



# Donations to Cal Poly increase 10% to \$23.7 million in 1998-99

Cal Poly's alumni and friends have continued to help enhance the university's notable programs in agriculture, business, education, engineering, liberal arts, and the sciences. This past year, Cal Poly received a record 25,302 gifts from individuals, foundations, and corporations totaling \$23.7 million in cash, in-kind gifts, and endowments

toward the university's goal of providing the best undergraduate education possible.

The university received two significant faculty endowments. A professorship and center in community development in the College of Business was established from a \$1 million commitment and \$500,000 pledge payment by Bank of America Community Development Bank. The other endowment was derived from gifts and pledges totaling more than \$800,000 to institute the Arthur C. Edwards Endowed Chair for Coatings Technology and Ecology in the Chemistry and Biochemistry Department of the College of Science and Mathematics.

Alumni, parents, and friends contributed more than \$1.5 million through the Cal Poly Fund. The fund has seen a 61% increase since 1996-97 and a 15% increase in alumni donors. Approximately 76 percent of Cal Poly Fund gifts were designated by donors to specific programs. More than 10,000 alumni contributed a total of \$2.4 million.

Cal Poly parents, as usual, continued their strong support, donating approximately \$626,000 to their students' educational experiences. Cal Poly parents consistently give about 10 times more per enrolled student than parents at other CSU campuses.

Corporations and businesses — many of which become future employers of Cal Poly graduates — gave nearly \$4 million in cash. Private foundations and associations also contributed to the donor base, and gifts from companies that match employee contributions totaled \$238,000. And because Cal Poly and industry have created synergistic relationships in technology and research and development, more than \$10.6 million in donations came from in-kind and equipment gifts from corporations.

Endowments, established by alumni and friends who recognize the stable funding that these can bring to Cal Poly, totaled \$6.6 million. The university also was notified of future legacies that will come to Cal Poly in the form of bequest provisions and revocable trust designations. The Cal Poly Legacy Club honors alums, friends, faculty, and staff who have created a planned gift for the benefit of the university. This spring Provost Paul Zingg honored the members of the Legacy Club at its first annual luncheon at the Gardens of Avila Restaurant.

More than \$1.7 million in gifts and pledges was realized through Cal Poly's athletic advancement efforts. This total represents funds raised through the "Building the Advantage" capital campaign and the Mustang Athletic Fund, including the Stampede Club, corporate sponsorships, and special-events income. Highlights for athletics advancement included completion of the Mott Gym renovation, the new weight room, and the start of construction for the 47-acre Cal Poly Sports Complex, scheduled for completion in July 2000.

In addition to the 1998-99 \$23.7 million total, Cal Poly's Sponsored Programs Office administered approximately \$11 million in contracts and grants, which fund research, instructional support, and public service projects. 

## Distribution of Gifts Fiscal Year 1999

COLLEGE/UNIT	TOTAL AMOUNT	TOTAL # OF GIFTS
Associated Students	\$137,605	481
Athletics	789,697	1,282
Central Advancement/Unrestricted	436,421	6,048
College of Agriculture	7,060,217	4,290
College of Architecture & Environmental Design	530,938	1,457
College of Business	2,829,015	2,158
College of Engineering	6,195,195	4,094
College of Liberal Arts	1,974,046	2,794
College of Science & Mathematics	709,371	1,403
Library Administration	90,442	261
Other University Funds	2,803,926	658
Student Affairs	51,682	205
University Center for Teacher Education	66,197	171
<b>TOTAL</b>	<b>\$23,674,755</b>	<b>25,302</b>

*Excludes governments, memberships, and contributed services*

## Cal Poly Fund donations increase to \$1.61 million

The Cal Poly Fund received an award of excellence from the Council for Advancement and Support of Education (CASE) for its outstanding program.

Cal Poly donors gave a record \$1,175,272 in cash gifts to the colleges and units, a 23 percent increase from the previous year. In addition, \$437,122 was raised to support universitywide programs.

Over half of the gifts were raised from the phonathon, where Cal Poly students have the opportunity each evening to speak directly with alumni, parents, and friends of the university. The remaining gifts were received through mail programs.

The Cal Poly Fund's mission is to provide "extra" resources to the university's programs and projects which strengthen educational experiences for students. 

### CAL POLY FUND GIFTS

COLLEGE/UNIT	1997-98	1998-99
Associated Students	\$ 10,694	\$ 9,446
Athletics	49,298	34,485
College of Agriculture	206,502	263,533
College of Architecture & Environmental Design	101,168	119,420
College of Business	111,735	132,701
College of Engineering	269,933	384,575
College of Liberal Arts	118,076	126,776
College of Science & Mathematics	80,017	88,484
Library Administration	950	7,260
Student Affairs	1,905	3,805
University Center for Teacher Education	4,640	4,787
<b>TOTALS</b>	<b>\$ 954,918</b>	<b>\$1,175,272</b>
<b>PERCENT INCREASE</b>		<b>23%</b>

## Cal Poly wins CASE fund-raising award

Cal Poly joined an elite group of higher education institutions when it was awarded one of three annual, national fund-raising honors by the Council for the Advancement and Support of Education (CASE).

The 1999 Circle of Excellence in Educational Fund-Raising Award recognizes development efforts during the fiscal years 1995-98. According to a CASE official, Cal Poly is "among an exceptional group of colleges, universities, and independent schools named to the Circle of Excellence for their exemplary performance in fund raising."

The winning institutions are selected based on a variety of criteria that include the pattern of growth of total support, an evaluation of what contributed to the total support figure, overall breadth and pattern of growth in program areas, pattern of donor growth among alumni and others, total support in relation to the alumni base, and the type of institution.

"We have an outstanding team of advancement staff members who have worked very hard to make this award possible," said Vice President of University Advancement William Boldt.

In 1997-98, the university raised more than \$21 million, an almost 45 percent increase over 1996-97 and an 80 percent increase over 1995-96.

"A record number of alumni, parents, friends, corporations, and foundations have made this possible

by providing these funds to advance the academic programs at Cal Poly and enhance the university's 'learn-by-doing' mission," Boldt said. 

### Top 20 Matching Gift Companies for Fiscal Year 1999

COMPANY NAME	TOTAL GIVING
Lockheed Martin Corporation Foundation	\$ 18,660.00
Hewlett-Packard Company	16,278.75
Ernst & Young Foundation	15,655.00
DaimlerChrysler Corporation Fund	10,000.00
Eli Lilly & Company Foundation	8,400.00
Boeing	7,820.00
IBM International Foundation	7,662.75
ARCO Foundation, Incorporated	6,017.84
Deloitte & Touche Foundation	6,000.00
Chevron USA, Incorporated	5,725.00
Wells Fargo Bank	5,349.00
The Bank of America Foundation	5,330.00
AlliedSignal Foundation, Incorporated	5,103.00
GE Fund	4,165.00
SBC Foundation	3,759.65
TRW Foundation	3,216.00
GTE Foundation	2,958.00
Bechtel Foundation	2,885.00
Southern California Gas Company	2,775.00
The Times Mirror Foundation	2,700.00
<b>TOTAL</b>	<b>\$ 140,459.99</b>