A message from the Chief Executive Officer and the Chair

Despite the unprecedented challenges we've faced over the past 18 months, Cal State Long Beach continues to make significant progress along many dimensions. We began the calendar year on a positive note, with The Beach receiving the maximum term for accreditation—10 years—from the Western Association of Schools and Colleges Senior College and University Commission. Spring saw the publication of the “Beach 2030 Strategic Plan,” a comprehensive roadmap of goals and actions to guide university operations through this decade, and the latest “President’s Equity and Change Report,” which provided an update on substantive work for equity and cultural inclusivity in all areas of our university.

We are also delighted to note that 2019-20 is now officially our best fundraising year on record, breaking the previous record we set in 2018-19. The CSULB 49er Foundation is deeply grateful to all of those—especially philanthropic partners and development staff—whose persistence, dedication, and generosity made this remarkable success possible. The additional resources that will flow to students and faculty will undoubtedly put them, and our entire campus, on a firmer footing as we move through the pandemic.

We are proud of our continued growth, energized by our ambitious plans, and excited about what the future holds. Thank you for being part of our success story and for sharing our commitment to intellectual achievement, equity, and service for the public good.

Be well … and Go Beach!

Sincerely,

Michele M. Cesca
Bob Murphy
Chief Executive Officer
Board Chair

By the Numbers

<table>
<thead>
<tr>
<th>YEAR IN REVIEW</th>
<th>Academic Affairs and the Colleges</th>
<th>83.85%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Friends</td>
<td>71.4%</td>
</tr>
<tr>
<td></td>
<td>President’s Scholars</td>
<td>1.08%</td>
</tr>
<tr>
<td></td>
<td>Foundations</td>
<td>4.4%</td>
</tr>
<tr>
<td></td>
<td>University Programs</td>
<td>5.65%</td>
</tr>
<tr>
<td></td>
<td>Alumni</td>
<td>17.7%</td>
</tr>
<tr>
<td></td>
<td>Beach Athletics</td>
<td>3.96%</td>
</tr>
<tr>
<td></td>
<td>Corporate Foundations</td>
<td>1.8%</td>
</tr>
<tr>
<td></td>
<td>Annual Fund</td>
<td>1.92%</td>
</tr>
<tr>
<td></td>
<td>Parents</td>
<td>0.5%</td>
</tr>
<tr>
<td></td>
<td>Library Services</td>
<td>0.02%</td>
</tr>
<tr>
<td></td>
<td>Corporations</td>
<td>2.5%</td>
</tr>
<tr>
<td></td>
<td>Organizations</td>
<td>1.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YEAR</th>
<th>2018-19</th>
<th>2019-20</th>
<th>2020-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Gift Commitments</td>
<td>$109,666,865</td>
<td>$85,616,503</td>
<td>$79,351,656</td>
</tr>
<tr>
<td>New Gifts Sources</td>
<td>48 million</td>
<td>46 million</td>
<td>44 million</td>
</tr>
<tr>
<td>Beach Athletics</td>
<td>42 million</td>
<td>36 million</td>
<td>38 million</td>
</tr>
<tr>
<td>Corporate Foundations</td>
<td>36 million</td>
<td>40 million</td>
<td>40 million</td>
</tr>
<tr>
<td>Friends</td>
<td>40 million</td>
<td>20 million</td>
<td>38 million</td>
</tr>
<tr>
<td>Organizations</td>
<td>1.7%</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Annual Fund</td>
<td>1.92%</td>
<td>1.92%</td>
<td>1.92%</td>
</tr>
</tbody>
</table>
A message from the Chief Executive Officer and the Chair

Despite the unprecedented challenges we’ve faced over the past 18 months, Cal State Long Beach continues to make significant progress in multiple areas.

We began the calendar year on a positive note with The Beach receiving the maximum term for accreditation—10 years—from the Western Association of Schools and Colleges (WASC), a comprehensive accrediting agency and the only regional accrediting body for public higher education in the nation. The 10-year term means that the CSULB community is now officially one of the select institutions in the nation that has achieved the highest level of accreditation.

Spring saw the publication of the “Beach 2030 Strategic Plan,” a comprehensive roadmap of goals and actions to guide university operations through the decade and beyond. President’s Equity and Change Report, which provides a blueprint on our advanced diversity, equity and inclusion initiatives in all areas of our university.

We are delighted to note that 2019-20 is now officially our best fundraising year ever, breaking the previous record we set in 2018-19. The CSULB 49er Foundation is deeply grateful to all of our generous philanthropic partners and development staff for their hard work and dedication, and generosity made this remarkable success possible. The additional resources that will flow to students and faculty will absolutely benefit everyone, and our entire campus, in a manner far beyond what has been possible through the pandemic.

We are proud of our continued growth, energized by our ambitious plans, and excited about what the future holds. Thank you for being part of our success story and for sharing our commitment to intellectual achievement, equity, and service for the public good.

Be well... and Go Beach!

Sincerely,
Michele M. Cesca
Chief Executive Officer
Bob Murphy
Board Chair
### STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

#### For the Year Ended June 30,

<table>
<thead>
<tr>
<th>Revenues</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenues</td>
<td>$441,023</td>
<td>$798,470</td>
</tr>
</tbody>
</table>

#### Expenses

Operating Expenses:

- Public Service | $50,689 | $59,624 |
- Academic Support | $2,198,677 | $3,737,127 |
- Student Services | $568,627 | $854,629 |
- Institutional Support | $4,808,491 | $4,633,341 |
- Student Grants and Scholarships | $3,961,427 | $3,971,918 |

**Total Operating Expenses** | $11,587,911 | $13,256,639 |

#### Operating Loss

<table>
<thead>
<tr>
<th>Loss</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$(11,146,888)</td>
<td>$(12,458,169)</td>
</tr>
</tbody>
</table>

#### Non-operating Revenues

- Gifts, Noncapital | $9,326,667 | $13,538,811 |
- Investment Income, Net | $6,560,916 | $611,823 |
- Endowment Income, Net | $22,299,091 | $2,293,628 |

**Total Non-operating Revenues** | $38,186,674 | $16,444,262 |

#### Income Before Other Additions

<table>
<thead>
<tr>
<th>Income Before Other Additions</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$27,039,786</td>
<td>$3,986,093</td>
</tr>
</tbody>
</table>

#### Additions to Nonexpendable Endowments

<table>
<thead>
<tr>
<th>Additions to Nonexpendable Endowments</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$5,703,499</td>
<td>$7,993,299</td>
</tr>
</tbody>
</table>

#### Increase in Net Position Before Special Item

<table>
<thead>
<tr>
<th>Increase in Net Position Before Special Item</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$32,743,285</td>
<td>$11,979,392</td>
</tr>
</tbody>
</table>

#### Special Item

- Transfer of Net Position from CSULB Research Foundation | $1,868,228 | - |
- CSULB Alumni Association | - | $1,069,615 |

**Total Special Item** | $1,868,228 | $1,069,615 |

#### Increase in Net Position

<table>
<thead>
<tr>
<th>Increase in Net Position</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$34,611,513</td>
<td>$13,049,007</td>
</tr>
</tbody>
</table>

#### Net Position - Beginning of Year

<table>
<thead>
<tr>
<th>Net Position - Beginning of Year</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$130,030,356</td>
<td>$116,981,349</td>
</tr>
</tbody>
</table>

#### Net Position - End of Year

<table>
<thead>
<tr>
<th>Net Position - End of Year</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$164,641,869</td>
<td>$130,030,356</td>
</tr>
</tbody>
</table>

### STATEMENT OF CASH FLOWS

#### For the Year Ended June 30,

#### Cash Flows From Operating Activities

- Payments to or on Behalf of the University Departments | $(4,266,565) | $(6,084,425) |
- Payments to Employees | $(1,934,000) | $(3,313,463) |
- Payments to Students | $(3,961,427) | $(3,971,918) |
- Other Receipts | $1,250,122 | $(147,424) |

**Net Cash Used In Operating Activities** | $(8,911,870) | $(13,517,230) |

#### Cash Flows From Noncapital Financing Activities

- Gifts Received for Other than Capital Purposes | $9,719,067 | $16,989,244 |
- Transfer from the CSULB Alumni Association | $1,868,228 | - |

**Net Cash Provided By Noncapital Financing Activities** | $11,587,295 | $16,989,244 |

#### Cash Flows From Investing Activities

- Proceeds from Sales and Maturities of Investments | $47,791,740 | $44,909,561 |
- Investment Income | $6,560,916 | $611,823 |
- Endowment Income | $22,299,091 | $2,293,628 |
- Additions to Nonexpendable Endowments | $5,703,499 | $7,993,299 |
- Transfer from the CSULB Alumni Association | - | $(1,069,615) |
- Purchase of investments | $(84,262,939) | $(61,971,551) |

**Net Cash Used by Investing Activities** | $(1,907,693) | $(5,093,625) |

#### Net Change In Cash And Cash Equivalents

<table>
<thead>
<tr>
<th>Net Change In Cash And Cash Equivalents</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$767,732</td>
<td>$(1,621,611)</td>
</tr>
</tbody>
</table>

#### Cash And Cash Equivalents - Beginning of Year

<table>
<thead>
<tr>
<th>Cash And Cash Equivalents - Beginning of Year</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,864,501</td>
<td>$3,486,112</td>
</tr>
</tbody>
</table>

#### Cash And Cash Equivalents At End Of Year

<table>
<thead>
<tr>
<th>Cash And Cash Equivalents At End Of Year</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2,632,233</td>
<td>$1,864,501</td>
</tr>
</tbody>
</table>

#### Reconciliation Of Operating Loss To Net Cash Used By Operating Activities

- Operating Loss | $(11,146,888) | $(12,458,169) |
- Adjustments to Reconcile Operating Loss to Net Cash Used By Operating Activities:
  - Accounts Receivable, Net | $806,423 | $(856,996) |
  - Prepaid Expenses and Other Assets | $6,029 | $57,052 |
  - Accounts Payable | $(180,135) | $140,695 |
  - Other Liabilities | $1,602,701 | $(399,812) |

**Net Cash Used In Operating Activities** | $(8,911,870) | $(13,517,230) |

### STATEMENT OF ASSETS

#### For the Year Ended June 30,

<table>
<thead>
<tr>
<th>Assets</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
</table>

#### Current Assets

- Cash and Cash Equivalents | $24,632,233 | $18,644,301 |
- Short-term Investments | $47,449,504 | $35,037,001 |
- Accounts Receivable, Net | $375,931 | $144,649 |
- Pledges Receivable, Net | $3,151,123 | $1,063,689 |

**Total Current Assets** | $11,587,911 | $38,186,674 |

#### Noncurrent Assets

- Receivables - Gift Reaport Agreements | $16,842 | $14,166 |
- Pledges Receivable, Net | $3,654,410 | $4,172,844 |
- Long-term Investments | $23,491 | $23,491 |
- Endowment Investments | $109,666,865 | $85,609,003 |

**Total Noncurrent Assets** | $113,361,808 | $89,818,870 |

#### Total Assets

<table>
<thead>
<tr>
<th>Total Assets</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$167,024,909</td>
<td>$130,990,830</td>
</tr>
</tbody>
</table>

### STATEMENT OF LIABILITIES AND NET POSITION

#### For the Year Ended June 30,

<table>
<thead>
<tr>
<th>Liabilities and Net Position</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
</table>

#### Current Liabilities

- Accounts Payable | $78,202 | $258,337 |
- Other Liabilities | $2,287,996 | $687,971 |

**Total Liabilities** | $2,366,198 | $946,308 |

#### Deferred Inflow of Resources

- Gift Reaport Agreements | $16,842 | $14,166 |

#### Net Position

- Restricted for:
  - Scholarships and Fellowships | $41,056,665 | $38,966,295 |
  - Instructional Department Use | $29,081,526 | $18,184,935 |
  - Other | $7,255,677 | $6,807,713 |

- Expendable:
  - Scholarships and Fellowships | $16,438,397 | $7,225,496 |
  - Instructional Department Use | $21,586,983 | $14,429,935 |
  - Other | $25,700,969 | $21,602,676 |

**Unrestricted** | $18,453,312 | $11,334,569 |

**Total Net Position** | $164,641,869 | $130,030,356 |

#### Total Liabilities, Deferred Inflows of Resources

<table>
<thead>
<tr>
<th>Total Liabilities, Deferred Inflows of Resources</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$167,024,909</td>
<td>$130,990,830</td>
</tr>
</tbody>
</table>
## Statement of Revenues, Expenses, and Changes in Net Position

### For the Year Ended June 30

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>Operating</td>
<td>$441,023</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td>Operating</td>
<td>$11,587,911</td>
</tr>
<tr>
<td></td>
<td>Public Service</td>
<td>$50,689</td>
</tr>
<tr>
<td></td>
<td>Academic Support</td>
<td>$2,198,677</td>
</tr>
<tr>
<td></td>
<td>Student Services</td>
<td>$568,627</td>
</tr>
<tr>
<td></td>
<td>Institutional Support</td>
<td>$4,808,491</td>
</tr>
<tr>
<td></td>
<td>Student Grants and Scholarships</td>
<td>$3,961,427</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td></td>
<td>$(11,146,888)</td>
</tr>
<tr>
<td><strong>Non-operating Revenues</strong></td>
<td>Gifts, Noncapital</td>
<td>$9,326,667</td>
</tr>
<tr>
<td></td>
<td>Investment Income, Net</td>
<td>$6,560,916</td>
</tr>
<tr>
<td></td>
<td>Endowment Income, Net</td>
<td>$22,299,091</td>
</tr>
<tr>
<td><strong>Total Non-operating Revenues</strong></td>
<td></td>
<td>$38,186,674</td>
</tr>
<tr>
<td><strong>Income Before Other Additions</strong></td>
<td></td>
<td>$27,039,786</td>
</tr>
<tr>
<td><strong>Additions to Nonexpendable Endowments</strong></td>
<td></td>
<td>$5,703,499</td>
</tr>
<tr>
<td><strong>Increase in Net Position Before Special Item</strong></td>
<td></td>
<td>$32,743,285</td>
</tr>
<tr>
<td><strong>Special Item</strong></td>
<td>Transfer of Net Position from CSULB Research Foundation</td>
<td>$1,868,228</td>
</tr>
<tr>
<td></td>
<td>CSULB Alumni Association</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Special Item</strong></td>
<td></td>
<td>$1,868,228</td>
</tr>
<tr>
<td><strong>Increase in Net Position</strong></td>
<td></td>
<td>$34,611,513</td>
</tr>
<tr>
<td><strong>Net Position - Beginning of Year</strong></td>
<td></td>
<td>$130,030,356</td>
</tr>
<tr>
<td><strong>Net Position - End of Year</strong></td>
<td></td>
<td>$164,641,869</td>
</tr>
</tbody>
</table>
Statement of Financial Position

For the Year Ended June 30, 2021 and 2020

ASSETS

CURRENT ASSETS

- Cash and Cash Equivalents $2,632,233 $1,864,501
- Short-Term Investments 47,449,504 35,037,001
- Accounts Receivable, Net 375,793 1,184,892
- Pledges Receivable, Net 3,190,523 3,064,489
- Prepaid Expenses and Other Assets 15,048 21,077

Total Current Assets $53,663,101 $41,171,960

NONCURRENT ASSETS

- Receivable - Split-Interest Agreements 16,842 14,166
- Pledges Receivable, Net 3,654,410 4,172,844
- Long-Term Investments 23,691 22,857
- Endowment Investments 109,666,865 85,609,003

Total Noncurrent Assets $113,361,808 $89,818,870

TOTAL ASSETS $167,024,909 $130,990,830

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

- Accounts Payable 78,202 258,337
- Other Liabilities 2,287,996 687,971

Total Liabilities 2,366,198 946,308

DEFERRED INFLOW OF RESOURCES

- Split-Interest Agreements 16,842 14,166

NET POSITION

- Restricted for:
  - Nonexpendable: Scholarships and Fellowships 41,056,665 38,966,295
    Instructional Department Use 29,593,526 28,136,835
    Other 11,251,477 8,380,713
  - Expendable: Scholarships and Fellowships 16,433,297 7,125,425
    Instructional Department Use 22,592,583 14,423,693
    Other 25,570,989 21,662,826
- Unrestricted 18,143,332 11,334,569

Total Net Position $164,641,869 $130,030,356

Total Liabilities, Deferred Inflows of Resources $167,024,909 $130,990,830

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

For the Year Ended June 30, 2021 and 2020

REVENUES

- Operating Revenues 441,023 798,470

EXPENSES

- Operating Expenses:
  - Public Service 50,689 59,624
  - Academic Support 2,198,677 3,737,127
  - Student Services 568,627 854,629
  - Institutional Support 4,808,491 4,633,341
  - Student Grants and Scholarships 3,961,427 3,971,918

Total Operating Expenses $11,587,911 $13,256,639

OPERATING LOSS (11,146,888) (12,458,169)

NON-OPERATING REVENUES

- Gifts, Noncapital 9,326,667 13,538,811
- Investment Income, Net 6,560,916 6,111,823
- Endowment Income, Net 22,299,091 2,293,628

Total Non-operating Revenues $38,186,674 $16,444,262

INCOME BEFORE OTHER ADDITIONS 27,039,786 3,986,093

ADDITIONS TO NONEXPENDABLE ENDOWMENTS 5,703,499 7,993,299

INCREASE IN NET POSITION BEFORE SPECIAL ITEM $32,743,285 $11,979,392

SPECIAL ITEM

- Transfer of Net Position from CSULB Alumni Association 1,868,228 -

Total Special Item 1,868,228 1,069,615

INCREASE IN NET POSITION $34,611,513 $13,049,007

Net Position - Beginning of Year 130,030,356 116,981,349

Net Position - End of Year $164,641,869 130,030,356

STATEMENT OF CASH FLOWS

For the Year Ended June 30, 2021 and 2020

CASH FLOWS FROM OPERATING ACTIVITIES

- Payments to or on behalf of the University Departments $ (4,266,565) $ (6,084,425)
- Payments to Employees (1,934,000) (3,313,463)
- Payments to Students (3,961,427) (3,971,918)
- Other Receipts 1,250,122 (147,424)

Net Cash Used In Operating Activities $ (8,911,870) $ (13,517,230)

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

- Gifts Received for Other than Capital Purposes 9,719,067 16,989,244
- Transfer from the CSULB Alumni Association 1,868,228 -

Net Cash Provided By Noncapital Financing Activities $11,587,295 $16,989,244

CASH FLOWS FROM INVESTING ACTIVITIES

- Proceeds from Sales and Maturities of Investments 47,791,740 44,909,561
- Investment Income 6,560,916 6,111,823
- Endowment Income 22,299,091 2,293,628
- Additions to Nonexpendable Endowments 5,703,499 7,993,299
- Transfer from the CSULB Alumni Association (1,069,615) -

Net Cash Used by Investing Activities (1,907,693) (5,093,625)

NET CHANGE IN CASH AND CASH EQUIVALENTS $767,732 (1,621,611)

Cash and Cash Equivalents - Beginning of Year 1,864,501 3,486,112

Cash and Cash Equivalents - End of Year $2,632,233 1,864,501

RECONCILIATION OF OPERATING LOSS TO NET CASH USED BY OPERATING ACTIVITIES

Operating Loss $ (11,146,888) (12,458,169)

Adjustments to Reconcile Operating Loss to Net Cash Used by Operating Activities:
- Accounts Receivable, Net 806,423 (856,996)
- Prepaid Expenses and Other Assets 6,025,675 5,629,052
- Accounts Payable (180,135) 140,695
- Other Liabilities 1,602,701 (399,812)

Net Cash Used In Operating Activities $ (8,911,870) (13,517,230)
A message from the Chief Executive Officer and the Chair

Despite the unprecedented challenges we've faced over the past 18 months, Cal State Long Beach continues to make significant progress along many dimensions. We began the calendar year on a positive note, with The Beach receiving the maximum term for accreditation—10 years—from the Western Association of Schools and Colleges Senior College and University Commission.

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Be well … and Go Beach!

Sincerely,

Michele M. Cesca
Bob Murphy
Chief Executive Officer
Board Chair

YEAR IN REVIEW
49ER FOUNDATION
2020-2021 ANNUAL REPORT

PHILANTHROPY
BY THE NUMBERS

ENDOWMENT
MARKET VALUE

DESIGNATION OF
NEW GIFTS

TOTAL GIFT
COMMITMENTS

SOURCES OF
NEW GIFTS