The mission of the CSULB 49er Foundation is to actively promote philanthropy and manage donated resources for the advancement of CSULB.

Chief Executive Officer’s Message

The world has changed quite a bit since California State University, Long Beach (then Los Angeles-Orange County State College) opened its doors in 1949. Our campus has changed over the years, too, evolving and expanding to meet the needs of a diverse student body and a dynamic region. The CSULB 49er Foundation carries that proud tradition forward.

Today, philanthropy plays a crucial role at CSULB, just as it does on college campuses throughout the country. Because CSULB now receives less than 30 percent of its overall budget from state appropriations, we rely increasingly on private support to maintain quality and affordability and to grow in our role as a national leader in student-centered education. With the establishment of the CSULB 49er Foundation, the university has a strong partner to help it achieve its ambitious goals.

The need for increased private support has also led to the creation of CSULB’s first-ever comprehensive campaign, which is expected to launch publicly next year. By engaging dedicated volunteer-leaders who will expand our base of support and provide skillful stewardship of donated resources, the CSULB 49er Foundation will help see the campaign through to its successful conclusion and strengthen the culture of giving on our campus.

The CSULB 49er Foundation is proud to be helping The Beach achieve its extraordinary potential. Thank you for taking the time to get to know us — and for all you do for our students and university.

Sincerely,

Andrea Taylor
Chief Executive Officer
CHAIR’S MESSAGE

I am so pleased to serve as the chair of the CSULB 49er Foundation, and I am delighted to share our inaugural annual report with you.

As you can see, this is an exciting time for California State University, Long Beach. Each and every day, members of The Beach family are doing remarkable things and setting the standard for excellence at CSULB higher and higher. The CSULB 49er Foundation was created to build on this momentum, to help ensure that students and faculty have the resources they need to succeed in the classroom, in the laboratory, in the studio and in the community.

Our accomplished and dedicated board of directors is composed of community and alumni leaders, as well as staff, student and faculty representatives. We represent many different fields, talents and points of view, but we all believe in the growing importance of CSULB. Together, we are working to secure the future of this great university by expanding its base of private support and by providing careful management of donated resources, including the endowment.

As a longtime educator and a CSULB alumna, I have a special place in my heart for The Beach. And I’m not alone, of course — CSULB has meant a great deal to so many. It’s time to reconnect with one another and to share our stories with a wider audience.

On behalf of the board of directors, I want to express my sincere appreciation for your support and interest. I hope you will be in touch!

Sincerely,

Beverly O’Neill
Board Chair
CSULB 49ER FOUNDATION
BOARD OF DIRECTORS

Beverly O’Neill
Chair

Dennis Berryman
Chair, Audit Committee

Mary Alice Braly
Director

George Deukmejian
Director

Cynthia Stamper Graff
Director

Georgia D. Griffiths
Director

Agatha Gucyski
Student Representative

Roberta Jenkins
Director

Skip Keesal
Director

Michael Losquadro
Chief Operating Officer and Secretary

John Molina
Chair, Finance and Investment Committee

Daniel O’Connor
Faculty Representative

Donald J. Para
CSULB Interim President

Terry L. Rhodes
Director

Mary Stephens
Chief Financial Officer

Mort Stuhlbarg
Chair, Ad Hoc Campaign Committee

Andrea Taylor
Chief Executive Officer

Louise Ukleja
Chair, Nominations Committee
Grateful for the scholarship support she received from the Assistance League® of Long Beach, CSULB student and aspiring special education teacher Gracia Herrera recently wrote to the organization’s scholarship committee, thanking its members for their generosity and stating, “With all of you at my side, I do not feel alone.”

The Assistance League® of Long Beach has been at the side of those in need—young people, especially—since 1940, offering a wide range of programs and services, from free school uniforms to low-cost orthodontia to one-on-one mentoring, that improve individual lives and help make Long Beach a better place to live, study and work.

The Assistance League® of Long Beach is now the largest chapter of the National Assistance League®. Its 900-plus volunteers identify challenges facing the community and then deliver philanthropic programs designed to meet those needs. “The organization is full of so many talented ladies,” said President Bonnie Dorrans. “We learn from each other and hope our efforts are helping improve many lives within our community.”

The organization has been a strong supporter of CSULB and its students for nearly three decades. Over the years, it has awarded several hundred scholarships and contributed more than $600,000 in scholarship funding to the university. Currently, the chapter sponsors both a “general academic” scholarship and a scholarship for students preparing for careers in the education field.
Bonnie herself is a CSULB alumna who went on to have a 35-year teaching career. She notes that many Assistance League® volunteers have pursued careers in education, so the work that is being done in the College of Education is particularly meaningful to them. “We value education, and we know the importance of having good educators out there in our schools,” said Bonnie.

The chapter’s scholarship committee takes a hands-on approach to the programs they sponsor at the university, conducting personal interviews with all of those who are candidates for scholarship awards. “We enjoy getting to know the students and hearing their stories and learning about their aspirations,” Bonnie said. “We always come away from these interviews wishing we had enough money to award scholarships to them all.”

In addition to helping students fulfill their academic and professional promise, Assistance League® scholarships are also inspiring new generations to take up the mantle of philanthropy. Many award recipients tell the organization that they, too, plan to “give back” to their campus and communities as soon as they are able.

Bonnie hopes that others will be similarly inspired to pledge their support to our deserving students and outstanding teacher-education programs. “Think of a teacher who made a difference in your life,” she said. “How much was that worth?”

“Think of a teacher who made a difference in your life.”
—Bonnie Dorrans

900-plus Assistance League® volunteers identify challenges facing the community and then deliver philanthropic programs designed to meet those needs.
A RETURN ON INVESTMENT

Dennis Berryman is a great believer in giving back.

The CSULB alumnus, who is co-founder, president and managing general partner of Pacific Development Group, a privately owned real estate development company in Newport Beach, Calif., graduated in 1961 with a B.S. degree in accountancy and went on to obtain his CPA certificate. Previously, his career included serving as CEO for Santa Anita Development Corporation, a New York Stock Exchange company subsidiary.

As a first-generation college graduate who comes from a family of seven children, Dennis continues to recognize the value of an excellent education at a reasonable cost. He and his wife, Carol, have been generous donors to the campus for years. One of the areas dear to the Berrymans' hearts is the President’s Scholars Program. As President’s Associates since 1995, the couple made a significant gift in 2010 to fund two Scholars at full cost and also made a matching gift to the program’s endowment. There are now three permanently endowed Berryman Presidential Scholarships.

“I really believe in the President’s Scholars Program,” Dennis stated. “These kids are either National Scholars or Valedictorians, and I think having those quality students here adds to the prestige of the university. It’s a great program, and my wife and I are happy to help.”
For two of the Berryman Presidential Scholars, Ashly Romero and Sarah de la Cruz, the benefits and financial freedom have been immeasurable.

“The scholarship I received is literally life changing,” said Ashly, an anthropology sophomore from Anderson, Calif. “I have been given the opportunity to work towards any career I could dream of regardless of cost. The opportunity to follow dreams is the greatest gift imaginable.”

“This scholarship enabled me to pursue an education at a wonderful university despite financial limitations,” added Sarah, a finance sophomore from Desert Hot Springs, Calif. “It has inspired me to succeed academically so that one day I can also give back to my community.”

Dennis, who was the 1997 Distinguished Alumnus from the College of Business Administration, says those who get an opportunity to attend public universities have an even bigger responsibility to give back at any level they can afford.

As inductees of the Carillon Society, which recognizes donors who have made substantial gifts to the university, the Berrymans have also contributed to the 49er Athletic Association. At present, Dennis serves as chair of the CSULB 49er Foundation board of director's audit committee.

“I feel so privileged that I was able to go to Long Beach State because it helped me get started as a successful businessman,” he said. “All the more reason why I wanted to give something back to my alma mater.”

“The only way to secure the future of the President’s Scholars Program is by building its endowment.”

—Dennis Berryman
Earl Burns Miller Japanese Garden
The CSULB Endowment is managed by the CSULB 49er Foundation board of directors. It is comprised of hundreds of individual funds established by donors for a particular purpose. Some of these funds support scholarships, while others support annual lectures, departments and programs.

The endowment is invested in a combination of equities, fixed-income instruments, real estate and cash equivalents, with the goal of achieving the maximum rate of return with an acceptable, prudent level of risk. As of June 20, 2013, the endowment was valued at $50,528,887.

### Annualized Returns as of June 30, 2013

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiscal YTD</td>
<td>11.5%</td>
</tr>
<tr>
<td>July 1, 2012 - June 30, 2013</td>
<td>11.5%</td>
</tr>
<tr>
<td>3 Year</td>
<td>10.1%</td>
</tr>
<tr>
<td>5 Year</td>
<td>4.2%</td>
</tr>
</tbody>
</table>

### By the Numbers

- U.S. Core Equity: 17.78%
- U.S. Defensive Equity: 17.78%
- Small/Mid Cap Equity: 4.44%
- Commodities: 5%
- International Funds: 16.84%
- Emerging Markets: 3.16%
- Real Estate: 5%
- Short Duration Bonds: 30%

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>$24,994,895</td>
</tr>
<tr>
<td>2006</td>
<td>$30,340,575</td>
</tr>
<tr>
<td>2007</td>
<td>$36,072,454</td>
</tr>
<tr>
<td>2008</td>
<td>$36,616,440</td>
</tr>
<tr>
<td>2009</td>
<td>$31,070,238</td>
</tr>
<tr>
<td>2010</td>
<td>$36,563,865</td>
</tr>
<tr>
<td>2011</td>
<td>$46,269,016</td>
</tr>
<tr>
<td>2012</td>
<td>$44,084,299</td>
</tr>
<tr>
<td>2013</td>
<td>$50,528,887</td>
</tr>
</tbody>
</table>
# STATEMENT OF NET POSITION
## JUNE 30, 2013

## ASSETS

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>7,467,064</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>590,155</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>1,085,946</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>137,616</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>9,280,781</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Noncurrent Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pledges receivable, net</td>
<td>2,606,054</td>
</tr>
<tr>
<td>Endowment investments</td>
<td>50,528,887</td>
</tr>
<tr>
<td><strong>Total Noncurrent Assets</strong></td>
<td><strong>53,134,941</strong></td>
</tr>
</tbody>
</table>

| **Total Assets**                        | **62,415,722** |

## LIABILITIES

<table>
<thead>
<tr>
<th>Current Liabilities</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>218,065</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>218,065</strong></td>
</tr>
</tbody>
</table>

## NET POSITION

<table>
<thead>
<tr>
<th>Net Position</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Restricted for:</td>
<td></td>
</tr>
<tr>
<td>Nonexpendable – endowments</td>
<td>43,262,228</td>
</tr>
<tr>
<td>Expendable:</td>
<td></td>
</tr>
<tr>
<td>Scholarships and fellowships</td>
<td>4,323,555</td>
</tr>
<tr>
<td>Other</td>
<td>10,649,781</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>3,962,093</td>
</tr>
<tr>
<td><strong>Total Net Position</strong></td>
<td><strong>$ 62,197,657</strong></td>
</tr>
</tbody>
</table>

The above financial statements were audited by Windes & McLaughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION  
FOR THE YEAR ENDED JUNE 30, 2013

REVENUES  
Operating revenues $ 841,153

EXPENSES  
Operating Expenses:
  Instruction 137,023  
  Public service 15,023  
  Academic support 314,674  
  Student services 79,918  
  Institutional support 4,247,840  
  Student grants and scholarships 2,375,805  
  TOTAL OPERATING EXPENSES $7,170,283  

OPERATING LOSS (6,329,130)

NON-OPERATING REVENUES (EXPENSES)  
Gifts, noncapital 8,824,952  
Investment income, net 1,045  
Endowment income, net 4,856,235  
  TOTAL NON-OPERATING INCOME $13,681,232

INCOME BEFORE OTHER ADDITIONS 7,352,102

ADDITIONS TO PERMANENT ENDOWMENTS 1,319,681

INCREASE IN NET POSITION BEFORE SPECIAL ITEM 8,671,783

SPECIAL ITEM  
Transfer of net position from CSULB Research Foundation 53,525,874

INCREASE IN NET POSITION 62,197,657

NET POSITION AT BEGINNING OF YEAR None

NET POSITION AT END OF YEAR $ 62,197,657

The above financial statements were audited by Windes & McCloughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.
# Statement of Cash Flows

## For the Year Ended June 30, 2013

### Cash Flows From Operating Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payments to or on behalf of the University departments</td>
<td>$(4,039,582)</td>
</tr>
<tr>
<td>Payments to employees</td>
<td>$637,702</td>
</tr>
<tr>
<td>Payments to students</td>
<td>(2,412,550)</td>
</tr>
<tr>
<td>Other receipts</td>
<td>250,998</td>
</tr>
<tr>
<td><strong>Net Cash Used In Operating Activities</strong></td>
<td>$(6,838,836)</td>
</tr>
</tbody>
</table>

### Cash Flows From Noncapital Financing Activities

- Gifts received for other than capital purposes 7,040,030

**Net Cash Provided By Noncapital Financing Activities**

### Cash Flows From Capital and Related Financing Activities

- Net Cash Used In Capital and Related Financing Activities None

### Cash Flows From Investing Activities

- Proceeds from sales and maturities of investments 53,272
- Investment income, net 1,045
- Endowment income, net 4,855,235
- Additions to permanent endowments 1,319,681
- Purchase of investments (8,083,433)

**Net Cash Used In Investing Activities** 1,854,200

### Net Change In Cash And Cash Equivalents

**Net Cash Used In Operating Activities** 6,838,836

### Cash Transfer From CSULB Research Foundation

- 9,120,070

### Cash And Cash Equivalents At Beginning Of Year

- None

### Cash And Cash Equivalents At End Of Year

- $7,467,064

### Reconciliation Of Operating Loss To Net Cash From Operating Activities:

- Operating loss $(6,329,130)
- Adjustments to reconcile operating loss to net cash from operating activities:
  - Change in assets and liabilities:
    - Accounts receivable, net (590,155)
    - Prepaid expenses and other assets (137,616)
    - Accounts payable 218,065

**Net Cash Used In Operating Activities** $(6,838,836)

---

*The above financial statements were audited by Windes & McClaughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.*
NOTE 1 – Statement of Significant Accounting Policies

Organization

The California State University, Long Beach 49er Foundation (the 49er Foundation) is a nonprofit, tax-exempt corporation, which commenced operations on July 1, 2012. The 49er Foundation is organized to actively promote philanthropy and manage donated resources for the advancement of California State University, Long Beach (the University), by accepting and managing donations, gifts, and bequests for any University-related use. The 49er Foundation is a direct support organization and component of the University.

Basis of Presentation

The financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America, as prescribed by the Governmental Accounting Standards Board (GASB).

The accompanying financial statements have been prepared on the accrual basis. The 49er Foundation reports as a Business Type Activity and, accordingly, has reported its activities within a single column in the basic financial statements, as defined by GASB Statement No. 35, Basic Financial Statements – and Management’s Discussion and Analysis – for Public Colleges and Universities.

The 49er Foundation's policy for defining operating activities as reported on the statement of revenues, expenses, and changes in net position are those that generally result from administrative fees earned from gifts and donations made to the 49er Foundation and expenses of the activities associated with the intent or purpose of the gift or donation. Certain significant revenue streams relied upon for operations are recorded as nonoperating revenues as defined by GASB Statement No. 35, including gifts and investment income.

The 49er Foundation has adopted GASB Statement No. 33, Accounting and Financial Reporting for Nonexchange Transactions, and GASB Statement No. 35, as amended by GASB Statements No. 37, Basic Financial Statements—and Management’s Discussion and Analysis—for State and Local Governments: Omnibus and GASB Statement No. 38, Certain Financial Statement Note Disclosures. GASB Statement No. 33 requires that unconditional promises to give be recorded as receivables and revenues when the 49er Foundation has met all applicable eligibility requirements. GASB Statement No. 35 established standards for external financial reporting for public colleges and universities and requires that resources be classified for accounting and reporting purposes into the following four net position categories: Invested in capital assets, net of related debt; Restricted, non-expendable; Restricted, expendable; and Unrestricted. As of June 30, 2013, the 49er Foundation has no capital assets or debt.

Classification of Current and Noncurrent Assets (Other than Investments) and Liabilities

The 49er Foundation considers assets to be current that can reasonably be expected, as part of its normal business operations, to be converted to cash and be available for liquidation of current liabilities within 12 months of the statement of net position date. Liabilities that reasonably can be expected, as part of normal 49er Foundation business operations, to be liquidated within 12 months of the statement of net position date, are considered to be current. All other assets and liabilities are considered to be noncurrent. For clarification of current and noncurrent investments, see the investments accounting policy.

The above financial statements were audited by Windes & McLaughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.
Net Position

The 49er Foundation's net position is classified into the following net position categories:

- Invested in capital assets, net of related debt
  Capital assets, net of accumulated depreciation and outstanding principal balances of debt attributable to the acquisition, construction or improvement of those assets.

- Restricted
  Nonexpendable – Net position subject to externally imposed stipulations that they be maintained permanently by the 49er Foundation. Such assets include the 49er Foundation's permanent endowment funds.

  Expendable – Net position whose use by the 49er Foundation is subject to externally imposed stipulations that can be fulfilled by actions of the 49er Foundation pursuant to those stipulations or that expire by the passage of time.

- Unrestricted
  Unrestricted net position is those that are not subject to externally imposed stipulations. Unrestricted net position may be designated for specific purposes by action of management or the Board of Directors or may otherwise be limited by contractual agreements with outside parties. Substantially all unrestricted net position is designated for any University-related use, which includes academic and research programs and initiatives, and capital programs.

Reporting Entity

The 49er Foundation is an affiliated organization component unit of the University. As such, the 49er Foundation's financial data will be included in the financial statements of the University.

Use of Estimates and Assumptions

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were assumed in preparing the financial statements.

The above financial statements were audited by Windes & McCloughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.
NOTE 1 – Statement of Significant Accounting Policies (Continue)

Cash and Cash Equivalents

The 49er Foundation considers all highly liquid, short-term investments purchased with an original maturity of three months or less to be cash equivalents. The 49er Foundation maintains cash with financial institutions in excess of federally insured limits.

Custodial Credit Risk

Custodial credit risk is the risk that, in the event of the failure of the custodian, the investments may not be returned to the 49er Foundation. Substantially all of the 49er Foundation's investments are registered in the 49er Foundation's name by the custodian. As a result, custodial credit risk for such investments is remote.

Investments

The 49er Foundation has adopted GASB Statement No. 31, Accounting and Financial Reporting for Certain Investments and for External Investment Pools. Under GASB Statement No. 31, investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values using quoted market prices in the statement of net position. Realized and unrealized gains and losses are included in the accompanying statement of revenues, expenses, and changes in net position.

Accounts Receivable

Accounts receivable primarily consists of amounts due from another auxiliary organization of the University. Management deems all accounts receivable to be collectible and has not established an allowance for doubtful accounts.

Pledges Receivable

The 49er Foundation receives pledges and bequests of financial support from corporations, foundations, and individuals. Revenue is recognized when a pledge representing an unconditional promise to pay is received and all eligibility requirements, including time requirements, have been met. In the absence of such promise, revenue is recognized when the gift is received. Endowment pledges do not meet eligibility requirements, as defined by GASB Statement No. 33, and are not recorded as assets until the related gift is received. An allowance for uncollectible pledges receivable is provided based on management's judgment of potential uncollectible amounts (approximately $548,000 at June 30, 2013). The determination includes such factors as prior collection history, type of gift, and nature of fund-raising.

Income Taxes

The 49er Foundation is tax-exempt under Internal Revenue Code Section 501(c)(3) for federal income taxes, as well as the related provisions for state income tax purposes.

The above financial statements were audited by Windes & McLaughry Accountancy Corporation. The full set of audited financial statements is available upon request. The accompanying notes are an integral part of these financial statements.
Credits

CSULB 49er Foundation CEO
Andrea Taylor

Contributors
Jacqueline Angiuli
Michael Losquadro

Editor
Teresa Hagen

Art Director
Tino Siwabessy

Photographer
David J. Nelson

Art direction, photography and editorial assistance provided by University Relations and Communications, 2013.
The generosity of alumni and friends makes a real impact in our classrooms, studios and laboratories across California State University, Long Beach and helps us move forward with even more ambitious goals.

The CSULB 49er Foundation is a nonprofit organization composed of philanthropy-minded community and alumni leaders, and staff, student and faculty representatives who take an active role in reaching out to our large alumni population, in advising CSULB’s president on emerging opportunities and in overseeing the management of the university’s endowment.

With your support, CSULB continues to be a destination of choice where college dreams are fulfilled in a transformative environment.