actuals as of March 31, 2022. Doug reviewed the Statement of Net Position and Budget numbers. For more information, refer to the meeting materials.

- c. Endowment Performance

Michael Dow and Mike Breller discuss the current market, asset allocation, and endowment performance report. The portfolio has a 40% US equity and 21% international equity so that is a 1/3 ratio of US equity international equity naturally while the equity MSCI All Country World Index is slightly below ground, it is closer to about 62% and 38% non-U.S. Fixed income is about 30%, and 17.5% in the alternative types of credit strategies in the alternative category getting additional yields. We are getting 6% and 7% types of yields rather than what was available in the marketplace. The performance is down 5.6%, as the U.S. stocks are down 16%, emerging market stocks are down 18%, and the bond market is down 10%.

3. Nominations and Governance - **Item E**

**Diane Miller**

a. Annual Board Membership and Committee Assignments

**Action Item**

As part of the annual Board of Directors meeting, renewing board memberships, appointing committee chairs, and making committee assignments is required.

The by-laws outline that President Coley appoints the officers for a one-year appointment: Board Chair Diane Miller, Vice-Chair David Singelyn, and Secretary Winny Dong

Five members are being proposed for renewal of a three-year term:

Walt Allen, Larry Gates, Diane Miller, John Resich, Sean Yu

We are proposing maintaining the same four standing committees:

Audit, Development, Finance and Investment, Nominations and Governance

Diane Miller thanked two committee chairs that have completed three years of service and will be stepping down as chairs.

Susan Kellogg-Bell, Chair of the Development Committee, and

Ron Gregoire, Chair of the Audit Committee

The following board members agreed to chair a committee over the next three-year term appointment:

Audit Committee Chair: Sean Yu

Development Committee Chair: Michele Gendreau

Nominations and Governance Committee Chair: Kristin Crellin

Finance and Investment Committee Chair: John Resich – John has already served for two years, and he will continue to serve as chair for another year. For more information, refer to the meeting material.

Larry Gates asked for a motion and a second to approve the Board Membership and Committee Assignments as outlined in the meeting materials.

**Motion 1: Michele Gendreau**

**Motion 2: John Resich**

**All in favor; none opposed**

b. Board Demographic Data

Diane Miller discussed the areas in need of board representation in Letters Art and Social Sciences, Science, and Athletics. Discussed several individuals that we have in the pipeline and their continuation in their nominations process.

4. Audit - **Item F**

**Natalie Graff**

a. Audit Engagement Letter

**Action Item**

b. 2022 Conflict of Interest Form

The Audit Committee met on April 6, 2022, to review and approve the Audit Engagement letter from our auditors, Aldrich. The audit is proceeding, and we will meet again in September to review the results. Finally, as this is our annual meeting, every board member needs to review and sign their updated Conflict of Interest Form. The form will be emailed to everyone next week.

Larry Gates asked for a motion and a second to approve the Audit Engagement Letter.

**Motion 1: Walt Allen**

**Motion 2: Dorothy Roberts**

**All in favor; none opposed**

**VI. Open Forum/Public Comment**

**Larry Gates**

**VII. Passing of the Gavel**

**Larry Gates**

Larry Gates presented the gavel to Diane Miller as she takes on the role of the new board chair.

**VIII. Our Bold Future - An Update from Cal Poly Pomona**

**President Coley**

President Coley thanked everyone for participating today and for their service on the Foundation Board. She welcomed Wendy Rogers as the newest member.

In the President's university update, she talked about how Cal Poly Pomona's "bold future" is happening right now. At this moment, the university is developing and fostering a host of programs and opportunities that not only drive our student success efforts now but will also serve as the foundation of collective work for many years to come. Philanthropy will be central to the success of these efforts, and so the leadership of this Board will continue to be vital in understanding how we can move these opportunities forward and ensure they have both the resources and the insights necessary to make them a success.

**Commencement**

Starting May 20, 2022 our Commencement ceremonies are returning to campus. The event was canceled two years ago, and last year's was held at the Fairplex; attendees were able to attend in their cars. This is a tremendous milestone considering the impact of the pandemic and ongoing efforts to provide the Cal Poly Pomona experience for our students. Commencement is a premier event on campus and brings thousands of people to campus to celebrate our students along with the faculty and staff who have made their educational opportunities possible.

**University Events**

Congress members Grace Napolitano and Norma Torres were on campus to help celebrate the opening of the new Liquid Rocket Lab. This 2,100-square-foot facility will be a game-changer for the program as we seek to become the first university to launch a liquid-fueled rocket into space.

Vilupanur Ravi, professor and former chair of the Department of Chemical and Materials Engineering, was one of only six professors nationwide selected for the U.S. Navy's inaugural Distinguished Fellows Program. The fellowship program is valued at more than \$1.2 million and provides funding for Ravi to commit to his research full-time for the next three years.

The Collins College of Hospitality Management was ranked as the No. 10 hospitality program in the entire world by CEO World Magazine. The oldest program of its kind in California, the Collins College was the only program in the state to make the Top 50 list.

Last month, the Department of Apparel Merchandising & Management celebrated its 25th anniversary as a program at Cal Poly Pomona. There are very few departments like this in the U.S., which speaks to the wealth of unique opportunities students can pursue at Cal Poly Pomona. These accomplishments are mirrored across the entire university in every college and unit.

### **Leadership Changes**

In March, the University of the Bahamas announced that Erik Rolland, Dean of our College of Business Administration, will be their next president. This is a testament to his tremendous legacy as a leader and innovator in higher education. Dean Rolland oversaw tremendous growth and progress at the College, including a ninefold increase in graduate students over four years. He begins at the University of the Bahamas on August 1, 2022.

On April 12, 2022, the announcement of Iris Levine's retirement in July. Iris served as Dean of the College of Letters, Arts, and Social Sciences before serving as interim provost. Iris came to Cal Poly Pomona in 1990 as an assistant professor and since that time, has held nearly every possible role in the Division of Academic Affairs: faculty member, department chair, associate dean, dean, and provost.

Last month, Provost Brown announced the appointment of Dr. Mary Anne Alabanza Akers as the next dean of the College of Environmental Design. Dr. Akers comes to Cal Poly Pomona from Morgan State University in Baltimore, Maryland, where she has served as founding Dean of the School of Architecture and Planning since 2008. She previously held academic and administrative appointments at the University of Georgia, Michigan State University, and the University of the Philippines. She starts at Cal Poly Pomona in July.

### **University in Demand**

The undergraduate enrollment has grown almost 40 percent since 2011. This is especially strong growth when you consider that since 2011, college enrollment has decreased nationally by 6 percent. Enrollment has several constricting variables, not the least of which is state funding. Over the last decade, the number of students seeking admission to Cal Poly Pomona has almost doubled. The 64,497 applications for this coming fall are a new Cal Poly Pomona record, surpassing the previous mark by more than 6,000 applications. First and foremost, this demand is a function of academic excellence and commitment to learning by doing. Students want to come to Cal Poly Pomona because they see the university as a stepping stone to a lifetime of success. It is also a reflection of our holistic approach to student success and commitment to supporting a diverse student body.

### **FuturePaths - Student-Centered | Faculty and Staff Focused | Community-Minded**

When it comes to investing in CPP students and their success, the bold future is happening right now. This represents a years-long effort to develop a career and professional readiness model focused on preparing CPP students for the future of work, and human and civic engagement. This is a deliberate and innovative approach that strengthens efforts to launch students into a lifetime of success in their careers and their communities.

The funding of the further development and implementation of FuturePaths is supported in part by a \$8 million grant from the National Science Foundation and Department of Education.

Once students begin at Cal Poly Pomona, the FuturePaths model lays out three levels of engagement that represent a holistic approach to career readiness. The three levels are:

- Success in the classroom
- Success outside the classroom
- And success in their future career



Through this effort, career readiness is embedded in their classes through their coursework, internships, and signature polytechnic experiences or PolyX. In terms of the work, they do outside the classroom and utilizing a software tool called “Badger Pro” that allows students to document their professional competencies gained and demonstrated through such activities as community service, participation in campus clubs, their work in one of the idea labs, or formal professional development training. When students graduate, FuturePaths moves forward with them. The badging and career coaching resources continue, and there are opportunities for further formal education through certificates and credentials. Also, Alumni Relations has developed a range of programs where graduates can mentor current students.

**IX. Adjournment of the Board Meeting**

**Larry Gates**

Larry thanked everyone for a great meeting and asked for a motion and a second to adjourn the meeting.

Motion 1: Sandy Smith

Motion 2: Diane Miller

All in favor; none opposed

**X. Introduction of Student Competition Presentations**

**Dan Montplaisir**

**XI. Lunch at AGRIsapes**

***Approval of Philanthropic Foundation Board Meeting Minutes:***

*As Board Chair of the Cal Poly Pomona Philanthropic Board, the meeting minutes for the May 11, 2022 meeting as presented are approved.*

Approved by:

\_\_\_\_\_  
Larry Gates

Cal Poly Pomona Philanthropic Board Chair

\_\_\_\_\_  
Date

***Approval of Philanthropic Foundation Board Meeting Minutes:***

*As Board Secretary of the Cal Poly Pomona Philanthropic Board, the meeting minutes for the May 11, 2022 meeting as presented are approved.*

Approved by:

\_\_\_\_\_  
Winnie Dong

Cal Poly Pomona Philanthropic Board Secretary

\_\_\_\_\_  
Date

# Summary of Cal Poly Pomona Philanthropic Foundation Gift Acceptance Policy Changes

Effective: 7/1/2022

**I. The following update has been made to the Cal Poly Pomona Philanthropic Foundation's Gift Acceptance Policy to define what fundraising platforms and scenarios are acceptable:**

a. Crowdfunding and Peer-to-Peer Fundraising Policy:

Crowdfunding is a method of raising funds from a number of an institution's alumni, students, and friends via social media and/or online platforms. All crowdfunding and peer-to-peer fundraising efforts must use the University crowdfunding platform. Any donations received from an unapproved platform will not be accepted unless authorized by the Vice President for University Advancement.

The following examples of are not allowed per CASE Global Reporting Standards and will not be accepted:

- Professor crowdfunds on an independent platform and accepts the funds directly.
- Student(s) crowdfunds on an independent platform and funds are given directly to the students or a student organization/club.
- Institution markets a crowdfunding campaign on an independent platform with funding going to a specific individual or individuals experiencing hardship.

**II. The following update has been made to the Cal Poly Pomona Philanthropic Foundation's Gift Acceptance Policy because of a new Executive Order from the CSU Chancellor's Office. A campus policy is being developed and once complete additional changes will be made to this section.**

a. Art

**Acceptance of Art** must comply with [CSU Policy on Art Collection and Management](#) EO 0276.

## ITEM B

### III. CHAIR'S REPORT

# Assessment Questionnaire and Feedback

Board feedback from survey performed on May 11, 2022

		EXCEEDS EXPECTATIONS	MEETS EXPECTATIONS	NEED IMPROVEMENT	UNCLEAR/ ADDITIONAL INFO	VOTE TOTAL
1.	There is enough time at Board meetings for presentation and discussion of topic.	2	8	2		12
2.	The location of the meeting was interesting as a way of understanding the variety of campus facilities available.	4	7		1	12
3.	Board meetings are well organized and planned, and are an effective use of time.					
	Well Organized	7	5			12
	Well Planned	8	4			12
	Effectiveness	2	9	1		12
4.	The student presentations were helpful in demonstrating how our work influences the students and support our polytechnic identity.	7	3		2	12
5.	Lunch with deans, other volunteers and students was helpful in connecting to the organization and understanding how students are benefiting from a CPP education.	5	5		2	12
6.	How well does the University communicate the scheduling of upcoming events, campus news and recognition?	3	5	3	1	12
7.	How well does the University explain its challenges and opportunities to the board?	4	8			12
8.	Committees are effective in communicating to and assisting Board with oversight of their respective areas.	2	9	1		12
9.	The board is aware and educated on the university's diversity, equity, and inclusion efforts.	3	7		2	12
10.	Does the board actively identify and recruit members who reflect the diversity of the university	2	7	3		12

## Assessment Questionnaire and Feedback - Board feedback from survey performed on May 11, 2022

### 11. Personally, I would like to be involved with or learn more about the following programs/initiatives

**COMMENT #1:** Since we have no representation on the Board from four of our colleges, it would be good to hear from the leadership of those colleges - what are their focus areas, major programs, challenges and opportunities.  
Perhaps that would help us identify potential board prospects when we better understand the college. How can we help them?

**COMMENT #2:** History of Kellogg and impact of family such as Jean and Keith Kellogg and Helen and Norm Williamson.  
I am educating a Kellogg member of board. Arabian Horse program and needs EOP and needs

**COMMENT #3:** I would like to learn additional specifics regarding student financial aid and how Cal Poly is meeting student financial needs.

### 12. As a board, we should learn more about?

**COMMENT #1:** The elements of the Strategic Plan that the committees have chosen to focus on in the year, their performance against plan, and what help they need from the rest of the board. We could use a dashboard of sorts to accomplish this and keep our attention focused on collaborative achievement of the Strategic Plan goals for the year. Same with Board Engagement Opportunity Matrix.

**COMMENT #2:** The President's initiative Future Paths.  
What is plan? I don't understand the slide she presented that I could not see. I asked for a copy of it. I don't understand this enough to help me help CPP with donors.

**COMMENT #3:** I would like to see more examples of student program successes like the presentations we received from the Cal Poly students at our last board meeting.  
I'm so proud of our students and the dedicated faculty members that are educating and mentoring them.

### Additional comments

**COMMENT #1:** The board meetings at times feel rushed - we're running through the agenda with little time for discussion and engagement. Especially as we're finally coming back together in person, it would be helpful to have some unscripted networking time.

**COMMENT #2:** I received an orientation to board but it came later than I would like and not in depth enough.  
At my first development committee meeting I had no context on why you are rebranding, etc.  
Something as to progress on your initiatives you are working on should have been given to me and Sandy.

**COMMENT #3:** I had to attend on this one remotely unfortunately - and we need to improve the video and sound quality for this in the future.  
I anticipate most of us will attend in person - yet this isn't going away.

**COMMENT #4:** I'm honored to serve on the board and I must say that President Coley and Vice President Montplaisir and their outstanding staff are doing such an outstanding job!



## Board of Directors Assessment Questionnaire

The following questionnaire is designed to obtain your input about the performance and functioning, during the last twelve months, of our Board of Directors. This inquiry is part of the Board's self-evaluation process. The questionnaire is divided into three sections: structure, information, and dynamics. Each section includes a set of statements for which we ask your response on a standard scale ("Strongly Disagree," "Disagree," etc.). You should not feel bound to these questions; you are invited to provide input on all aspects of Board functioning. Space for written comments is included at the end of the questionnaire, along with a request for any suggestions you have about the evaluation process. You may complete this document by adding your responses electronically and e-mailing it or by writing on a hard copy and mailing or scanning it back to **Diane Rivera at dianerivera@cpp.edu**. We would very much appreciate your completion of the questionnaire by **September 1, 2022**. Thank you very much for your assistance.

Topics		Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
<b>Structure</b>						
1.	Board has the right number of members.					
2.	Board members have the appropriate talent, experience, diversity, independence, character, and judgment.					
3.	The Board sufficiently reflects the diversity of Cal Poly Pomona students, faculty, and staff.					
4.	The role and responsibilities of Board members are clear.					
5.	Board has the right number of meetings per year.					
6.	Board has appropriate input into setting agenda items for the meetings.					
7.	There is enough time at Board meetings for presentation and discussion of topics.					
8.	Board meetings are well organized and planned, and an effective use of time.					
9.	Board has the right committees.					
10.	Committees have the right number of members.					
11.	Board members have adequate input regarding their committee assignments.					
12.	Committees have the right number of meetings per year.					
13.	Committees are adequately resourced.					
<b>Information</b>						
14.	Minutes of Board meetings accurately and thoroughly reflect the decisions, deliberations, and activities that occur at the meetings.					
15.	Presentations by Executive Director at Board meetings are data-driven and useful.					
16.	Board receives appropriate, responsive, and timely follow-up from staff in response to issues raised by Board.					
17.	Board receives pre-reading materials far enough in time before meetings to permit thorough review.					
18.	Board receives relevant and timely information about meeting agendas and logistics.					
19.	Board benefits from occasional visits to outside locations, such as locations of our partner organizations.					
20.	Board has adequate access to external and internal advisors, such as the independent auditor and legal counsel.					
21.	The Philanthropic Foundation's strategic plan has been effectively communicated to the board.					
22.	Committee priorities align with the Philanthropic Foundation's strategic plan.					
23.	Board member engagement opportunities have been adequately communicated.					
24.	I know how to engage with the University in areas of interest to me.					
<b>Dynamics</b>						
25.	The subjects covered at Board meetings are the right subjects.					
26.	Committees effectively assist Board with oversight of their respective areas.					
27.	Board members understand that they are responsible for making personal financial contributions to the Philanthropic Foundation and for supporting University needs.					
28.	Board members come to meetings well-prepared and focused on the work.					
29.	All directors are involved in our discussions and decisions.					
30.	Board deliberations are open and constructive.					
31.	The Board is welcoming and inclusive to all of our Board of Directors.					
32.	The strategic plan has been communicated in a way that inspires board members to engage.					
33.	Board members are encouraged to promote university events and activities.					
34.	Board members have an opportunity to identify and help recruit new foundation board members.					
35.	Board members are encouraged to help recruit members to college advisory boards.					

**What College Deans, programs, student organizations, and events or other campus activities would you like to engage with or learn more about?**

**What is the best part about serving on the Board?**

**Suggested improvements:**

**Do you have comments about this Board Assessment process? Are there other questions we should be asking?**

**Please provide any additional comments about Board performance and functions:**

**BOARD COMMITTEE AND MEMBER ENGAGEMENT OPPORTUNITY MATRIX**

PILLAR	STRATEGIC GOALS	COMMITTEE IMPLEMENTATION	COMMITTEE ENGAGEMENT OPPORTUNITIES	INDIVIDUAL IMPLEMENTATION	BOARD MEMBER ENGAGEMENT OPPORTUNITIES
<b>1.0 PROMOTE</b>					
<b>Goal 1:</b>					
	Articulate the strategic advantages of a Cal Poly Pomona education to prospective donors and the global community			✓	A. Identify characteristics that make Cal Poly Pomona and the Philanthropic Foundation unique; these become the key messages for use in strategic communications and promotional materials for prospective donors and Board members (5)
	Engage with leadership at key current and prospective donor organizations to deepen collaboration and relationships	Development	Prioritize current and prospective donor organizations	✓	B. Communicate personal and professional value of serving on Philanthropic Foundation Board with prospective members; identify prospects (10)
				✓	C. Serve as an ambassador and spokesperson for philanthropic investment and engagement (10)
				✓	D. Promote fundraising events and activities at Cal Poly Pomona to increase outreach and leverage new and existing partnerships (10)
<b>Goal 2:</b>					
	Inform and educate external stakeholders about the need for and impact of the Philanthropic Foundation, emphasizing the need to augment state funding with Foundation support in order to achieve Strategic Initiatives			✓	
	Advocate a culture of philanthropy among alumni, students, faculty, staff and broader community	Executive	Develop strategic communications campaign about value of Philanthropic Foundation, polytechnic experience, etc., with elements that focus on prospective donors, corporations, foundations and individuals	✓	
	Educate industry and external organizations on the concept and benefits of investing in higher education			✓	
<b>Goal 3:</b>					
	Enhance the University's relationships by increasing outreach efforts in diverse communities to leverage new and existing partnership opportunities	Development	Identify focus organizations and communities	✓	
<b>2.0 SECURE</b>					
<b>Goal 1: Expand Diverse Engagement in University Life</b>					
	Identify, encourage and invite individuals and industry leaders to participate in the life of the University			✓	A. Activate professional and personal networks to invite engagement in University functions/organizations/programs, fundraising events and activities and programming focused on student success (5)
	Create opportunities for meaningful interaction among students, alumni, campus leaders and volunteers Support the strengthening of College and other advisory boards			✓	B. Encourage contacts to serve on College Advisory Boards (5)
	Connect alumni and donors to the University through programmatic efforts to build lifelong and meaningful relationships			✓	C. Participate in the life of the University by being a speaker, mentor, event sponsor, attending networking events, attending recruiting events, etc. (10)
				✓	D. Promote internship opportunities with Government and industry contacts (5)
				✓	E. Reach out to identified major donors; participate in recognition events (5)
				✓	F. Engage professional and personal contacts to promote giving to the Philanthropic Foundation and sponsorship of Cal Poly Pomona programming (5)
<b>Goal 2: Develop, Plan and Launch a Comprehensive University Fundraising Campaign</b>					
	Establish fundraising targets and campaign themes that support the University Strategic Plan	Development	Identify targets and themes; track performance against goals	✓	
	Collaborate on the identification and engagement of current and potential campaign major donors	Development	Identify and engage major donors; track performance against goals	✓	
	Participate in and actively promote events and activities that recognize involvement and appreciation of donors	Development	Craft opportunities to recognize donors	✓	
<b>Goal 3:</b>					
	Maintain or exceed the defined benchmark investment return, preserving fund values while increasing annual distributions	Finance & Investment	Establish targets for investment return, fund values and value of annual distribution; track performance to goals	✓	
	Promote the full breadth of philanthropic options (estate plan, annual gift, endowment, scholarships, etc.)	Executive	Incorporate communications about each philanthropic option in strategic communications; engage University Advancement	✓	
	Increase the diversity of the donor base and their investments	Development	Craft a strategy to diversify donor base, identifying focus organizations and individuals	✓	



PILLAR	STRATEGIC GOALS	COMMITTEE IMPLEMENTATION	COMMITTEE ENGAGEMENT OPPORTUNITIES	INDIVIDUAL IMPLEMENTATION	BOARD MEMBER ENGAGEMENT OPPORTUNITIES
<b>3.0 STEWARD</b>					
<b>Goal 1: Promote Philanthropic Foundation as Investment of Choice</b>					
	Focus on outcomes where philanthropy is crucial to success of the University's Strategic Plan	Executive	Identify key areas for philanthropic engagement	✓	<b>A.</b> Meet Board member financial commitment (5)  <b>B.</b> Engage actively in Board business, activities and events and identify opportunities to improve Board effectiveness (10)  <b>C.</b> Identify and recruit prospective members to serve on the Philanthropic Foundation Board (10)  <b>D.</b> Contribute time and talent to special opportunities, task forces (5)
	Emphasize altruistic reasons to invest in higher education that prepares a diverse future workforce with the polytechnic experience equipped to address society's challenges and opportunities	Executive	Identify and include key messages in strategic communications campaign	✓	
				✓	
				✓	
<b>Goal 2:</b>					
	Make specific and targeted investments to support and advance key University priorities	Finance & Investment	Identify Investment areas; track percentage growth goals per area	✓	
	Provide effective philanthropic and endowment management and audit, ensuring transparency and integrity	Audit	Ensure timely resolution of audit issues; communications	✓	
<b>Goal 3:</b>					
	Fill all open positions of the Board with highly qualified and engaged individuals	Nomination & Governance	Collaborate with University Advancement to identify qualified prospects; ensure timely engagement with prospects to reduce time to fill open positions	✓	
	Continuously improve the effectiveness, efficiency and impact of the Board to affect active participation and achievement of goals	Nomination & Governance	Administer annual Board Satisfaction and Engagement Survey; collect, disposition and promptly implement improvements identified by Board members	✓	
	Ensure the Board membership is reflective of the diversity of our students and alumni, and representative of the colleges, industries and communities we serve	Nomination & Governance	Monitor diversity and representation performance against goals; focus recruiting on areas of need	✓	

## ITEM C

### IV. PRESIDENT'S REPORT

Document / Power point presentation will be available closer to the board meeting

## V. COMMITTEE CHAIR REPORTS

## ITEM D

a. Development Committee



## Development Committee Meeting

Thursday, August 18, 2022

10:00 AM – 11:30 AM

Zoom Video Conference

### AGENDA

**Development Committee Chair:** Michele Gendreau

**Development Committee Members in Attendance:** Brett Berglund, Earl Gales, Susan Kellogg-Bell, Dorothy Roberts, Wendy Rogers, Sandy Smith, Winny Dong, Christina Gonzales, Dan Montplaisir, Aliza Ortega

**Guest(s):** n/a

**Staff Recorder:** Diana Saldana

**Staff Liaison:** Pam Jones

**Committee Responsibilities:** *The Development Committee works to identify the philanthropic support necessary to help meet the University's strategic initiatives. Assist and identify individuals, corporations and foundations that can provide philanthropic support to the University. Review fundraising initiatives including annual fund, major gifts, corporate and foundation fundraising and planned giving programs.*

- |  |                                |
|--|--------------------------------|
| I. Welcome/Opening Remarks                 | Michele Gendreau               |
| II. Action Items                           | Michele Gendreau               |
| a. Approval of May 9, 2022 Meeting Minutes | <u>Action Item</u>             |
| III. Gift Acceptancy Policy Changes        | Dan Montplaisir                |
| IV. Fundraising Update                     | Dan Montplaisir                |
| V. Campaign Counsel Update                 | Doug Nelson                    |
| VI. Donor Relations and Stewardship        | Natalie Graff & Connie Schmitz |
| a. Thanking the Donor                      |                                |
| b. Demonstrating Impact                    |                                |
| c. Ways the Board Can Assist               |                                |
| VII. Discussion Items                      |                                |
| a. Fall Events                             | Pam Tittle-Jones               |
| b. Marketing Tool Kit                      |                                |
| V. Adjournment                             | Michele Gendreau               |



## Development Committee Meeting

Monday, May 9, 2022  
10:00 AM – 11:30 AM  
Zoom Video Conference

### MEETING MINUTES

**Development Committee Chair:** Susan Kellogg-Bell

**Development Committee Members:** Brett Berglund, Winny Dong, Earl Gales, Michele Gendreau, Christina Gonzales, Prabhat Jammalamadaka, Dan Montplaisir, Doug Nelson, Dorothy Roberts, Sandy Smith, Wendy Rogers, Dorothy Roberts, Sandy Smith, Christina Gonzales

**Guests:** Natalie Graff, Elissa San Juan, Sean Ta, Monika Raghuvanshi, Ashley Chen, Karen Lindell, Nancy Yeang, Amon Rapaport, Helen Yniguez

**Staff Recorder:** Diana Saldana

**Staff Liaison:** Pam Jones

**Meeting called to order at:** 10:02 a.m.

**Meeting adjourned at:** 11:30 a.m.

**Committee Responsibilities:** *The Development Committee works to identify the philanthropic support necessary to help meet the University's strategic initiatives. Assist and identify individuals, corporations, and foundations that can provide philanthropic support to the University. Review fundraising initiatives including annual funds, major gifts, corporate and foundation fundraising, and planned giving programs.*

#### I. Welcome/Opening Remarks

Susan Kellogg-Bell

Susan welcomed the committee members and Sandy Smith and Dorothy Roberts as new members of the committee. Also, spoke briefly on the loss of Collins College Dean Lea Dopson.

#### II. Action Items

Susan Kellogg-Bell

a) Approval of February 2, 2022 Meeting Minutes

Action Item

Susan Kellogg-Bell asked for a motion and second to approve the consent agenda as presented.

**Motion 1: Michele Gendreau**

**Motion 2: Brett Berglund**

**All in favor; none opposed**

#### III. Discussion Items— **Item C**

a) Innovative Analytics

Natalie Graff

**Project Goal:** Statistically model the relationship between engagement with and philanthropic giving to Cal Poly Pomona

Evelyn Sheckler

Student Guests

**Results of this work will be used by University Advancement to:**

- Inform and prioritize engagement activities
- Prioritize prospect assignments to development officer portfolios
- Develop a CPP Engagement Scoring System as a key metric for University Advancement.

##### **Research**

- Explored existing alumni engagement models: Alumni Engagement Metrics (AEM), AIDA, and RACE
  - AIDA Model - Attention, Interest, Desire, Action
  - RACE Model - Reach, Act, Convert, Engage
- Models provided direction and a foundation when applying to CPP's alumni data
- Informative when identifying key engagement variables of interest to focus on

## Data

**Engagement:** Membership, prospect status, events, volunteer, relationship to college, last action with a development officer, meeting within last 24 months, survey response

**Giving:** Total Giving to CPP = Total giving by constituents up until the fiscal year of 2021

### Other important variables

- Which college did they graduate from?
- What undergrad activities were they a part of?
- ASI, Clubs, Greek, Honor Society, Athletics, Music

### Data Reduction

- Removed irrelevant columns
- Data manipulation & wrangling
- Before: 161 columns
- After: 60 columns

**Data Imputation:** Age, Class of, Constituent Groups

Natalie invited the committee to provide feedback on the model, ideas of other follow-up questions we should consider, and how they think the engagement score can help them better understand our donors and their interactions with the campus interests. For more information, refer to the meeting materials.

#### b) Marketing Tool Kit

Development has worked with Strategic Communications to create a series of “one-pagers” describing the University, our students, and ways people can support us. There is so much information about the University, that we need to find a way to streamline the info into a useful tool for the board, college advisory board members, and other volunteers. It should serve as a reference document or leave-behind item as the board members engage new potential donors and partners. The first drafts were shared with the committee members and discussed how well this tells the CPP story and meets their needs as an ambassador. Committee members will make suggestions and recommendations on how we can improve this new tool. For more information, refer to the meeting materials.

**Karen Lindell**

**Nancy Yeang**

#### c) Fundraising Results Year-to-Date

Dan Montplaisir provided an update on the 3rd quarter's progress. He pointed out a \$12.5M gift for the College of Business being negotiated and should be finalized before our June 30th year-end. This gift has been in the works for over a year and has the goal of greatly expanding our graduate programs.

**Dan Montplaisir**

#### d) Strategic Plan Goals

1. Identification of at least one new lead for contact/introduction
2. Participate in one or more of the University events this spring
3. Identification of one program area to learn more about and share with others

Discussed these goals with the committee and reinforced the important work of the board. Advancement has a good database system for tracking leads of potential board members; however, we are still laying out the tracking system for a board introduction to engage new board members and corporate executives with the University. We expect to have it ready this summer and can then generate a report that can support the goals and be shared with the development committee as needed.

**Pam Jones**

e) Campus Events Feedback

Helen Yniguez

1. President's Circle Reception
2. Founders' Society Luncheon
3. Hospitality Uncorked
4. Alumni Awards Gala

Dan introduced Helen Yniguez, Special Events Director to the committee. Dan invited the committee members who attended the spring events to provide their feedback, and suggestions about the setting, program, and feel of the event and ways we can improve. For more information, refer to the meeting materials.

IV. Adjournment

Susan Kellogg-Bell

Susan Kellogg-Bell thanked everyone for a great meeting and asked for a motion and a second to adjourn the meeting.

Motion 1: Dorothy Roberts

Motion 2: Michele Gendreau

All in favor; none opposed

*Approval of Development Committee Meeting Minutes:*

*As Committee Chair of the Development Committee, the meeting minutes for the May 10, 2022 meeting as presented have been approved.*

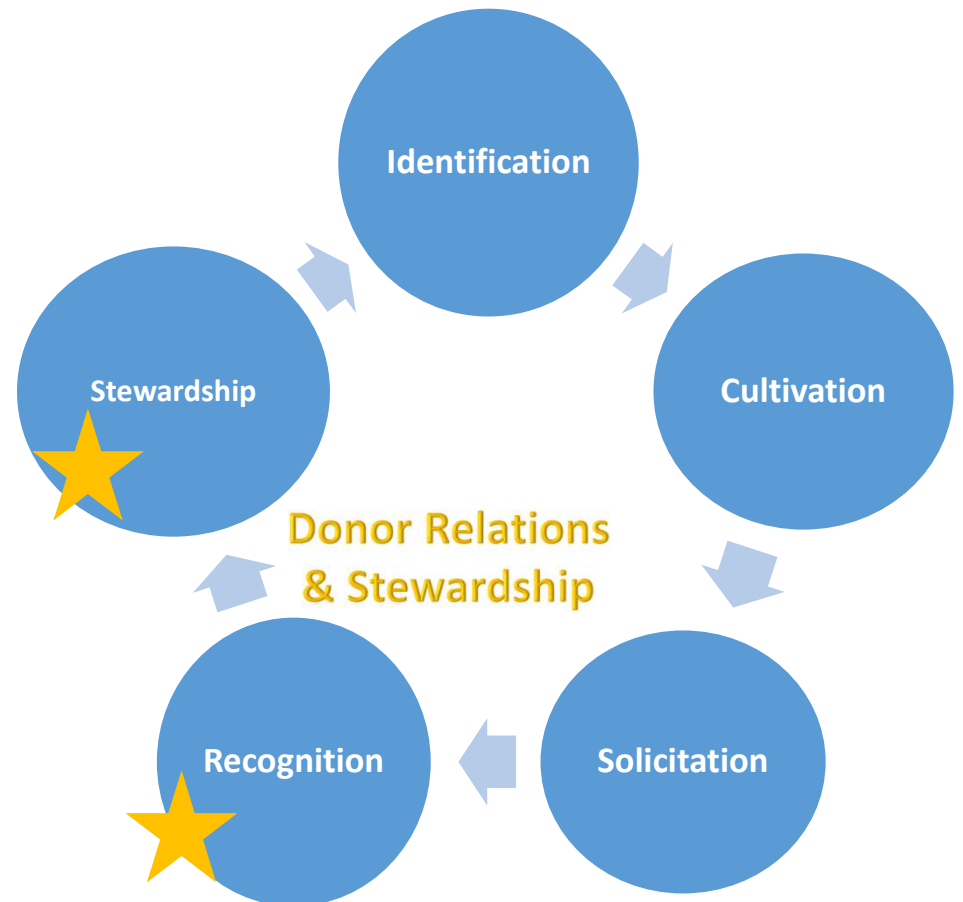
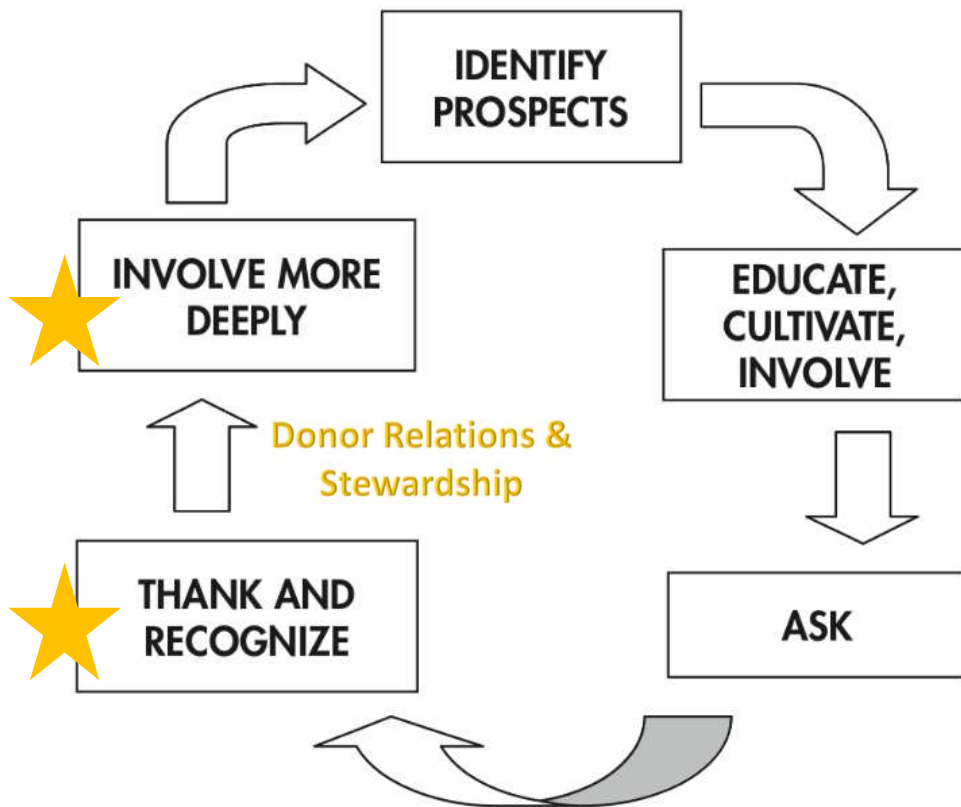
*Approved by:*

\_\_\_\_\_  
Susan Kellogg-Bell  
Development Committee Chair

\_\_\_\_\_  
Date



# Cultivation Cycle



# How to Help

## BE CURIOUS & GIVE FEEDBACK

- Share your experiences with us and ask yourself guiding questions:
- What do I want to achieve through my donation, and do I feel that I'm achieving it?
- Do I know how my gifts are being used and who is benefitting?
- Am I receiving quality updates on my endowment?
- Is there something I'd like to know about my philanthropy that isn't being answered right now?



## ENGAGE

- Volunteer or offer to host an event (President's Scholars, Founders' Society, Legacy Society, alumni events, college events, etc.)
- Ask your dean what college-specific opportunities exist for alumni, volunteers, and donors to connect with current students

## THANK

- Join the board member "Thank you crew!" pilot program
- Thank your fellow board members
- Thank your deans for their leadership in fundraising initiatives

## ITEM E

b. Finance and Investment Committee



## Finance & Investment Meeting

Thursday, August 18, 2022

9:00 AM – 10:30 AM

Zoom Video Conferencing

### AGENDA

**Finance & Investment Committee Chair:** John Resich

**Finance & Investment Members in Attendance:** Ahmed Al-Khatib, David Singelyn, Rudy Duran, Sean Yu, Majed Muhtaseb, Doug Nelson, Ysabel Trinidad, Dan Montplaisir

**Guest(s):** Beacon Pointe Reps Michael Dow and Mike Breller

**Staff Liaison:** Doug Nelson

**Staff Recorder:** Rosemary Wheaton

***Committee Responsibilities:*** *The Finance and Investment Committee oversees the financial affairs of the Foundation including investment management, budgets, expenditures, gift acceptance policies, and planned gift policies.*

- |  |                     |
|--|---------------------|
| I. Welcome/Opening Remarks                   | John Resich         |
| II. Action Items                             | John Resich         |
| a. Approval of May 10, 2022 Meeting Minutes  | <u>Action Items</u> |
| b. Approval of June 23, 2022 Meeting Minutes | <u>Action Items</u> |
| III. Investment Performance Review           | Michael Dow         |
| a. Endowment Performance Report              | Mike Breller        |
| IV. Financial Statements                     | John Resich         |
| V. Adjournment                               | John Resich         |



## Finance & Investment Meeting

Tuesday, May 10, 2022  
9:00 AM – 10:30 AM  
Zoom Video Conferencing

### MEETING MINUTES

**Finance & Investment Members Present:** John Resich (Chair), Majed Muhtaseb, David Singelyn, Sean Yu, Doug Nelson, Dan Montplaisir

**Finance & Investment Members Absent:** Rudy Duran, Ahmed Al-Khatib, Ysabel Trinidad

**Guest(s):** Beacon Pointe Reps Michael Dow and Mike Breller

**Staff Liaison:** Doug Nelson

**Staff Recorder:** Diane Rivera

**Meeting was called to order at:** 9:03 a.m.

**Meeting was adjourned at:** 10:30 a.m.

***Committee Responsibilities:*** *The Finance and Investment Committee oversees the financial affairs of the Foundation includes investment management, budgets, expenditures, gift acceptance policies, and planned gift policies.*

- I. **Welcome/Opening Remarks** **John Resich**
  
- II. **Action Items** **John Resich**
  - a. Approval of February 8, 2022 Meeting Minutes **Action Items**

John Resich asked for a motion and second to approve the consent agenda as presented.

**Motion 1: Majed Muhtaseb**

**Motion 2: Sean Yu**

**All in favor; none opposed**
  
- III. **Investment Portfolio Review** **Michael Dow**  
**Mike Breller**
  - a. Endowment Performance Report

Michael Dow refers to the performance reports and summarizes the macro and micro market performance. Coming into May, but when you post a negative quarter and equities as the S&P did, which it's the first time it's done that since COVID, so first-quarter 2020s or two years ago was the last time we saw a negative equity market quarter, you expect your bond portfolio to provide some ballast, but for only the second time in 35 years for quarterly period bonds did not provide that ballast.

With the market sell-off that we saw last Friday and yesterday and with little recovery this morning, and now we are selling off again, it is just a lot of uncertainty in the equity markets and about where inflation is headed. However, it is all tied together if inflation moderates and the Fed says we do not have to raise interest rates 10 more times, or 250 basis points, then the equity market will stabilize.

David Singelyn asked a question - how do we tie this back to our policy to where we invest. How are we doing? We may be flat, we may be slightly negative, but how are we doing against the market itself?

Michael's response: talks about nominal and real interest rates on the left of this chart is 230-year, interest rates and finally starting to see this bump up to 293. Over 3% now and tenure yield the average for the last 230 years we have been about 5%. With nominal interest rates going up quickly.

What will the Federal Reserve going to do about inflation? In the performance reports the chart shows 2.51% and the green line on the right, that is the Fed's main metric for determining what to do with Fed's Funds rates, and if they could forecast longer-term inflation expectations. We are at 8.5% now, the print tomorrow might be 8% for CPI, but it is still going to be elevated.

In October of last year, we started to reduce our exposure to duration or interest rate risk. In anticipation of having the Fed pivot from repression to inflation-fighting, which is what they did in the first quarter. Bonds start to look attractive in the current environment because spreads are widening, and US Treasury 10-year yields are 3%. Coming into the year at 1.5% with a 3% Treasury yield, high yield spreads are now 430 basis points over that. It is possible to get a 7% yield on high-yield bonds now whereas four months ago was 4.5%. Bonds are starting to look attractive in the current environment especially if the Fed is going to overcook the rate hike cycle and drive the economy into a recession. The only thing you are going to want to own in a recession is actual rate duration and owning treasury bonds 10-year treasury bonds are a great hedge to own if we are headed into a recession.

When deciding where to place and allocate capital in your portfolio to achieve the objective, which is to beat the 700 benchmarks on a risk-adjusted basis. You have to look at risk premiums and we are trying to capture available risk premiums and bonds were incredibly low four months ago, five months ago, risk premiums and equities we are about average, but we made a judgment and looking at the chart on the right is simply the equity risk premium, which is the inverse of the PE, the earnings yield.

The reason that you have bonds in a portfolio and the reason you would pay someone like Beacon Pointe to move money between equities and bonds is that there's a longer-term thesis that bonds provide some cushion to the portfolio when risk assets or when equity sell-off, then the bonds are supposed to do well and we already talked about how rare the first quarter was when equities were negative for the quarter and bonds underperform.

Michael breaks down the asset allocation, this is a quote-oriented kind of 700 type of stocks or bonds, generally, right we have a lot of alternatives here but when we think about how we are incorporating those alternatives for growth or capital preservation types of assets, it lines up is mostly a portfolio we take along the lines of the 700. The portfolio has a 40% US equity and 21% International Equity which is a 1/3 ratio of US equity and international equity naturally while the equity MSCI All Country World Index is slightly below ground, it is closer to about 62% and 38% non-U.S. Fixed income is about 30%, and 17.5% in the alternative types of credit strategies in the alternative category getting additional yields.

Our credit opportunity fund and also the allocation to quick water have given us immediate access to those alternative channels. We are getting 6% and 7% types of yields rather than what was available in the marketplace.

You could not even get a high yield one, giving you 6% points in time and that is the general allocation. Why do we see these as not only the growth, assets but capital preservation assets that can be advantageous to the public markets? The performance is down 5.6% the U.S. stocks are down 16%, emerging market stocks are down 18%, and the bond market is down 10%.

David Singelyn asked a question: how do you think we are doing in the first five weeks of the second quarter?

Michael's response: I know we are at 25 or 30 basis points below the index. We were pretty close to a flat at the end of last week.

#### IV. Financial Reports

John Resich

a. Review Financial Statement

b. Approval FY22-23 Operating Budget

*Action Items*

Doug reviewed the statement of revenues and expenses for three-quarters of the budget for last year and the actuals as of March 31, 2022. These reports represent cash and not new pledges and not planned gifts that are recorded on the gift side. This is actual cash. We are providing significantly more funds to the University than in the past. Doug reviewed the Statement of Net Position and Budget numbers. For more information refer to the meeting material. Doug reviewed the proposed budget with additional transfers to the university and an increased allocation for champaign related expenses.

Doug Nelson asked for a motion and a second to approve the FY22-23 Operating Budget as presented.

Motion 1: David Singelyn

Motion 2: Sean Yu

All in favor; none opposed

#### V. Adjournment

John Resich

The committee members agreed to schedule an additional committee meeting in June to review Beacon Pointe's due diligence process, private equity, and alternative investment funds.

John Resich thanked everyone for a great meeting and asked for a motion and a second to adjourn the meeting.

Motion 1: Doug Nelson

Motion 2: David Singelyn

All in favor; none opposed

#### ***Approval of Finance and Investment Committee Meeting Minutes:***

*as Committee Chair of the Finance and Investment Committee the meeting minutes for May 10, 2022 meeting as presented, have been approved.*

Approved by:

\_\_\_\_\_  
John Resich  
Finance and Investment Committee Chair

\_\_\_\_\_  
Date



## Finance & Investment Meeting

Thursday, June 23, 2022  
9:00 A.M. – 10:00 A.M.  
Zoom Video Conferencing

### MEETING MINUTES

**Finance & Investment Members Present:** John Resich (Chair), Rudy Duran, Majed Muhtaseb, Doug Nelson, David Singelyn, Ysabel Trinidad

**Finance & Investment Members Not Present:** Sean Yu, Ahmed Al-Khatib

**Guest(s):** Beacon Pointe Reps Michael Dow, Mike Breller and Derek Newcomer

**Staff Liaison:** Doug Nelson

**Staff Recorder:** Diane Rivera

**Meeting called to order at:** 9:02 a.m.

**Meeting adjourned at:** 10:20 a.m.

***Committee Responsibilities:** The Finance and Investment Committee oversees the financial affairs of the Foundation including investment management, budgets, expenditures, gift acceptance policies and planned gift policies.*

#### I. Welcome/Opening Remarks

John Resich

#### II. New Business

##### a. Beacon Pointe Due Diligence Process

Michael Dow

The foundation of the Beacon Pointe investment process is research: macro, manager, and asset allocation.

##### **Oversight and Risk Management**

Quarterly Macroeconomic and Asset Allocation Analysis – Active Investment Manager Review

Customized Strategy Portfolio Solutions - High Caliber Investment Managers - Optimally Diversified Portfolios  
Implementation and Risk Monitoring

##### **Institutional-quality portfolio construction process:**

- Highly experienced investors on the Investment Committee are focused on the drivers of investment risk and return
- Our asset allocation process allows us to identify opportunities –and manage risk
- We identify “best in class” institutional-quality investment managers
- Our goal is to produce customized solutions that perform throughout the market cycle

##### **How do we think about Alternatives?**

There are many ways to categorize alternatives: by broad category, objective, and underlying investment:



### **Exploit Structural Market Inefficiencies**

- “Informational asymmetry” = unique strategies outside the public market mainstream
- Less liquidity = HIGHER risk premium/yield to clients
- Private real estate
- Private equity
- Private credit
- Municipal bond trading platforms
- Publicly traded debt of private companies
- Life settlements
- Insurance-linked securities
- Distressed consumer receivables
- Cell tower leases
- Rail car leases

### **Highly Risk-Constrained Multi-Strategy**

- Funds with significant quantitative and human resources dedicated to risk management
- Select, well-resourced multi-manager funds

### **“Traditional” Hedge Funds/Hedged Equity**

- Daily, Monthly or Quarterly liquidity
- Hedge Fund fees can be high/less diversification
- Relies on “Opinion” (leverage and net exposure) for alpha generation
- Prefer Hedged Equity to “Traditional” Hedged Funds
- Long Short Equity
- Macro
- Event Driven
- Hedged Equity
- Structured Notes

### **Real Assets**

- Daily, Monthly or Quarterly liquidity
- Correlated with inflation
- Commodities
- Natural Resources
- TIPS
- Infrastructure
- Real Estate

An alternative investment seeks to add attractive risk and reward features to client portfolios using a combination of structural inefficiencies, unique return streams, risk management, liquidity, leverage, and net exposure to risk.

**Alternative Investment Solutions – by Objective and Underlying Investment**

**Return Enhancement - PRIVATE EQUITY, PRIVATE REAL ESTATE**

Buyouts, Venture, Event Driven, Distressed, Multi-Strategy, Secondaries, Opportunistic Real Estate

**Alternative Income - PRIVATE CREDIT**

Direct Lending, Opportunistic Credit, Distressed Credit

**Growth & Income - PRIVATE REAL ESTATE**

Core Real Estate, Core Plus Real Estate

**Diversification/Low Correlation - HEDGE FUNDS and HEDGED EQUITY**

Hedged Equity, Multi-Strategy, Global Macro/CTA

**Purchasing Power Protection - REAL ASSETS**

Commodities, Natural Resources, TIPS, Infrastructure, Real Estate

**Tax Planning and Impact - VARIOUS UNDERLYING INVESTMENTS**

1031 Exchange Funds, ESG/SRI-focused Private Equity and Private Real Estate

b. Beacon Point Investment Process

**Derek Newcomer**

Our institutional process has been refined over decades, producing consistent manager selection results.

**Manager Sourcing** - Open architecture, hard to access managers and strategies

**Quantitative + Qualitative Manager Analysis** - Proprietary Manager Scorecard summarizes performance, assessment of philosophy and process, risk management. Capped by on-site visit.

**Firm Level Operational Due Diligence** - Rigorous, separate due diligence on operational and business risk: review of service providers (audit, administration, legal) accounting policies (separation of duties, control of cash), technology stack and security, evaluation of business management.

**Portfolio Analysis** - Assessment of portfolio risk, expected return, and volatility

**Product Evaluation** - Assessment of product structure, liquidity, fees, tax efficiency

**Committee Vote** - Experienced committee members vote to approve only the “best in class” strategies

**Institutional-Quality Manager Research Process**

- Beacon Pointe’s strong manager research culture dates to the founding of the firm
- Highly experienced manager research teams’ source and analyze hundreds of investment firms and strategies –only a few make the cut
- Our process employs quantitative and qualitative analysis to help identify managers that will perform throughout an investment cycle
- Our Alternatives Manager Research Committee has over 20 years of average experience.

c. Access to Private Equity and Other Alternative Investments

**Mike Breller**

**Traditional Real Estate Strategies**

**Core-Plus Real Estate** – Strategy targeting acquisition and improvement of high quality, stable real estate assets in attractive submarkets and major metropolitan areas. Focus on acquisition below replacement cost and the growth of existing rental or lease income through renovations and enhanced management.

**Value-Add Real Estate** - Strategy targeting underperforming real estate assets where significant value can be unlocked through rehabilitation, repositioning, and stabilization of the assets via improved management and capital expenditure. Such properties can then be sold to more income-oriented core investors.

**Opportunistic/Development Real Estate** - Focus on repositioning distressed or severely underperforming assets to optimize value for long-term capital gain. May also consist of development and construction of new properties to capitalize on supply and demand imbalances in select markets.

Real Estate Debt - Real estate asset-backed loans made to real estate owners to fund acquisition, construction, and other capital-intensive endeavors, focus on achieving favorable pricing by filling funding gaps for complex and under-served situations.

**Risk vs. Return Spectrum**

Investment Grade - Leveraged Loans – High Yield Bonds – Private Debt/Real Estate Direct Lending – Core Plus – Value-Add Real Estate – Opportunistic/Development – Private Equity

**Private Debt/ Real Estate Direct Lending**

- Non-bank lending providing capital to small/ mid-market property owners/buyers
- •Loans backed by hard-asset security, short duration
- •Majority of returns driven through interest payments

**Core Plus Real Estate / Value-Add Real Estate**

- Invests in existing properties and making capital improvements
- Properties are already generating cash flows, but may need repairs, remodeling, or operational efficiencies to grow NOI
- Returns driven through income and capital appreciation

**Opportunistic/Development**

- Developing new properties from the ground up or making opportunistic investments in distressed properties
- Increased return potential through capital appreciation
- Ability to take advantage of market dislocations on a macro level or idiosyncratic risk through management’s specialized skills

**Fund Focus**

- Portfolio designed to generate outsized returns with little correlation to broader markets
- Outperformance as a result of inefficiencies in select markets incorporating specialized skill sets
- Combine differentiated strategies, blend of income/long-term appreciation potential
- Invest in top-tier specialized investment managers
- Investment focus with strong cash flow and the ability to take advantage of dislocated real estate markets

**Summary of Fund Terms**

- Fund Size - \$40M (Target)
- Investment Period - 12 Months +2, 6-month extensions
- Fund Term - 10 years +2, 1-year extensions
- Minimum Investment - \$250,000 (\$2.2 million Qualified Client Required)
- Management Fee - 1% (none for BP Clients)
- Administration Fee - 0.30% Committed Capital

For more information, please refer to the meeting materials.

**III. Adjournment**

**John Resich**

Motion 1: Doug Nelson

Motion 2: John Resich

All in favor; none opposed

***Approval of Finance and Investment Committee Meeting Minutes:***  
*As Committee Chair of the Finance and Investment Committee the meeting minutes for June 23, 2022 meeting as presented, have been approved.*

**Approved by:**

---

John Resich  
Finance and Investment Committee Chair

---

Date

# CAL POLY POMONA PHILANTHROPIC FOUNDATION

AS OF JUNE 30, 2022

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**Beacon Pointe Advisors**  
24 Corporate Plaza Drive, Suite 150  
Newport Beach, CA 92660  
Phone: (949) 718-1600

# MARKET PERFORMANCE 2Q22

## U.S. Equities

- The S&P 500 posted a second negative quarter (16.1%), resulting in the third-worst start in the equity market in history (-20.0% YTD) and dragging one-year performance into negative territory at -10.6%.
- Negative equity returns have been driven by multiple compressions as the Fed raises interest rates. Corporate earnings have remained relatively stable and may be vulnerable if the U.S. economy falls into recession.
- All equity sectors posted negative returns for the quarter, with consumer discretionary the biggest loser (-25.5%). Only Energy, Utilities, Consumer Staples, and Healthcare one-year returns remain positive.
- Large Cap Value outpaced Mid Cap and Small Cap, and Growth lagged Value for the second quarter in a row. The long-term return divergence in Growth vs. Value continues.

## Non-U.S. Equities

- Unhedged Non-U.S. Developed equities posted negative returns (-14.5%) during the quarter and -19.6% YTD, slightly outperforming domestic equities.
- Emerging Market (EM) equities posted a negative -11.4% for the quarter and -17.6% YTD. EM lags all equity categories for the one-year period at -25.3%.
- Uncertainty over the outlook is increasing, but it appears that valuations continue to favor non-U.S. equities over a longer-term horizon.

## U.S. Fixed Income

- Core U.S. bonds have had the worst start to a year in history, down -10.3% year-to-date and -4.7% in 2Q22. One-year bond market returns are in deeply negative territory (also -10.3%). Higher go-forward yields are a silver lining to the recent, historically poor performance.
- Yields across the curve rose materially. U.S. Treasury 10-year notes ended the quarter up +67bps to 3.01% and year-to-date have risen +150bps. At the short end, U.S. Treasury 2-year notes rose +62bps to 2.95%, up 222bps year-to-date. The yield curve (2x10 year) flattened by 71 bps year-to-date and inverted briefly in April.
- Credit spreads widened substantially; U.S. High Yield was +244bps wider to +569bps during the quarter, while U.S. Investment Grade widened +39bps to 155bps.
- U.S. Muni bonds were down -2.9% on the quarter and -8.6% for the year ended June 30, 2022. U.S. High Yield was down -10.0% in 2Q22 and is down -12.7% for the one-year period.

## Non-U.S. Fixed Income

- Global developed market bonds suffered significant losses during the quarter and ended down -8.3%, the worst quarterly loss on record. From the index peak in January 2021, global bonds suffered the worst drawdown on record (-12.0% as of June 14, 2022).
- Emerging Markets Sovereign Debt (EMD) posted another negative return (-8.7%) in 2Q22 and -18.0% for the year ended June 30. Year-to-date, EMD posted a horrific -17.1% return.

# ECONOMIC PERFORMANCE 2Q22

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## U.S. Economy

- The U.S. economy declined at a rate of -1.6% in 1Q22. Policy support has decisively reversed, and the probability of recession has increased. Economists expect 2Q22 growth to be about 2.0% QOQ - we would characterize this as optimistic.
- Fed policymakers have communicated that they will continue to tighten financial conditions by increasing interest rates and decreasing the size of their balance sheet to slow economic activity and tame inflation. Year-to-date, the Fed has increased interest rates by +150bps. We expect the Fed will raise rates to at least 2.5% by end-July, and as necessary in months to come.
- The ISM Manufacturing PMI ended July at 53.0, down 4.1 points in the quarter, while the ISM Services PMI settled at 55.3, down 3 points during the quarter. Any value above 50 indicates expansion.

## Employment

- The labor market remains dislocated with near-record job openings of 11.3M and a “quits rate” that averaged 2.9% in the quarter. The quits rate measures voluntary separations by employees for reasons other than retirement and indicates a strong labor market.
- Non-farm payrolls averaged a 383K per month increase in 2Q22 as the labor market continues to show signs of healing, albeit at a lower rate than in 1Q22.
- The U.S. Unemployment Rate remained steady throughout the quarter at 3.6% in June (March – May). Average hourly earnings were up 5.1% year-on-year in June, elevated but down from the peak of 5.6% in March 2022.

## U.S. Inflation

- Inflation continues to accelerate, and the U.S. Consumer Price Index reached 9.1% in June, the highest in 40 years. A tight labor market, continued disruptions of the global supply chain, COVID-19 in China, and a decrease in supply of energy and grain from Russia and Ukraine are all contributors.
- Core CPI (less food and energy) averaged 6.0% for the quarter and may be showing signs of plateauing, a welcomed development.
- The U.S. Personal Consumption Expenditure Core Price Index (PCE Core), the Fed’s preferred inflation measure, was 4.7% at the end of May. The Fed has aggressively tightened policy to maintain inflation expectations near their comfort zone.

## Financial Conditions/Recession Probabilities

- Financial conditions have tightened meaningfully year-to-date with Fed rate hikes causing historic bond and equity market declines.
- The Fed needs to slow economic activity to reverse inflation. Doing so by throwing the economy into recession is not the goal, but a “soft-landing” is a difficult proposition. Near-term recession probabilities in the U.S. have risen materially.
- The Fed is getting what it wants by tightening financial conditions and will continue to do so until inflation is tamed.

As of June 30, 2022

Market Value (\$)

<b>Total Assets</b>	<b>\$192,876,392</b>
<b>CPP - Endowment</b>	<b>\$149,150,932</b>
<i>CPP - Endowment (Investment Portfolio)</i>	<i>\$148,630,584</i>
<i>CPP - Endowment (Cash Account)</i>	<i>\$520,348</i>
<b>CPP - GIP</b>	<b>\$43,057,474</b>
<i>CPP - GIP (Investment Portfolio)</i>	<i>\$43,028,555</i>
<i>CPP - GIP (Cash Account)</i>	<i>\$28,919</i>
<b>CPP - CRTs</b>	<b>\$667,986</b>



	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
<b>Total Composite</b>	<b>148,630,584</b>	<b>100.0</b>	<b>-10.4</b>	<b>-15.3</b>	<b>-11.9</b>	<b>-11.9</b>	<b>6.5</b>	<b>6.0</b>	<b>5.5</b>	<b>6.2</b>	<b>0.2</b>	<b>6.2</b>	<b>Oct-08</b>
<i>Policy Index</i>			-12.4	-17.3	-14.0	-14.0	4.3	5.4	5.5	6.7	-2.6	6.4	Oct-08
<b>Total Public Equity</b>	<b>83,876,066</b>	<b>56.4</b>	<b>-15.5</b>	<b>-22.3</b>	<b>-19.7</b>	<b>-19.7</b>	<b>6.3</b>	<b>6.3</b>	<b>6.1</b>	<b>7.9</b>	<b>-2.7</b>	<b>7.1</b>	<b>Oct-08</b>
<i>MSCI ACWI</i>			-15.7	-20.2	-15.8	-15.8	6.2	7.0	7.0	8.8	-0.6	7.4	Oct-08
<b>Total Domestic Equity</b>	<b>53,112,332</b>	<b>35.7</b>	<b>-17.3</b>	<b>-23.5</b>	<b>-17.0</b>	<b>-17.0</b>	<b>8.8</b>	<b>9.8</b>	<b>8.9</b>	<b>11.6</b>	<b>-0.7</b>	<b>10.0</b>	<b>Oct-08</b>
<i>Russell 3000</i>			-16.7	-21.1	-13.9	-13.9	9.8	10.6	10.4	12.6	2.3	11.0	Oct-08
<b>Total International Equity</b>	<b>30,763,734</b>	<b>20.7</b>	<b>-12.3</b>	<b>-20.3</b>	<b>-23.3</b>	<b>-23.3</b>	<b>3.6</b>	<b>3.1</b>	<b>3.0</b>	<b>4.3</b>	<b>-5.2</b>	<b>4.2</b>	<b>Oct-08</b>
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	4.1	Oct-08
<b>Total Fixed Income</b>	<b>28,770,948</b>	<b>19.4</b>	<b>-5.2</b>	<b>-10.7</b>	<b>-10.3</b>	<b>-10.3</b>	<b>-1.0</b>	<b>0.6</b>	<b>1.3</b>	<b>1.7</b>	<b>-6.1</b>	<b>3.4</b>	<b>Sep-08</b>
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	3.0	Sep-08
<b>Total Alternatives</b>	<b>35,196,604</b>	<b>23.7</b>	<b>-0.7</b>	<b>1.8</b>	<b>11.4</b>	<b>11.4</b>	<b>12.7</b>	<b>9.7</b>	<b>--</b>	<b>--</b>	<b>15.9</b>	<b>8.8</b>	<b>Jul-16</b>

	Current Balance	Current Allocation	Policy Range	Within IPS Range?
US Equity	\$53,112,332	35.7%	25.0% - 60.0%	Yes
International Equity	\$30,763,734	20.7%	10.0% - 35.0%	Yes
Fixed Income	\$28,770,948	19.4%	15.0% - 40.0%	Yes
Alternatives	\$35,196,604	23.7%	0.0% - 30.0%	Yes
Cash	\$786,966	0.5%	0.0% - 10.0%	Yes
<b>Total</b>	<b>\$148,630,584</b>	<b>100.0%</b>		

# Cal Poly Pomona Endowment

# Total Composite

As of June 30, 2022

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
<b>Total Composite</b>	<b>148,630,584</b>	<b>100.0</b>	<b>-10.4</b>	<b>-15.3</b>	<b>-11.9</b>	<b>-11.9</b>	<b>6.5</b>	<b>6.0</b>	<b>5.5</b>	<b>6.2</b>	<b>0.2</b>	<b>6.2</b>	<b>Oct-08</b>
<i>Policy Index</i>			-12.4	-17.3	-14.0	-14.0	4.3	5.4	5.5	6.7	-2.6	6.4	Oct-08
<b>Total Public Equity</b>	<b>83,876,066</b>	<b>56.4</b>	<b>-15.5</b>	<b>-22.3</b>	<b>-19.7</b>	<b>-19.7</b>	<b>6.3</b>	<b>6.3</b>	<b>6.1</b>	<b>7.9</b>	<b>-2.7</b>	<b>7.1</b>	<b>Oct-08</b>
<i>MSCI ACWI</i>			-15.7	-20.2	-15.8	-15.8	6.2	7.0	7.0	8.8	-0.6	7.4	Oct-08
<b>Total Domestic Equity</b>	<b>53,112,332</b>	<b>35.7</b>	<b>-17.3</b>	<b>-23.5</b>	<b>-17.0</b>	<b>-17.0</b>	<b>8.8</b>	<b>9.8</b>	<b>8.9</b>	<b>11.6</b>	<b>-0.7</b>	<b>10.0</b>	<b>Oct-08</b>
<i>Russell 3000</i>			-16.7	-21.1	-13.9	-13.9	9.8	10.6	10.4	12.6	2.3	11.0	Oct-08
Schwab S&P 500 Index	2,727,491	1.8	-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	12.9	4.3	-10.6	Jul-21
<i>S&amp;P 500</i>			-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	13.0	4.4	-10.6	Jul-21
Vanguard S&P 500 ETF	13,655,972	9.2	-16.1	-20.0	-10.6	-10.6	--	--	--	--	4.3	4.3	Dec-20
<i>S&amp;P 500</i>			-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	13.0	4.4	4.4	Dec-20
Fiduciary Mgmt: Large Cap	13,594,366	9.1	-12.8	-17.8	-11.7	-11.7	--	--	--	--	-0.1	-0.1	Dec-20
<i>Russell 1000 Value</i>			-12.2	-12.9	-6.8	-6.8	6.9	7.2	7.7	10.5	8.2	8.2	Dec-20
Schwab US Large-Cap Value Index	2,847,654	1.9	-12.2	-12.9	--	--	--	--	--	--	--	-10.6	Oct-21
<i>Russell 1000 Value</i>			-12.2	-12.9	-6.8	-6.8	6.9	7.2	7.7	10.5	8.2	-10.6	Oct-21
Polen: Large Cap Growth	12,230,308	8.2	-23.8	-34.2	-28.7	-28.7	--	--	--	--	-9.1	-9.1	Dec-20
<i>Russell 1000 Growth</i>			-20.9	-28.1	-18.8	-18.8	12.6	14.3	13.5	14.8	-2.5	-2.5	Dec-20
Schwab US Large-Cap Growth Index	1,211,243	0.8	-20.9	--	--	--	--	--	--	--	--	-17.8	Feb-22
<i>Russell 1000 Growth</i>			-20.9	-28.1	-18.8	-18.8	12.6	14.3	13.5	14.8	-2.5	-17.8	Feb-22
Vanguard Mid Cap	6,845,298	4.6	-16.9	-22.2	-16.0	-16.0	--	--	--	--	0.6	0.6	Dec-20
<i>Russell MidCap</i>			-16.8	-21.6	-17.3	-17.3	6.6	8.0	8.0	11.3	0.4	0.4	Dec-20
<b>Total International Equity</b>	<b>30,763,734</b>	<b>20.7</b>	<b>-12.3</b>	<b>-20.3</b>	<b>-23.3</b>	<b>-23.3</b>	<b>3.6</b>	<b>3.1</b>	<b>3.0</b>	<b>4.3</b>	<b>-5.2</b>	<b>4.2</b>	<b>Oct-08</b>
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	4.1	Oct-08
American Fund Europacific Growth	12,493,943	8.4	-14.7	-25.1	-27.7	-27.7	1.5	3.1	3.6	6.1	-11.6	-11.6	Dec-20
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	-4.7	Dec-20

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
Artisan International Value	14,104,729	9.5	-10.4	-13.1	-11.8	-11.8	6.3	4.8	5.3	8.6	5.6	5.6	Dec-20
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	-4.7	Dec-20
Invesco Oppenheimer Emerging Markets	4,165,062	2.8	-11.4	-25.3	-34.9	-34.9	-4.2	0.4	1.8	2.8	-17.2	-17.2	Dec-20
<i>MSCI Emerging Markets</i>			-11.4	-17.6	-25.3	-25.3	0.6	2.2	2.8	3.1	-9.0	-9.0	Dec-20
<b>Total Fixed Income</b>	<b>28,770,948</b>	<b>19.4</b>	<b>-5.2</b>	<b>-10.7</b>	<b>-10.3</b>	<b>-10.3</b>	<b>-1.0</b>	<b>0.6</b>	<b>1.3</b>	<b>1.7</b>	<b>-6.1</b>	<b>3.4</b>	<b>Sep-08</b>
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	3.0	Sep-08
Metropolitan West Total Return	11,842,096	8.0	-5.7	-11.7	-11.6	-11.6	-0.8	1.1	1.5	2.3	-8.0	-8.0	Dec-20
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	-7.5	Dec-20
PGIM Total Return Bond	10,960,002	7.4	-6.7	-12.8	-12.5	-12.5	-1.3	1.1	2.0	2.6	-8.6	-8.6	Dec-20
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	-7.5	Dec-20
PIMCO Low Duration	5,486,609	3.7	-1.4	-4.3	-5.0	-5.0	-0.1	0.8	1.0	1.1	-3.0	-3.0	Dec-20
<i>ICE BofA 1-3 Yrs US Treasuries TR</i>			-0.5	-2.8	-3.3	-3.3	0.2	0.9	0.8	0.8	-2.1	-2.1	Dec-20
Blackrock Strategic Income Opp	482,240	0.3	-2.7	--	--	--	--	--	--	--	--	-3.4	Mar-22
<i>Bloomberg US Universal TR</i>			-5.1	-10.9	-10.9	-10.9	-0.9	0.9	1.6	1.8	-7.5	-7.7	Mar-22
<b>Total Alternatives</b>	<b>35,196,604</b>	<b>23.7</b>	<b>-0.7</b>	<b>1.8</b>	<b>11.4</b>	<b>11.4</b>	<b>12.7</b>	<b>9.7</b>	<b>--</b>	<b>--</b>	<b>15.9</b>	<b>8.8</b>	<b>Jul-16</b>
Balyasny Atlas Enhanced	1,849,532	1.2	1.8	6.2	13.8	13.8	16.4	10.6	--	--	12.4	9.6	Jun-16
<i>HFRI EH: Equity Market Neutral Index</i>			0.2	-0.3	1.6	1.6	2.5	2.4	2.4	3.1	5.2	2.5	Jun-16
Ironwood International	1,603,756	1.1	-1.9	-2.0	2.5	2.5	7.9	6.9	--	--	8.5	6.8	Jun-16
<i>HFRI FOF: Conservative Index</i>			-1.6	-1.4	0.3	0.3	4.7	4.1	3.1	3.8	5.6	4.2	Jun-16
Hamilton Lane FoF	6,953,415	4.7	0.0	4.1	19.6	19.6	18.8	14.4	--	--	28.0	14.6	May-17
Hamilton Lane FoF (Series II)	2,122,323	1.4	0.0	0.0	23.0	23.0	--	--	--	--	--	29.6	Feb-21
Cliffwater Corporate Lending	10,630,572	7.2	0.7	2.5	7.3	7.3	--	--	--	--	8.4	8.4	Dec-20
<i>S&amp;P LSTA Leveraged Loan TR</i>			-4.5	-4.6	-2.8	-2.8	2.1	2.9	3.3	3.7	1.1	1.1	Dec-20
BP Credit Opportunities Fund	1,484,771	1.0	0.0	0.0	2.3	2.3	--	--	--	--	--	1.8	Apr-21
JPMorgan Hedged Equity	1,942,906	1.3	-5.3	-9.7	-5.8	-5.8	--	--	--	--	--	-3.5	May-21
<i>60% S&amp;P 500 / 40% Bloomberg US Aggregate</i>			-11.6	-16.1	-10.2	-10.2	6.2	7.4	7.4	8.5	-0.3	-7.1	May-21

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
Blackstone REIT	4,145,144	2.8	-5.7	-0.7	14.9	14.9	--	--	--	--	18.0	18.1	May-20
<i>FTSE EPRA/NAREIT Developed TR USD</i>			-17.2	-20.4	-12.7	-12.7	-0.2	2.9	4.0	5.6	3.1	9.5	May-20
Griffin Real Estate	4,464,186	3.0	0.5	4.7	19.0	19.0	--	--	--	--	--	17.5	May-21
<i>NCREIF National Property Index (3 month lag)</i>			5.3	11.8	21.9	21.9	9.6	8.5	8.8	9.6	15.9	20.2	May-21
<b>Total Cash</b>	<b>786,966</b>	<b>0.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.3</b>	<b>0.9</b>	<b>0.7</b>	<b>0.8</b>	<b>0.0</b>	<b>0.5</b>	<b>Aug-08</b>
<i>91 Day T-Bills</i>			0.1	0.1	0.2	0.2	0.5	1.0	0.8	0.6	0.1	0.5	Aug-08
Cash & Cash Equivalents	786,966	0.5	0.0	0.0	0.0	0.0	--	--	--	--	0.0	0.0	Dec-20
<i>91 Day T-Bills</i>			0.1	0.1	0.2	0.2	0.5	1.0	0.8	0.6	0.1	0.1	Dec-20

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
<b>Total Composite</b>	<b>43,028,555</b>	<b>100.0</b>	<b>-10.9</b>	<b>-14.6</b>	<b>-13.3</b>	<b>-13.3</b>	<b>-0.1</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-5.6</b>	<b>-0.1</b>	<b>Jul-19</b>
<i>Policy Index</i>			<i>-11.4</i>	<i>-14.5</i>	<i>-13.3</i>	<i>-13.3</i>	<i>0.6</i>	<i>--</i>	<i>--</i>	<i>--</i>	<i>-6.1</i>	<i>0.6</i>	<i>Jul-19</i>
<b>Total Public Equity</b>	<b>22,831,168</b>	<b>53.1</b>	<b>-15.7</b>	<b>-22.9</b>	<b>-20.3</b>	<b>-20.3</b>	<b>6.0</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-3.5</b>	<b>6.0</b>	<b>Jul-19</b>
<i>MSCI ACWI</i>			<i>-15.7</i>	<i>-20.2</i>	<i>-15.8</i>	<i>-15.8</i>	<i>6.2</i>	<i>7.0</i>	<i>7.0</i>	<i>8.8</i>	<i>-0.6</i>	<i>6.2</i>	<i>Jul-19</i>
<b>Total Domestic Equity</b>	<b>14,727,680</b>	<b>34.2</b>	<b>-17.4</b>	<b>-24.3</b>	<b>-18.5</b>	<b>-18.5</b>	<b>7.8</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-2.1</b>	<b>7.8</b>	<b>Jul-19</b>
<i>Russell 3000</i>			<i>-16.7</i>	<i>-21.1</i>	<i>-13.9</i>	<i>-13.9</i>	<i>9.8</i>	<i>10.6</i>	<i>10.4</i>	<i>12.6</i>	<i>2.3</i>	<i>9.8</i>	<i>Jul-19</i>
<b>Total International Equity</b>	<b>8,103,487</b>	<b>18.8</b>	<b>-12.3</b>	<b>-20.2</b>	<b>-23.0</b>	<b>-23.0</b>	<b>3.3</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-6.1</b>	<b>3.3</b>	<b>Jul-19</b>
<i>MSCI ACWI ex USA</i>			<i>-13.7</i>	<i>-18.4</i>	<i>-19.4</i>	<i>-19.4</i>	<i>1.4</i>	<i>2.5</i>	<i>2.9</i>	<i>4.8</i>	<i>-4.7</i>	<i>1.4</i>	<i>Jul-19</i>
<b>Total Fixed Income</b>	<b>12,582,651</b>	<b>29.2</b>	<b>-6.0</b>	<b>-10.2</b>	<b>-10.6</b>	<b>-10.6</b>	<b>-2.0</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-6.7</b>	<b>-2.0</b>	<b>Jul-19</b>
<i>Bloomberg US Aggregate TR</i>			<i>-4.7</i>	<i>-10.3</i>	<i>-10.3</i>	<i>-10.3</i>	<i>-0.9</i>	<i>0.9</i>	<i>1.4</i>	<i>1.5</i>	<i>-7.5</i>	<i>-0.9</i>	<i>Jul-19</i>
<b>Total Alternatives</b>	<b>7,599,572</b>	<b>17.7</b>	<b>-3.1</b>	<b>-0.8</b>	<b>6.9</b>	<b>6.9</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>7.0</b>	<b>7.0</b>	<b>Dec-20</b>
<b>Total Cash</b>	<b>15,164</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.2</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>0.0</b>	<b>1.2</b>	<b>Jul-19</b>
<i>91 Day T-Bills</i>			<i>0.1</i>	<i>0.1</i>	<i>0.2</i>	<i>0.2</i>	<i>0.5</i>	<i>1.0</i>	<i>0.8</i>	<i>0.6</i>	<i>0.1</i>	<i>0.5</i>	<i>Jul-19</i>

	Current Balance	Current Allocation	Policy Range	Within IPS Range?
US Equity	\$14,727,680	34.2%	20.0% - 45.0%	Yes
International Equity	\$8,103,487	18.8%	0.0% - 30.0%	Yes
Fixed Income	\$12,582,651	29.2%	25.0% - 50.0%	Yes
Alternatives	\$7,599,572	17.7%	0.0% - 25.0%	Yes
Cash	\$15,164	0.0%	0.0% - 10.0%	Yes
<b>Total</b>	<b>\$43,028,555</b>	<b>100.0%</b>		

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
<b>Total Composite</b>	<b>43,028,555</b>	<b>100.0</b>	<b>-10.9</b>	<b>-14.6</b>	<b>-13.3</b>	<b>-13.3</b>	<b>-0.1</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-5.6</b>	<b>-0.1</b>	<b>Jul-19</b>
<i>Policy Index</i>			-11.4	-14.5	-13.3	-13.3	0.6	--	--	--	-6.1	0.6	Jul-19
<b>Total Public Equity</b>	<b>22,831,168</b>	<b>53.1</b>	<b>-15.7</b>	<b>-22.9</b>	<b>-20.3</b>	<b>-20.3</b>	<b>6.0</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-3.5</b>	<b>6.0</b>	<b>Jul-19</b>
<i>MSCI ACWI</i>			-15.7	-20.2	-15.8	-15.8	6.2	7.0	7.0	8.8	-0.6	6.2	Jul-19
<b>Total Domestic Equity</b>	<b>14,727,680</b>	<b>34.2</b>	<b>-17.4</b>	<b>-24.3</b>	<b>-18.5</b>	<b>-18.5</b>	<b>7.8</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-2.1</b>	<b>7.8</b>	<b>Jul-19</b>
<i>Russell 3000</i>			-16.7	-21.1	-13.9	-13.9	9.8	10.6	10.4	12.6	2.3	9.8	Jul-19
Schwab S&P 500 Index	3,472,416	8.1	-16.1	--	--	--	--	--	--	--	--	-13.0	Feb-22
<i>S&amp;P 500</i>			-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	13.0	4.4	-13.0	Feb-22
Vanguard S&P 500 ETF	1,563,388	3.6	-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	12.9	4.3	4.3	Dec-20
<i>S&amp;P 500</i>			-16.1	-20.0	-10.6	-10.6	10.6	11.3	11.1	13.0	4.4	4.4	Dec-20
FMI Large Cap	4,395,639	10.2	-13.1	-18.4	-12.3	-12.3	4.3	7.0	7.5	10.1	0.1	0.1	Dec-20
<i>Russell 1000 Value</i>			-12.2	-12.9	-6.8	-6.8	6.9	7.2	7.7	10.5	8.2	8.2	Dec-20
Polen Focus Growth	3,549,725	8.2	-24.1	-34.4	-29.4	-29.4	6.2	11.7	12.0	13.1	-10.7	-10.7	Dec-20
<i>Russell 1000 Growth</i>			-20.9	-28.1	-18.8	-18.8	12.6	14.3	13.5	14.8	-2.5	-2.5	Dec-20
Schwab US Mid-Cap Index	749,056	1.7	-16.8	--	--	--	--	--	--	--	--	-14.7	Feb-22
<i>Russell MidCap</i>			-16.8	-21.6	-17.3	-17.3	6.6	8.0	8.0	11.3	0.4	-14.7	Feb-22
Vanguard Mid Cap ETF	997,456	2.3	-16.9	-22.2	-16.0	-16.0	7.2	8.3	8.1	11.5	0.6	0.6	Dec-20
<i>Russell MidCap</i>			-16.8	-21.6	-17.3	-17.3	6.6	8.0	8.0	11.3	0.4	0.4	Dec-20
<b>Total International Equity</b>	<b>8,103,487</b>	<b>18.8</b>	<b>-12.3</b>	<b>-20.2</b>	<b>-23.0</b>	<b>-23.0</b>	<b>3.3</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-6.1</b>	<b>3.3</b>	<b>Jul-19</b>
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	1.4	Jul-19
Artisan International Value	3,549,313	8.2	-10.4	-13.1	-11.8	-11.8	4.7	3.9	4.6	8.1	2.7	2.7	Dec-20
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	-4.7	Dec-20
American Funds Europacific Growth	3,328,454	7.7	-14.7	-25.1	-27.7	-27.7	0.8	2.7	3.3	5.9	-12.8	-12.8	Dec-20
<i>MSCI ACWI ex USA</i>			-13.7	-18.4	-19.4	-19.4	1.4	2.5	2.9	4.8	-4.7	-4.7	Dec-20
Oppenheimer Developing Markets	1,225,720	2.8	-11.4	-25.3	-34.9	-34.9	-5.1	-0.1	1.3	2.5	-18.7	-18.7	Dec-20
<i>MSCI Emerging Markets</i>			-11.4	-17.6	-25.3	-25.3	0.6	2.2	2.8	3.1	-9.0	-9.0	Dec-20
<b>Total Fixed Income</b>	<b>12,582,651</b>	<b>29.2</b>	<b>-6.0</b>	<b>-10.2</b>	<b>-10.6</b>	<b>-10.6</b>	<b>-2.0</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>-6.7</b>	<b>-2.0</b>	<b>Jul-19</b>
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	-0.9	Jul-19

# Cal Poly Pomona GIP

# Total Composite

As of June 30, 2022

	Market Value (\$)	% of Portfolio	3 Mo (%)	YTD (%)	Fiscal YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Since 12/1/20 (%)	Inception (%)	Inception Date
PGIM Total Return Bond	10,870,200	25.3	-6.7	-12.8	-12.5	-12.5	-1.3	1.1	2.0	2.6	-8.6	-8.6	Dec-20
<i>Bloomberg US Aggregate TR</i>			-4.7	-10.3	-10.3	-10.3	-0.9	0.9	1.4	1.5	-7.5	-7.5	Dec-20
PIMCO Low Duration	1,712,452	4.0	-1.4	-4.3	-5.0	-5.0	-0.1	0.8	1.0	1.1	-3.0	-3.0	Dec-20
<i>ICE BofA 1-3 Yrs US Treasuries TR</i>			-0.5	-2.8	-3.3	-3.3	0.2	0.9	0.8	0.8	-2.1	-2.1	Dec-20
<b>Total Alternatives</b>	<b>7,599,572</b>	<b>17.7</b>	<b>-3.1</b>	<b>-0.8</b>	<b>6.9</b>	<b>6.9</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>7.0</b>	<b>7.0</b>	<b>Dec-20</b>
Cliffwater Corporate Lending	2,547,335	5.9	0.7	2.6	7.3	7.3	--	--	--	--	8.4	8.4	Dec-20
<i>S&amp;P LSTA Leveraged Loan TR</i>			-4.5	-4.6	-2.8	-2.8	2.1	2.9	3.3	3.7	1.1	1.1	Dec-20
Griffin Real Estate	2,100,463	4.9	0.5	4.6	18.9	18.9	--	--	--	--	--	18.2	Jun-21
<i>NCREIF National Property Index (3 month lag)</i>			5.3	11.8	21.9	21.9	9.6	8.5	8.8	9.6	15.9	21.9	Jun-21
JPMorgan Hedged Equity	890,794	2.1	-5.3	-9.7	-5.8	-5.8	7.2	6.9	6.9	--	2.4	-6.9	Aug-21
<i>60% S&amp;P 500 / 40% Bloomberg US Aggregate</i>			-11.6	-16.1	-10.2	-10.2	6.2	7.4	7.4	8.5	-0.3	-11.9	Aug-21
Cohen & Steers Real Assets I	970,381	2.3	-9.7	-1.2	--	--	--	--	--	--	--	3.5	Nov-21
JPMorgan Hedged Equity 2	1,090,600	2.5	-9.8	--	--	--	--	--	--	--	--	-8.4	Feb-22
<i>60% S&amp;P 500 / 40% Bloomberg US Aggregate</i>			-11.6	-16.1	-10.2	-10.2	6.2	7.4	7.4	8.5	-0.3	-10.6	Feb-22
<b>Total Cash</b>	<b>15,164</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.2</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>0.0</b>	<b>1.2</b>	<b>Jul-19</b>
<i>91 Day T-Bills</i>			0.1	0.1	0.2	0.2	0.5	1.0	0.8	0.6	0.1	0.5	Jul-19
Cash & Cash Equivalents	15,164	0.0	0.0	0.0	0.0	0.0	--	--	--	--	0.0	0.0	Dec-20
<i>91 Day T-Bills</i>			0.1	0.1	0.2	0.2	0.5	1.0	0.8	0.6	0.1	0.1	Dec-20

**CAL POLY POMONA PHILANTHROPIC FOUNDATION**  
Statement of Revenues, Expenses, and Changes in Net Position  
As of June 30, 2022  
(Unaudited - For Internal Use Only)

	<u>Approved Budget</u>	<u>Actual 6/30/2022</u>
Revenues:		
Operating revenues:		
Educational activities	\$ —	\$ 693,006
Gifts, noncapital	8,000,000	13,090,872
Other operating revenues	1,050,000	1,319,581
Total operating revenues	<u>9,050,000</u>	<u>15,103,459</u>
Expenses:		
Operating expenses:		
Educational activities	5,300,000	7,946,565
Support services	430,000	440,000
Development support & Campaign Planning	750,000	724,236
Administration and real estate activities	30,000	64,309
Audit services	55,000	44,480
Legal services	25,000	3,250
Insurance services	60,000	12,780
Total operating expenses	<u>6,650,000</u>	<u>9,235,620</u>
Operating income (loss)	<u>2,400,000</u>	<u>5,867,839</u>
Nonoperating revenues (expenses):		
Investment income, interests and dividends	700,000	1,603,668
Investment income, net realized and unrealized gains/(losses)		(8,248,845)
Endowment income (loss), net	—	(18,952,251)
Other nonoperating revenues (expenses)	<u>(1,050,000)</u>	<u>(1,319,581)</u>
Net nonoperating revenues (expenses)	<u>(350,000)</u>	<u>(26,917,009)</u>
Income (Loss) before other revenues	2,050,000	(21,049,170)
Increase/(Decrease) in net position	<u>2,050,000</u>	<u>(21,049,170)</u>
Net position:		
Net position at beginning of year	<u>233,240,629</u>	<u>233,240,629</u>
Net position at end of year	<u>\$ 235,290,629</u>	<u>\$ 212,191,459</u>



# CAL POLY POMONA PHILANTHROPIC FOUNDATION

## Statement of Net Position

As of June 30, 2022

(Unaudited - For Internal Use Only)

### Assets

#### Current assets:

Cash and cash equivalents	\$	277,804
Short-term investments		44,755,594
Accounts receivable, net		47,567
Accounts receivable from CPPF		—
Pledges receivable, net		2,771,713
Total current assets		<u>47,852,678</u>

#### Noncurrent assets:

Restricted cash and cash equivalents		1,912,450
Pledges receivable, net		2,110,421
Endowment investments		147,322,016
Other long-term investments		1,165,417
Capital assets, net		13,582,180
Total noncurrent assets		<u>166,092,484</u>
Total assets		<u>213,945,162</u>

### Liabilities

#### Current liabilities:

Accounts payable		379,508
Accounts payable to CPPF		117,499
Unearned revenue		83,439
Deferred Inflows - CRT's & CSU Annuity		1,173,257
Total current liabilities		<u>1,753,703</u>
Total liabilities		<u>1,753,703</u>

#### Net position:

Net investment in capital assets		13,582,180
Restricted for:		
Nonexpendable - endowments		133,241,928
Expendable:		
Scholarships and fellowships		6,975,308
Capital projects		3,956,041
Endowments		15,966,027
Programs		36,788,182
Others		3,774,068
Unrestricted		<u>(2,092,275)</u>
Total net position	\$	<u>212,191,459</u>
Total liabilities and net position	\$	<u>213,945,162</u>

**Cal Poly Pomona Philanthropic Foundation  
Approved Budget 2021-2022**

	<u>Approved Budget 2021-2022</u>	<u>Actuals June 30, 2022</u>
<b>Revenues</b>		
Gifts & Donations	\$ 8,000,000	\$ 13,090,872
General Portfolio Investment Income (loss)	\$ 700,000	\$ (6,645,177)
Administrative fee on Endowment Balances	\$ 650,000	\$ 803,536
5% Fee	\$ 400,000	\$ 516,045
<b>Total Revenues</b>	<b><u>\$ 9,750,000</u></b>	<b><u>\$ 7,765,276</u></b>
<b>University Expenses</b>		
Educational Activities	\$ 3,100,000	\$ 4,920,731
Scholarships	\$ 2,200,000	\$ 3,025,834
<b>Foundation Expenses</b>		
Service Agreement	\$ 430,000	\$ 440,000
Audit Fees	\$ 55,000	\$ 44,480
Legal Fees	\$ 25,000	\$ 3,250
Insurance Fees	\$ 60,000	\$ 12,780
Development Support & Campaign Planning	\$ 750,000	\$ 724,236
Admin Activities	\$ 30,000	\$ 64,309
Other Expenses	\$ 1,050,000	\$ 1,319,581
<b>Total Expenses</b>	<b><u>\$ 7,700,000</u></b>	<b><u>\$ 10,555,201</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>\$ 2,050,000</u></b>	<b><u>\$ (2,789,925)</u></b>

*University Expenses are transfer payments from Designated funds held by the Foundation. The balance at 6/30/2021 of \$48,602,849.*

## ITEM F

c. Nominations and Governance Committee



## Nominations and Governance Committee Meeting

Thursday, August 18, 2022  
11:00 AM – 12:00 PM  
Zoom Conference Meeting

### MEETING AGENDA

**Nominations and Governance Committee Chair:** Kristin Crellin

**Nominations and Governance Committee Members in Attendance:** Walter Allen, Larry Gates, Diane Miller, President Soraya Coley

**Guest(s):** n/a

**Staff Liaison:** David Porges

**Staff Recorder:** Diane Rivera

***Committee Responsibilities:*** The Nominations and Governance Committee is responsible for developing and overseeing the Board's policies, processes, and procedures including Board recruitment, education, and evaluation, to maximize the value and effectiveness of the Philanthropic Foundation Board of Directors. The committee will regularly assess the composition and strength of the board, orient new members, and review the bylaws.

- |   |                           |
|---|---------------------------|
| I. Welcome/Opening Remarks                          | Kristin Crellin           |
| II. Action Items                                    | Kristin Crellin           |
| a. Approval of May 4, 2021 Meeting Minutes          | <u><i>Action Item</i></u> |
| III. Nominations                                    | Kristin Crellin           |
| a. Review of Nominee Profile(s)                     |                           |
| b. Prospect Review                                  |                           |
| c. Board Demographic Data                           |                           |
| d. Annual Task List Review                          |                           |
| IV. Governance                                      | Kristin Crellin           |
| a. Board of Directors Self-Assessment Questionnaire |                           |
| b. Board Engagement Matrix                          |                           |
| V. Adjournment                                      | Kristin Crellin           |



## Nominations and Governance Committee Meeting

Wednesday, May 4, 2021  
11:00 AM – 12:00 PM  
Zoom Conference Meeting

### MEETING MINUTES

**Nominations and Governance Committee Members Present:** Diane Miller (Chair), Kristin Crellin, President Soraya Coley, Larry Gates, Sharon Tomkins

**Nominations and Governance Committee Members Absent:** Walter Allen

**Guest(s):** n/a

**Staff Liaison:** David Porges

**Staff Recorder:** Diane Rivera

**Committee Responsibilities:** The Nominations and Governance Committee is responsible for developing and overseeing the Board's policies, processes, and procedures including Board recruitment, education, and evaluation, to maximize the value and effectiveness of the Philanthropic Foundation Board of Directors. The committee will regularly assess the composition and strength of the board, orient new members, and review the bylaws.

#### I. Welcome/Opening Remarks

Diane Miller

#### II. Action Items

Diane Miller

##### a. Approval of February 7, 2022 Meeting Minutes

Diane Miller asked for a motion and second to approve the consent agenda as presented.

**Motion 1:** Kristen Crellin

**Motion 2:** Larry Gates

All in favor; none opposed

Action Item

#### III. Nominations

Diane Miller

##### a. Approval of Board Slate

Since the last meeting, the board voted unanimously on the approval of the newest board member, alumna Wendy Rogers. Wendy is a LEED Accredited Professional and a Fellow of the AIA, and she earned her Bachelor of Architecture from Cal Poly Pomona in '88. She serves as CEO and Chief Talent Officer of LPA Design Studios, which includes a team of more than 400 architects, engineers, landscape architects, and interior designers in California and Texas.

Board voting results: an email was sent out to all voting board members on April 18<sup>th</sup>, requesting their vote on Wendy Rogers. Sixteen board members voted yes on the approval of Wendy Rogers as a new board member.

Sharon Tomkins informed the committee members she has recently stepped down from her role as Vice President of SEMPRA Energy in San Diego and is planning to move to Calgary, Canada for a new opportunity also in the energy industry. She will be stepping down as a board member as well at the end of the year. President Coley thanked and expressed gratitude to Sharon. Sharon has been an essential member of the board and President Coley is grateful for Sharon's service and for the impact she has made.

b. Renewal of Board Terms

As part of the annual Board of Directors meeting, renewing board memberships, appointing committee chairs, and making committee assignments is required.

The by-laws outline that President Coley appoints the officers for a one-year appointment: Board Chair Diane Miller, Vice-Chair David Singelyn, and Secretary Winny Dong

Six members are being proposed for renewal of a three-year term: Walt Allen, Larry Gates, Ron Gregoire, Diane Miller, John Resich, Sean Yu

We are proposing maintaining the same four standing committees: Audit, Development, Finance and Investment, Nominations and Governance

Diane Miller thanked two committee chairs that have completed three years of service and will be stepping down as chairs: Susan Kellogg-Bell, Chair of the Development Committee, and Ron Gregoire, Chair of the Audit Committee.

The following board members agreed to chair a committee over the next three-year term appointment:

Audit Committee Chair: Sean Yu

Development Committee Chair: Michele Gendreau,

Nominations and Governance Committee Chair: Kristin Crellin

Finance and Investment Committee Chair: John Resich – John has already served for two years, and he will continue to serve as chair for another year.

For more information, refer to the meeting material.

c. Review of Nominee Profile(s)

W.M. is the new CEO, President of the Fairplex taking over from Miguel Santana, who was also on our board. He would be an excellent addition to our board with all that he can bring from a community perspective, and his deep history and knowledge of Cal Poly, including, and what the university needs are.

Next steps: the committee has agreed to move him forward and set up a conversation with President Coley.

S.Sch. is an amazing engineer; Larry and S.Sch attended Cal Poly together and ended up going into the same profession, land development engineering. The committee members unanimously agree S. Sch is a great fit for the board and to move forward in the nomination process.

Next steps: schedule a conversation with S.Sch, Dan, Diane Miller, and finally with President Coley to discuss the board opportunity.

V.M. was recommended by board member Walt Allen. The committee has agreed she is a great fit for the board and will continue to engage.

Next steps: schedule the conversation to explore her interests in becoming a board member.

V.S. is the VP of Human Resources at Ace Hotel; he spoke last year on the Future of Work panel. He is an interesting person to consider for the board.

Next steps: the committee has agreed to stay engaged with V.S. and invite him to more campus events.

S.S. was recommended by Dave Singelyn. Dave is going to continue to cultivate the interest with S.S.

F.H. is a member of the CLASS Advisory Board, if she decides to move forward with the board, she would be a great representation for CLASS.

Next steps: need to assign a director to continue the engagement.

J.Y. was hesitant, given the financial commitment, but he is very interested in joining the board when the timing is right for him and his family.

Next steps: Jeff will continue to engage, once every four to six months and find events on campus for him to attend.

d. Prospect Review

David Porges discussed the new prospects on the list.

T.S. who is the President and COO of Lawry's Restaurants Inc.; has deep industry knowledge.

She was an impressive speaker at a recent future of work panel.

Next steps: to continue to stay engaged and invite her to the university.

C.B. the VP of Administration at J.G. Boswell, an extremely important company in California, and the largest landowner in California. C.B. is based in Pasadena, is not an alumnus; however, he brings an interesting set of skills.

Next steps: to continue to stay engaged and invite him to the university.

M.A. a General Manager at Microsoft is of Hispanic descent and is focused on the AI program at Microsoft. She is an excellent speaker, very committed to the College of Science and has been honored as a Distinguished Alumnus of Science.

Next steps: to continue to stay engaged with M.A.

M.M. the VP of Chief Ethics and Compliance Officer with Edison International. Michael has declined to join the board in the past, but he recently reengaged with us.

Next steps: continue to develop the relationship.

e. Board Demographic Data

f. Annual Task List Review

g. Board Orientation – April 19, 2022

#### IV. Governance

Diane Miller

a. Annual Board Evaluation

b. Board Engagement Matrix – Implementation

**V. Adjournment**

**Diane Miller**

Diane Miller thanked everyone for a great meeting and asked for a motion and a second to adjourn the meeting.

Motion 1: Larry Gates

Motion 2: Kristen Crellin

All in favor; none opposed

***Approval of Nominations and Governance Meeting Minutes:***

*As Nominations and Governance Committee Meeting Chair of the Cal Poly Pomona Philanthropic Board, the meeting minutes for the May 4, 2022 meeting as presented are approved.*

Approved by:

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Diane Miller  
Nominations and Governance Chair

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Date



## CAL POLY POMONA PHILANTHROPIC FOUNDATION

	PROSPECTIVE MEMBERS	FY22-23 BOARD OF DIRECTORS	CPP STAFF LIAISON	FY21-22 BOARD OF DIRECTORS
<b>BOARD MEMBER TOTAL</b>	<b>2</b>	<b>17</b>	<b>9</b>	<b>26</b>
		<b>26</b>		
<b>GENDER</b>				
Female	0	7	6	12
Male	2	12	3	16
<b>ETHNICITY</b>				
African-American		2	2	4
Asian		2	2	4
Caucasian	1	11	2	13
Hispanic/Latino		1	1	2
Native Amer/Indian/Pacific/Other	1	1	2	3
<b>COLLEGE</b>				
Agriculture		1		1
Athletics				
Business	1	4	1	4
<b>CLASS</b>				
Collins		1		1
Education & Int. Studies				
Engineering	1	5	1	6
Environmental Design		3		4
Science			1	1
<b>ALUMNI</b>				
Alumni	1	14		14
Non-Alumni	1	3		5
<b>OCCUPATION/INDUSTRY</b>				
Aerospace		2		2
Agriculture		1		1
Architecture		2		1
Automotive				2
Banking		1		1
Business/Corporate				
Consultant		1		1
Education				
Energy	1			1
Engineering	1	1		1
Fashion / Apparel		1		1
Finance/Investment		2		2
Government				
Healthcare		1		1
Hospitality		2		2
Insurance				
Legal		1		1
Marketing and Communications				
Nonprofit				
Real Estate		1		1
Science				
Technology		1		1

# ITEM G

## VI. ADVANCEMENT UPDATE

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# Advancement Update

Daniel E. Montplaisir, CFRE

Cal Poly Pomona Philanthropic Foundation | Board of Directors Meeting  
August 25, 2022

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## Outstanding Year - \$23.7 Million

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Examples of Significant New Gifts



## Philanthropic Support

	Gifts	Gift In Kind	New Pledges	Planned Gifts	Total Commitments
Agriculture-Huntley	\$1,309,136	\$78,826	\$18,750	\$0	\$1,406,712
Athletics	\$178,039	\$8,264	\$0	\$0	\$186,303
Business Administration	\$2,161,371	\$2,547	\$10,481,122	\$0	\$12,645,040
Education & Integrative Studies	\$88,387	\$0	\$333,000	\$450,000	\$871,387
Engineering	\$1,165,956	\$209,476	\$926,375	\$650,000	\$2,951,808
Environmental Design	\$839,459	\$132,885	\$42,000	\$150,000	\$1,164,344
General	\$569,597	\$500	\$69,878	\$430,000	\$1,069,975
Hospitality-Collins	\$506,095	\$67,671	\$10,500	\$0	\$584,267
Letters, Arts & Social Sciences	\$373,144	\$3,899	\$159,500	\$0	\$536,543
Library	\$8,549	\$235	\$0	\$0	\$8,784
Other	\$476,067	\$0	\$8,000	\$0	\$484,067
Science	\$954,552	\$0	\$99,250	\$0	\$1,053,802
Student Affairs	\$473,833	\$0	\$0	\$300,000	\$773,833
Suspense/Pending	\$28,679	\$0	\$0	\$0	\$28,679
<b>Grand Total</b>	<b>\$9,132,865</b>	<b>\$504,304</b>	<b>\$12,148,375</b>	<b>\$1,980,000</b>	<b>\$23,765,544</b>

## Five Year Summary by College

College/Unit	2022	2021	2020	2019	2018
<b>Agriculture-Huntley</b>	\$1,406,712	\$ 2,307,750	\$ 689,468	\$ 650,168	\$ 306,838
<b>Athletics</b>	\$186,303	\$ 221,513	\$ 349,231	\$ 193,090	\$ 141,471
<b>Business Administration</b>	\$ 12,645,040	\$ 1,787,792	\$ 541,430	\$ 2,548,302	\$ 1,481,694
<b>Education &amp; Integrative</b>	\$873,679	\$ 73,927	\$ 117,253	\$ 119,984	\$ 303,503
<b>Engineering</b>	\$2,949,808	\$ 2,656,359	\$ 3,490,023	\$ 1,488,457	\$ 3,676,320
<b>Environmental Design</b>	\$1,164,281	\$ 505,767	\$ 709,596	\$ 354,397	\$ 515,826
<b>General</b>	\$1,069,975	\$ 40,388,582	\$ 398,135	\$ 275,402	\$ 293,631
<b>Hospitality-Collins</b>	\$584,267	\$ 397,566	\$ 385,420	\$ 1,686,456	\$ 10,753,365
<b>Letters, Arts, &amp; Social</b>	\$534,223	\$ 2,216,015	\$ 1,040,584	\$ 238,725	\$ 299,440
<b>Library</b>	\$ 8,764	\$ 74,085	\$ 72,107	\$ 154,217	\$ 389,010
<b>Other</b>	\$484,067	\$ 194,069	\$ 71,646	\$ 172,111	\$ 968,127
<b>Science</b>	\$1,053,802	\$ 1,868,151	\$ 877,636	\$ 1,168,104	\$ 1,141,739
<b>Student Affairs</b>	\$773,833	\$ 639,471	\$ 665,165	\$ 908,468	\$ 2,281,738
<b>Suspense/Pending</b>	\$30,741	\$ 2,500	\$ 5,000	\$ -	\$ -
<b>Total</b>	<b>\$ 23,765,495</b>	<b>\$ 53,333,547</b>	<b>\$ 9,412,694</b>	<b>\$ 9,957,881</b>	<b>\$ 22,552,702</b>

\$10M and Greater

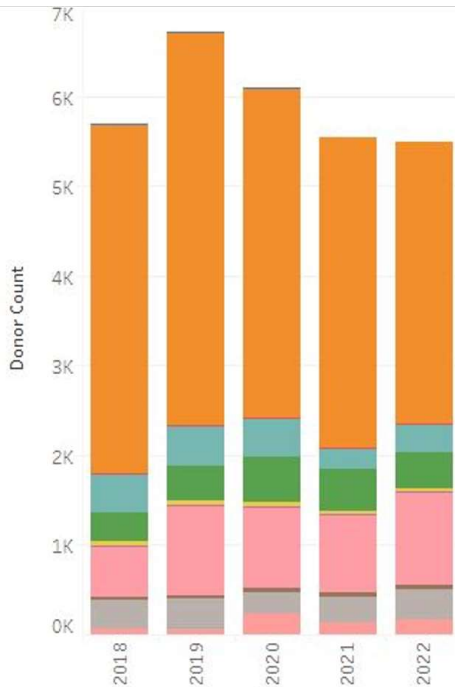
\$2M and Greater

\$1M and Greater

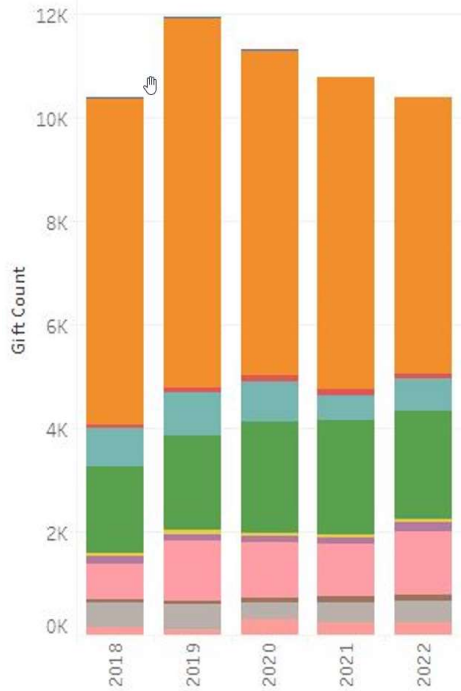
## Gift Count by Giving Level

Giving Level ..	Gift Fiscal Year				
	2018	2019	2020	2021	2022
\$10M+				1	
\$1M-\$9.9M	1	1	1	2	2
\$500K-\$999K	4	2	1	1	1
\$100K-\$499K	24	14	16	27	36
\$25K-\$99K	32	42	43	56	56
\$1-\$24.9K	10,332	11,889	11,259	10,705	10,311
Grand Total	10,393	11,948	11,320	10,792	10,406

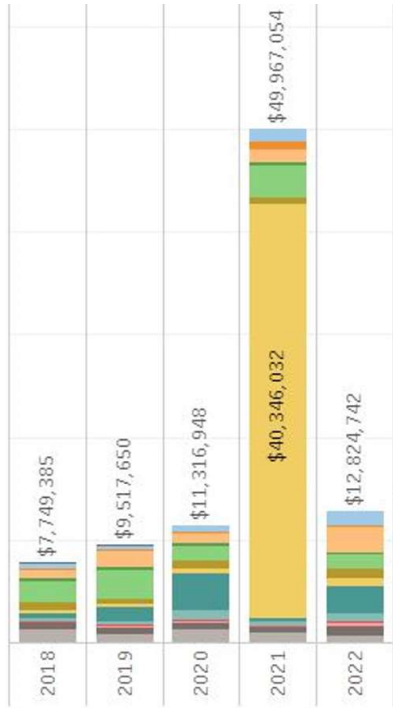
93 Gifts of \$25,000 and greater vs. 85 Gifts Prior Year



Comparison of # of Donors



Comparison of # Gifts (not Donors)



Comparison of Cash Contributions

# Staffing Update



**Dr. Patricia Tucker,**  
Sr. Director of Development,  
Huntley College of Agriculture



**Bill Burrows,**  
Director of Development,  
College of Science

## 2022 FALL EVENTS

### September

**Alumni, Student & Career Fair Breakfast** - September 22, 2022

### October

**Pumpkin Fest Preview** - September 30, 2022

**Fall Harvest Alumni Association** - October 12, 2022

**Veterans Resource Center 10th Anniversary** - October 11, 2022

**Ahimsa Non-Violence Celebration** - October 14, 2022

### November

**LA Alumni and Corporate Partner Reception** - November 9, 2022

**Communications Alumni Reception** - November 9, 2022

### December

**Rose Float Deco Day** - December 30, 2022



## ITEM H

### VII. University Highlight – College of Environmental Design

Power point presentation will be available closer to the board meeting





**Mary Anne Alabanza Akers, PhD**  
**Dean, College of ENV**

Dr. Mary Anne Alabanza Akers has brought with her a 43-year academic and practitioner experience that started in the Philippines as an educator and community planner, followed by extensive service to Michigan State University, University of Georgia, and Morgan State University. She was the founding Dean for the School of Architecture and Planning at Morgan State University, a Historically Black Institution, and truly embraces the commitment to student success and diversity in higher education. Her legacy has been the establishment of programs (e.g., Construction Management, Interior Design, and a Ph.D. in Architecture, Urbanism, and Built Environments), as well as the Integrated Path to Architectural Licensure (IPAL) program.

Dr. Akers is honored to be part of the Bronco community. She is committed to ensuring that students are well-prepared for their careers and are critical thinkers in the transformation of communities.



**Andy Wilcox**  
**Associate Dean, College of ENV**

Andy joined the ENV faculty in 2005 most recently served as the Landscape Architecture department chair since January 2016. As a professor he ran design studios at all levels with an emphasis on interdisciplinary practice and urbanism.

During his tenure as chair, he worked with the faculty to double the enrollment of both the Bachelor and Master of Landscape Architecture programs. In 2020 he was recognized by Design Intelligence, the leading national publication of design schools, as one of the 15 most admired landscape architecture faculty in the nation.



**Keiji Uesugi**  
**Lecturer, Landscape Architecture, ENV**

Keiji Uesugi is the principal of the landscape architecture firm, TUA, Inc. and a faculty member of the landscape architecture department at Cal Poly Pomona University. He is a licensed landscape architect with over 20 years of professional experience.

His professional work reflects his expertise in cultural landscapes, Japanese garden design, and construction. Recently completed projects include the Roosevelt High School Garden of Peace, Coachella Valley History Museum's Japanese Memorial Garden renovations, and ongoing expansion work at the Japanese Friendship Garden San Diego in Balboa Park.

As part of the faculty at Cal Poly Pomona University, Keiji has taught undergraduate and graduate courses including landscape design, construction, history of Asian gardens, and international field trip to Japan. He also created an ethnic studies course that examines the transformation of the California landscape over the past 130 years through the lens of the Japanese American experience.

Keiji supports various non-profit organizations, such as serving on the Board of Directors for the Storrer-Stearns Japanese Garden in Pasadena, CA, and the Advisory Council for the California Botanic Garden in Claremont, CA.

Keiji fosters cultural enrichment and social connections in the community as the director for the Japanese drumming music ensemble Yoki Daiko at the Tenrikyo Church in Boyle Heights, CA, and team representative in the Sabers Basketball Organization. He also performs Japanese court music Gagaku, which has over 2000 years of history in East Asia.

**ENV CPP PHILANTHROPIC BOARD PRESENTATION OUTLINE**  
**August 25, 2022**

ENV & Future Workforce Climate

Dean Mary Anne Akers

- Welcome
- Real stories about student success
- ENV demographics (student numbers, % of URM, % of First Generation)
- ENV Rising (Future Workforce Climate: Interdisciplinary teams, SMART built environments, and evidence-based design in healthcare)

Studio Classes

Associate Dean Andy Wilcox

- How studio classes work
- Future of work-Interdisciplinary model
- Corporate and community partnership

Neutra Plaza & Design and Installation Class

Keiji Uesugi

- Introduction of Neutra Plaza
- History of class
- Corporate partnership

Neutra Plaza Design & Installation

Mauro Macias, Clarence  
Vong, Tiffany Torres