



2020-21

Endowment Report

A MESSAGE FROM THE CAL STATE FULLERTON PHILANTHROPIC FOUNDATION



This CSUF Endowment Report covers the fiscal year that ended on June 30, 2021. Despite it being a time of virtual gatherings, social unrest and more questions than answers, over 41,000 students enrolled at Cal State Fullerton for the 2020-21 year, greater than any previous year in our history. A steadfast commitment to the

future is the tie that binds CSUF students and our endowed fund donors – a group whose forward-thinking and remarkable generosity will be empowering the academic pursuits of Titan leaders for generations to come.

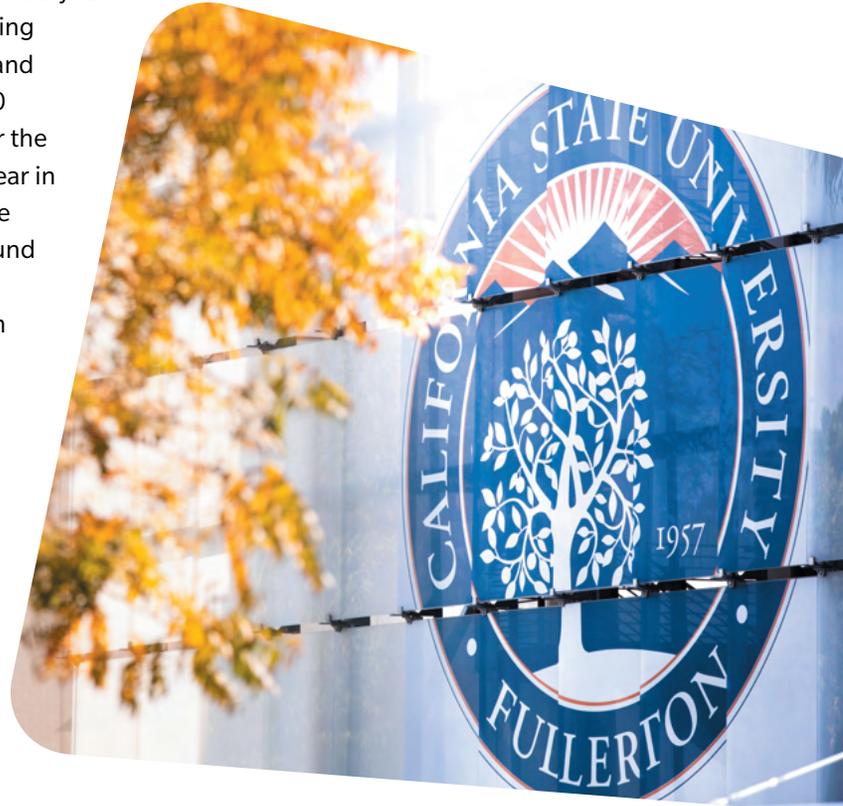
These qualities shared by all CSUF endowment donors were exemplified by philanthropist and author MacKenzie Scott and her husband Dan Jewett with their \$40 million gift, the largest in our university's history. Considering they are surrounded by the most skilled and sophisticated philanthropic advisors on the planet, the fact their research led them to select CSUF is a remarkable validation of the transformational Cal State Fullerton student experience. A large portion of this historic gift has been placed in an endowment where it will continue to generate funds to benefit future Titans in perpetuity.

I am humbled by the trust you have instilled in us to manage the resources you provided. The CSFPF Board of Governors, and specifically our Finance and Investment Committee, is committed to stewarding your gifts with a focus on real growth and prudent sustainability. Please let us know if you have questions or comments about this report or about the impact of your gift. We can be reached at (657) 278-2786 or foundation@fullerton.edu.

As the Classes of 2020 and 2021 walked across the commencement stage and celebrated their successes, the phrase "It Takes a Titan" resonated loudly. We stand in awe and appreciation of all that has been and will be made possible through the generosity of our donors. On behalf of our global CSUF community, thank you for being a Titan.

Sincerely,

Greg Saks
Vice President, University Advancement
Executive Director, Cal State Fullerton Philanthropic Foundation



NEW ENDOWMENT LIST

- African American Studies Service Scholarship Endowment
- Avery Da-An Memorial Scholarship Endowment
- Center for Careers in Teaching Endowment
- Christensen Family Softball Endowment
- David L. Walkington Memorial Scholarship Endowment
- Douglas G. Stewart President's Scholars Fund for Excellence
- Eric Openshaw Scholarship Endowment
- Helm Guardian Scholars Endowment
- Jorice Maag Local History and Museum Studies Endowment Scholarship
- Leeann Blaisdell-Hartsfield Scholarship Endowment
- Linda Chaix SRMI Endowed Scholarship
- Mark Garrabrant Memorial Scholarship Endowment
- Michael Losquadro and Brian Keller LGBTQ Resource Center Program Endowment
- Olsen Graduate Art Scholarship Fund Endowment
- Pollak Endowment for the Library of the Future
- Salz-Pollak Endowed Scholarship

FUND SPOTLIGHT

Center for Leadership Endowment

College of Business and Economics

Endowed by: Terry Giles & Kalli O'Malley

With his strong record of leadership, the university tapped Terry Giles to help launch a Center for Leadership in the College of Business and Economics. The latest gift from the **Giles O'Malley Foundation** (GO Foundation), established by Terry Giles and Kalli O'Malley, will help the center continue its success.

As a founding member of the center, Giles has witnessed Morteza Rahmatian, former dean of the College of Business and Economics, and Jay Barbuto, professor of management and center director, grow its offerings over the years.

"They've really done a great job," said Giles, "not only with helping students, but in bringing the business community into the university to connect with students. The mentoring programs are really special."

That mentoring had a big impact on Emanuel Valencia '16 (*B.A. business administration-finance*), founder and owner of Valencia Group. He was a Leadership Scholar at the center and still keeps in touch with many of the business leaders he met.



"The mentors were rooting for us," he shared. "They taught me how to apply school to the real world and think through decisions."

The center is the primary voice and resource for leadership development in Orange County. Through the scholars program, "The Leadership Voice" TV show, annual Leadership Awards and Bringing Learning to Work program, the center fosters relationships across industries and helps leaders and organizations develop through education, training and outreach.

Barbuto noted that the gift is a game-changer for the center. "This gift is a major step toward sustainability for the center and its initiatives."

Rahmatian added, "This gift fuels the momentum we have in educating the region's workforce. We are grateful for Terry and Kalli's ongoing support of our college."

WHAT IS AN ENDOWED FUND?

An endowed fund is a gift of money or liquidated property (a \$25,000 minimum) that is designated to a specific purpose by the donor, and is invested as a part of the Cal State Fullerton Philanthropic Foundation (CSFPF) endowment pool. The investment objective of the endowment pool is to grow the fund to provide for a healthy distribution that is then proportionally distributed to the designated purposes of each endowed fund. The goal is to keep the principal amount intact while using the investment income in perpetuity.

CSFPF Endowment Pool

The CSFPF adds each endowed fund gift into a pool, which is then invested in a diversified, professionally-managed portfolio that combines all endowed fund gifts together to maximize the benefit to each fund. Investments in the pool are carried at their current market value. The overarching goal is to invest the funds in a manner that balances the needs of the university for both current and future generations.

5

CSFPF Oversight

The CSFPF Finance and Investment Committee is composed of members from the Board of Governors. The committee oversees the investment of the funds with the intent to earn the annual spending policy distribution amount, plus account for inflation and recurring fees.

4

Programs, Faculty-Mentored Research & Faculty Support

Student Scholarships

4

Fund Payout

Endowments are a powerful way to sustain a donor's vision when a portion of the endowment is withdrawn from the pool and made available to CSUF each year. This ongoing, reliable gift in support of the donor's designated purpose becomes truly transformative for Titan students.

3

Investment Return

The investment return includes interest, dividends, realized and unrealized gains and losses, as well as fees.

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Endowment Gifts

Each individual endowment fund is created by an agreement between CSFPF and donor(s) for a particular purpose.

ENDOWMENT DONOR SPOTLIGHT



"As community business leaders we are committed to assisting in the access, retention and graduation of Hispanic students. It's an honor to have contributed to the Abrego Future Scholars Endowment since 1986 because of the positive difference being made in the lives of gifted underrepresented students pursuing their goals and dreams."

-Mrs. Rosalina Davis '77 & Mr. Raul Davis
Abrego Future Scholars Endowed Fund



"The President's Scholars program was life-changing for me and really made my time at Cal State Fullerton extraordinary. I endowed this fund to help today's students have an even better experience."

-Mr. Doug Stewart
Doug Stewart Endowed Fund for Excellence



"I created this endowment because the nursing faculty were so incredibly loving, supportive, and helpful as I navigated some of my most life-changing years. Being diverse in nursing is not always easy. I wanted to recognize students similar to myself who are making a difference."

-Dr. Austin Nation '09, '11
Dr. Austin Nation Diversity in Nursing Scholarship



"As long-standing donors to the College of the Arts, we realized a time would come when we were no longer able to help. By creating an endowment, we are making a sustainable investment that will support students well into the future. This fund honors our mothers who recognized and engaged the amazing potential in their families and will do the same for CSUF's fine arts students."

-Dr. Ed Sullivan & Mrs. Sue Sullivan
Rose Sullivan and Rebecca Morales Memorial Scholarship

IT TAKES A TITAN TO LEAVE A LEGACY

You have the power to support the university and generations of Titans- to-come through a planned gift. Ontiveros Legacy Society members enjoy the financial advantages of a planned gift and feel the sense of pride and gratification that comes with giving in perpetuity. Helpful planning tools are available online, or for more information, contact our planned giving department at 657-278-5429 or CSUFplannedgift@fullerton.edu.

fullerton.edu/CSUFPlannedGift



FREQUENTLY ASKED QUESTIONS

What is the CSFPF?

The Cal State Fullerton Philanthropic Foundation (CSFPF) is a 501(c)(3) nonprofit corporation through which philanthropic resources flow to California State University, Fullerton. CSFPF receives, records and manages gifts from individuals, corporations, foundations and other organizations. Governed by a Board of Governors, CSFPF is comprised of alumni, parents, community and business leaders who care about Cal State Fullerton and seek to advance its mission. Its success depends on the financial support of our dedicated and generous donors who understand the academic achievements taking place at Cal State Fullerton have the potential to change our world for the better. For more information about the Cal State Fullerton Philanthropic Foundation and the endowment, please visit foundation.fullerton.edu.

Why create an endowment?

By investing long term, the endowment provides current spending benefitting Titan students, faculty, programs and infrastructure as specified by the donor, while ensuring ongoing support in perpetuity.

How does an individual endowed fund relate to the CSFPF Endowment?

For investment purposes, individual donors' funds are combined in the CSFPF endowment pool, returns of which are proportionately shared.

How is the CSFPF Endowment currently invested?

The endowment is managed in line with institutional investment best practices in a diversified portfolio of assets with the goal of managing long-term return on a risk adjusted basis.

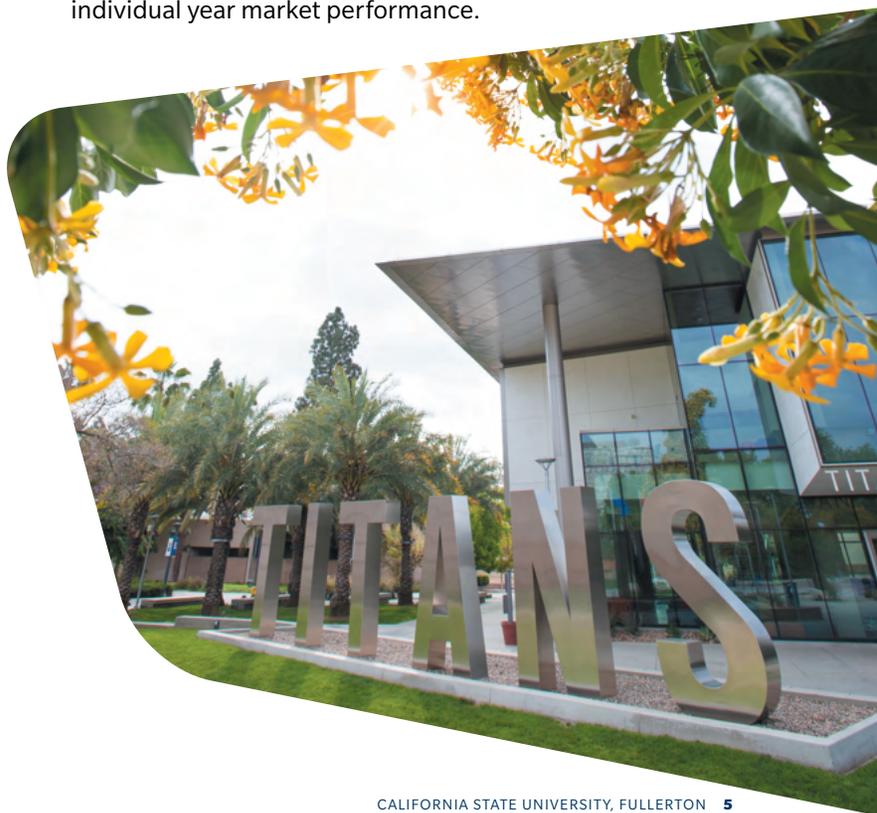
Who manages the endowment investment portfolio?

The CSFPF Finance and Investment Committee—comprised of elected trustees and community members with investment, management and financial experience—oversees investment strategy and monitors the endowment performance, adjusting the portfolio's asset allocation as needed to preserve intergenerational equity.

How is the fund distribution determined?

The CSFPF investment policy, approved by the CSFPF Board of Governors, specifies the payout rate and averaging period used to calculate the distribution for all endowment funds. The endowment distribution from the endowed accounts to the spending accounts is reviewed and recommended to the full CSFPF Board of Governors twice a year. During the previous fiscal year, it was decided that there would be a 3% distribution. The distribution supports the charitable purpose designated by the donor at the time of the gift.

Individual endowed funds continue to provide critical support to the university as intended regardless of individual year market performance.



IT TAKES A TITAN

In late February 2020, Cal State Fullerton launched its first-ever comprehensive campaign “It Takes a Titan,” with a bold goal to raise \$200 million by the end of 2022. The initiative prioritized investments in academic innovation, student empowerment, campus transformation and community enrichment.

From the start, when longtime university supporters Nicholas and Lee Begovich made a \$10 million bequest to benefit gravitational-wave, engineering and computer science faculty and student research, thousands of Titans were inspired to contribute.

For example, Terry M. Giles '70 (*B.A. speech communication*), owner and president of Houston-based Giles Enterprises, pledged \$1 million to benefit the Center for Leadership.

“I can relate to the majority of students at Cal State Fullerton as the first person in my family who went to college,” he shared. “When I was in school and connected with people who had been successful, it gave me great hope that maybe I could do that. The support I give to Cal State Fullerton is about trying to pass on that hope to students — so they can transform their life into anything they want it to be.”

Donors to #TitansGive, the university’s second annual day of giving, contributed \$454,438 in 2021, nearly doubling the impact of the 24-hour giving marathon in 2020.



IT TAKES A TITAN

THE CAMPAIGN FOR
CAL STATE FULLERTON

And on June 15, philanthropist MacKenzie Scott and her husband Dan Jewett surprised CSUF with a \$40 million gift — the largest in university history.

Explaining that she sought to support “institutions successfully educating students who come from communities that have been chronically underserved,” the Scott/Jewett gift is a testament to CSUF’s dedication to supporting the success of all Titans.

Inspired by Scott’s recognition of the unique, transformational impact of Cal State Fullerton, President Virjee challenged the campaign with a stretch goal: to raise \$250 million. To help boost “It Takes a Titan” (90% to goal as of fall semester 2021) past the finish line, he also established a donor matching program, available now through June 30, 2022.

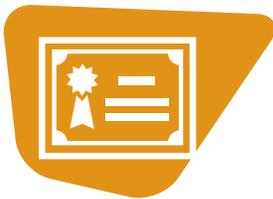
To learn more about opportunities to make a difference in the lives of Titan students, visit campaign.fullerton.edu.



Longtime university donors, Nicholas and Lee Begovich, seen here with President Fram Virjee and faculty members Joshua Smith, Geoffrey Lovelace, and Jocelyn Read, committed \$10 million to benefit gravitational-wave, engineering and computer science faculty and student research. The Nicholas and Lee Begovich Center for Gravitational-Wave Physics and Astronomy was named in their honor.

TOP RANKINGS

Cal State Fullerton is ranked as a national leader in higher education and recognized for its focus on empowering student success and providing quality education to underrepresented students. A Titan education is defined by the immersive learning opportunities students experience amid a diverse exchange of ideas, cultures and perspectives. CSUF graduates are determined, culturally competent and motivated to excel whether they are working in the global marketplace, pursuing higher education or enriching lives in their community, all while blazing a path for others.



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U.S. News & World Report ranks CSUF as No. 4 on its Top Public Schools list and No. 5 on its Most Innovative Schools list among top regional universities of the West that offer a broad scope of undergraduate degrees, master's degree programs and some doctoral programs.

September 2020



Money ranks CSUF in the top 5% of "Best Colleges for Your Money."

August 2020

Washington Monthly ranks CSUF in the top 7% of universities on its 2020 Best Bang for the Buck: West list.

August 2020



In 2020, 31.5% of CSUF students are first-generation to attend a university.

Compiled by Strategic Communications and Brand Management

July 15, 2021



Diverse: Issues in Higher Education ranks CSUF No. 3 in the nation for baccalaureate degrees awarded to underrepresented students, based on data from the U.S. Department of Education.

December 2020



Education Reform Now ranks CSUF No. 3 among the top 10 universities for students' social mobility.

December 2020

CAL STATE FULLERTON PHILANTHROPIC FOUNDATION 2020-21 BOARD OF GOVERNORS

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Martha Daniel
Founder, President and CFO
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Solutions

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Managing Director, Divisions
Investment Manager
Wealth Management
JP Morgan Chase & Co.

Ben Gold '04
CEO
Good Funding, LLC

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Alumni Board Representative
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UBS Financial Services, Inc.

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Ernie Schroeder '67
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Schroeder Management Company
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Kathy Taylor '82
Investor & Co-Owner
MV Properties

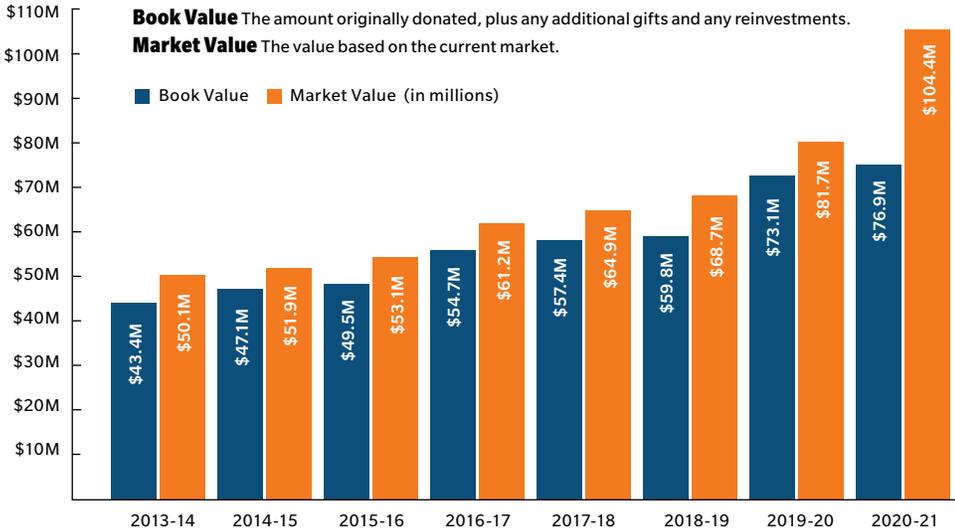
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California State University, Fullerton

Stefanie Light '96
Secretary
COO, University Advancement
California State University, Fullerton

CSUF ENDOWMENT SUMMARY

As of 6/30/21



Book Value The amount originally donated, plus any additional gifts and any reinvestments.
Market Value The value based on the current market.

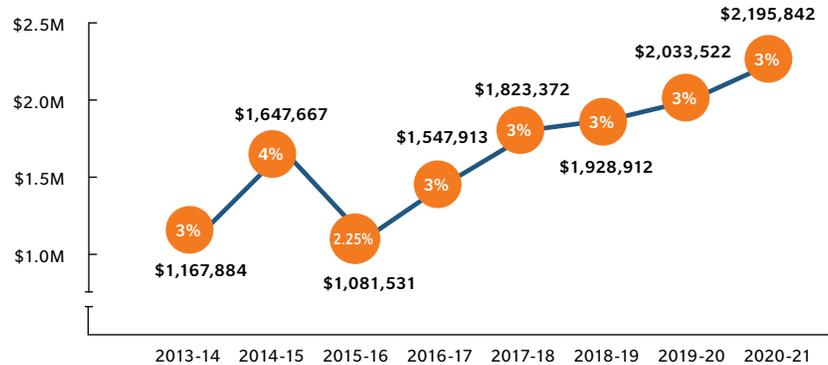
Endowment Values

The CSUF endowment book value has grown by \$33.6 million during the past eight years due to the generosity of donors and their commitment to student success, faculty, research and programming.

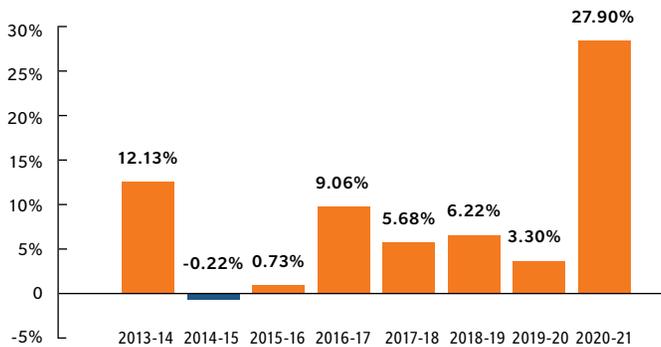
Distributions

During fiscal year 2020-21, a total of \$2,195,842 was distributed to various university scholarships and programs. This complements the more than \$13.4 million in total distributions over the past eight years.

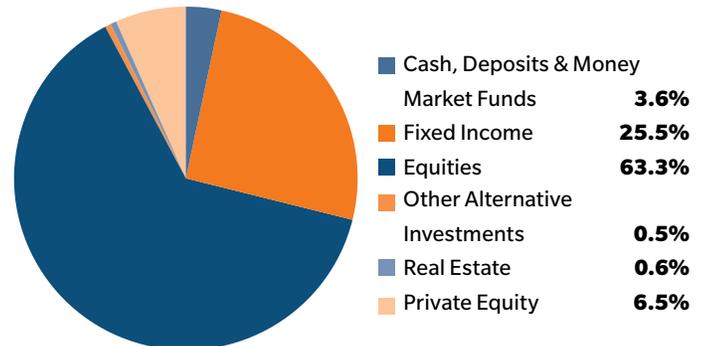
*Board determines % for distribution based on market returns



Endowment Returns



Asset Allocation





CALIFORNIA STATE UNIVERSITY
FULLERTON