

2020 - 2021

FINANCIAL REPORT

CONCORD UNIVERSITY FOUNDATION, INC.



CONCORD.EDU

CONCORD
Concord University
Office of Advancement
PO Box 1000 Athens, WV 24712

2020-2021 ANNUAL REPORT

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MISSION

The Concord University Foundation, Inc. was established in 1974 as a non-profit 501(c)(3) organization with the mission of aiding, strengthening and furthering the work of Concord University.

Governed by a dedicated board of directors, we are committed to responsible stewardship of the gifts entrusted to us by our many donors. Through the generosity of these alumni, parents, faculty, staff, individuals, foundation and corporate friends, the CU Foundation continues to grow to support the needs of Concord University and its students. Through the generosity of countless donors, the Concord University Foundation now has over \$54 million in assets.





ADVANCEMENT ANNOUNCES STAFF CHANGES

July 1, 2020 - June 30, 2021

The Office of Advancement is announcing several recent staffing changes.



Sarah Lively Turner has been named Vice President of Advancement. Her strong loyalty and dedication to Concord, as well as her career experience, are key qualifications that she brings to this leadership position. Having previously served as Vice President of Advancement in an interim capacity, Sarah was most recently Concord's Director of Alumni and Donor Relations.

Sarah earned a bachelor's degree in Business Administration from Concord in 1998 and a master's degree in Communication Studies from Marshall University.

Along with her background in alumni relations, her professional experience in higher education includes serving as an admissions counselor, a regional statewide campus director, and a director of communication services. She has also taught Communications at Concord as an adjunct instructor. Sarah is a resident of Princeton.



Blake Farmer is the new Director of Alumni and Donor Relations. Blake has worked at Concord for four years, serving as the Manager of University Advancement.

Blake's fundraising experience and success, and his creative vision and execution of events – including the President's Ball – are of special note.

This year, his leadership with Concord's Giving Day resulted in more than \$100,000 being raised for the Concord Fund.

Blake received a Bachelor of Science in Business Administration degree with a concentration in Marketing from Concord in 2017 and a Master of Arts in Communication from Liberty University in 2020. He lives in Princeton.



Sierra Browning joined the Advancement team this fall as Advancement Services Coordinator. She earned a Bachelor of Arts in English with an Emphasis in Professional Writing from Concord in 2015.

Sierra brings previous experience in higher education and the non-profit sector to her new position. She works from University Point's front desk where she greets guests

to the building including alumni, donors and members of the campus community. She is also responsible for processing gifts, donor acknowledgments, varied financial reports, and maintaining the alumni and donor databases.

Sierra is originally from Creston, W.Va. in Wirt County, which she says is "the smallest populated county in the state." She now lives in Peterstown, W.Va.

FINANCIAL POSITION

July 1, 2020 - June 30, 2021

These condensed financial statements are derived from audited financial statements of the Foundation. Brown Edwards & Company issued an unmodified opinion on the Foundations financial statements as of June 30, 2021.

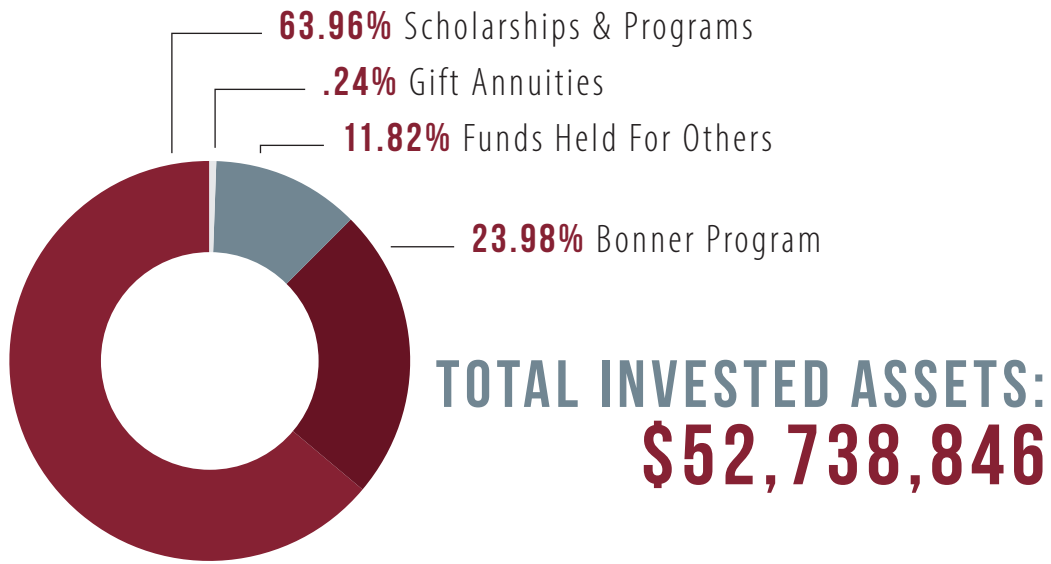
Assets	2021	2020
Cash	820,798	728,072
Contributions Receivable	315,352	1,458,274
Dividends and interest receivable	1,537	1,214
Cash restricted for long-term investment and by agency relationships	74,710	70,442
Investments	52,738,846	40,814,786
Inventory	2,805	3,298
Prepaid expenses	32,479	29,381
Property and equipment, net	3,521	694
Funds held in trust by others	685,340	556,140
Total assets	\$54,675,388	\$43,662,301
Liabilities	2021	2020
Accounts Payable	6,660	69,838
Amounts held on behalf of others	6,327,807	5,099,332
Annuity obligations	33,909	35,617
Total Liabilities	\$6,368,376	\$5,204,787
Net Assets	2021	2020
Without donor restrictions	346,474	163,568
With donor restrictions	47,960,538	38,293,946
Total net assets	48,307,012	38,457,514
Total Liabilities and Net Assets	\$54,675,388	\$43,662,301

2020-2021 FINANCIALS



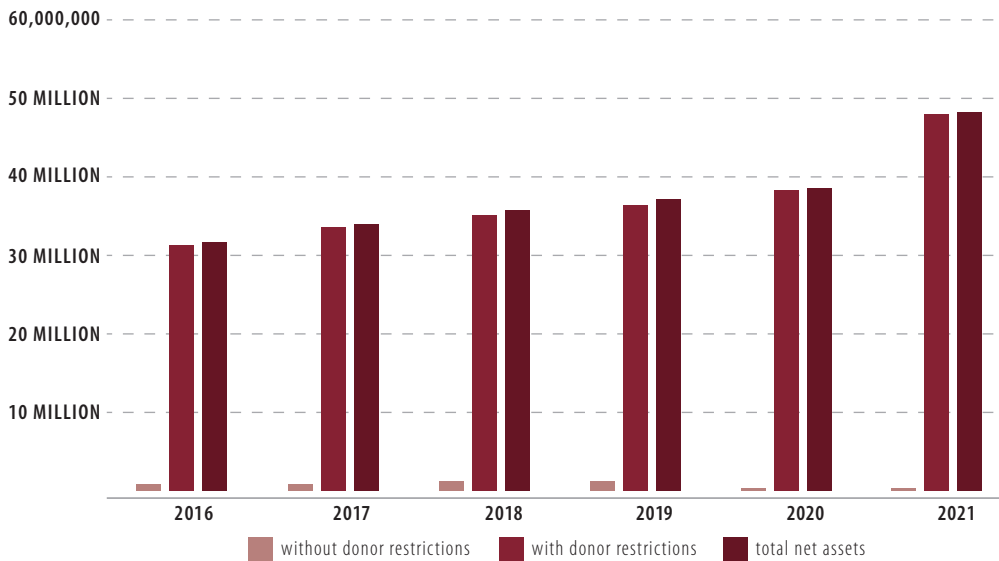
| INVESTED ASSET BREAKDOWN

Financial Year 2020-2021



| NET ASSETS

Per Fiscal Year End



ACTIVITY

July 1, 2020 - June 30, 2021

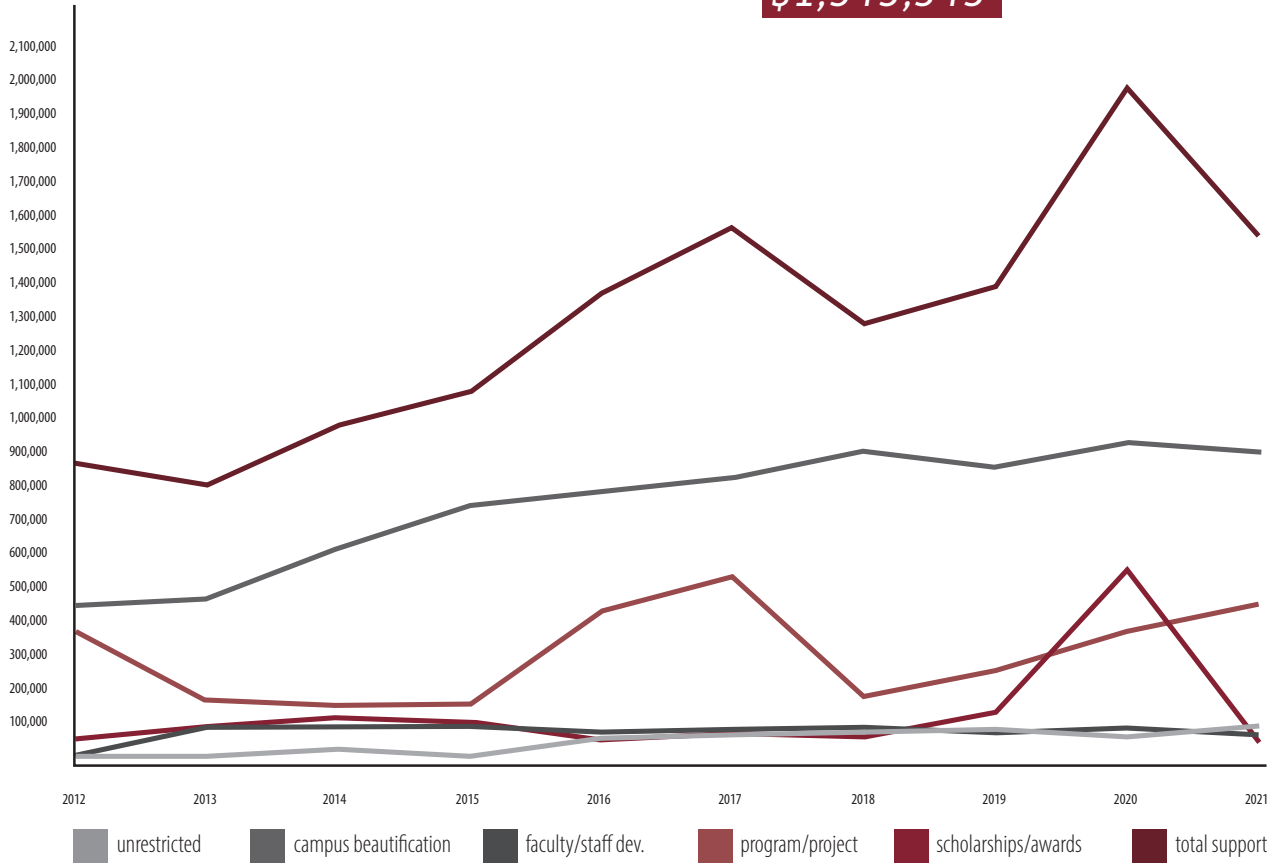
2020-2021 FINANCIALS

Revenues & Other Support	2021	2020
Gifts & Grants	799,540	2,485,618
In-Kind Support	66,869	71,005
Interest & Dividends	653,474	503,184
Net Gains on Investments	10,050,013	570,479
Change in Split Interest Agreements	-5,192	13,078
Change in Funds Held by Others	129,200	5,044
Total Revenues & Other Support	\$11,693,904	\$3,648,408
Expenses	2021	2020
University Support		
Student Support	909,843	923,583
Faculty/Staff Development	5,414	15,059
Compensation for Services	32,269	17,765
Other Expenses	592,122	997,528
Management & General	261,637	306,483
Fundraising	43,121	38,719
Total Expenses	\$1,844,406	\$2,299,137
Net Assets	2021	2020
Beginning	38,457,514	37,108,243
Ending	48,307,012	38,457,514
Change in Net Assets	\$9,849,498	\$1,349,271

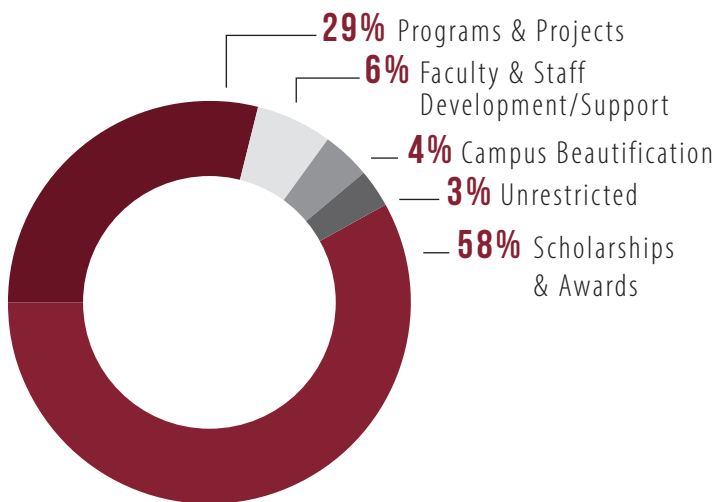


UNIVERSITY SUPPORT

\$1,543,343

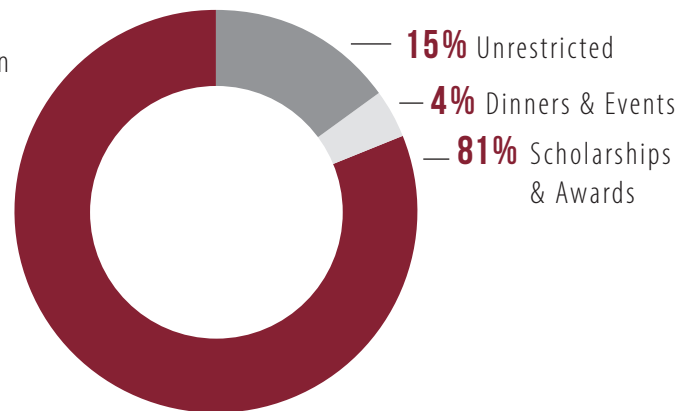


UNIVERSITY SUPPORT 2020-2021



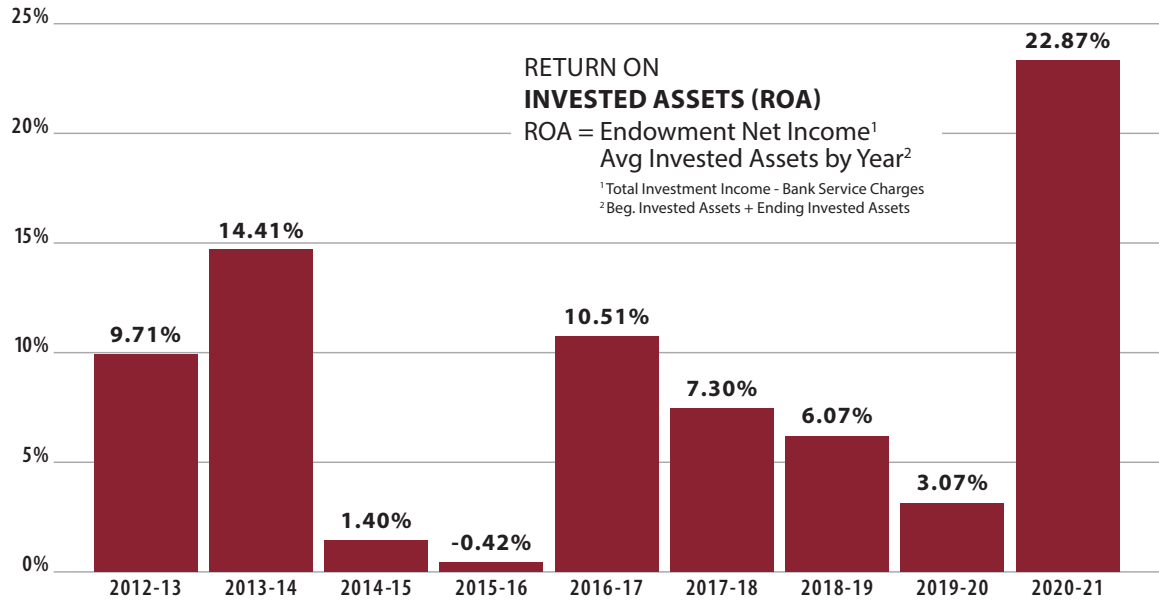
TOTAL SUPPORT **\$1,543,343**

GIVING BREAKDOWN 2020-2021

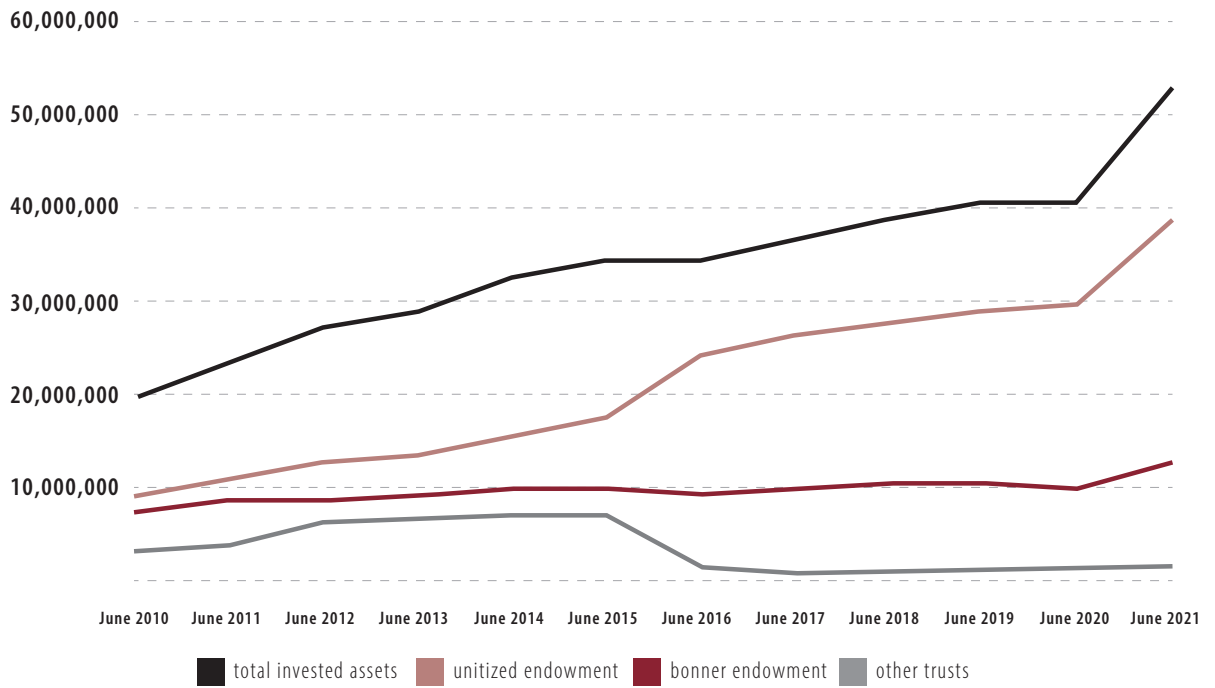


TOTAL CASH/STOCK GIFTS **\$725,225**

RETURN ON INVESTED ASSETS



INVESTED ASSETS UNDER MANAGEMENT



2020-2021 FINANCIALS

CASH FLOWS

July 1, 2020 - June 30, 2021

Investment Activities	2021	2020
Sales & Maturities of Investments	1,529,192	34,131,238
Purchase of Investments	(3,403,239)	(33,822,989)
Purchase of Office Equipment	(3,705)	
Net Cash from Investing	(\$1,877,752)	\$308,249

Financing Activities	2021	2020
Contributions Restricted for long-term investment	66,669	1,071,699
Annuity Agreements	(6,900)	(9,244)
Net Cash provided by financing activities	\$59,769	\$1,062,455

Net increase (decrease) in cash and cash equivalents	\$96,994	(\$10,874)
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Cash & Cash Equivalents	2021	2020
Beginning	798,514	809,388
Ending	895,508	798,514

*Supplemental Disclosure	2021	2020
Reconciliation of cash, cash equivalents and restricted cash to the statements of financial positions:		
Cash & Cash Equivalents	820,798	728,072
Restricted cash for long-term investment and by agency relationships	74,710	70,442
	\$895,508	\$798,514

LIST OF FUNDS

July 1, 2020 - June 30, 2021

The Concord University Foundation is proud to manage over **251** funds totaling **\$38,970,667**.

The following Concord University Alumni Association supported funds were placed in the Foundation during the 20-21 fiscal year: The Laurence E. Bayless Scholarship, The Mary Edna Beckett Scholarship, The Bolen Scholarship, Sue Berger Everett Scholarship, Bowman-Fraser Graduate Scholarship, Caroline Dawson Ward Scholarship, Hamlett-Smith Book Waiver, Ella Holroyd Scholarship, Otta & Kathryn McKinney Memorial Graduate Scholarship, Hawey A. Wells Sr. Scholarship

New funds for the 20-21 fiscal year include: Lisa Blankenship Memorial Scholarship, Lt. Aaron L. Crook Memorial Scholarship, Erma Jean McAlister Memorial Scholarship

SCHOLARSHIP RECIPIENTS BY MAJOR

2020-2021 FINANCIALS

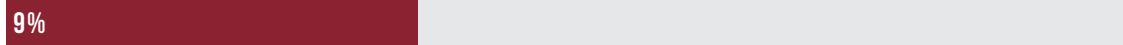
Business Administration



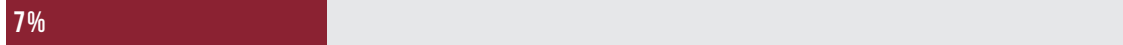
Education



Fine Arts



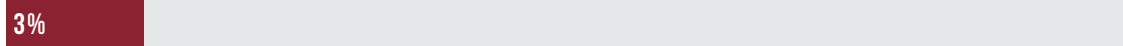
Health & Training



Humanities



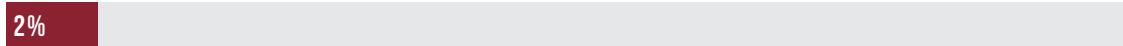
Mathematics & Computer Science



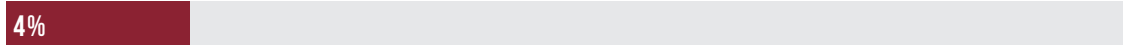
Natural Sciences



Recreation/Tourism Management



Regents, None Declared





ACT Scholarship (Dorothy Dunbar Scholarship and Arbutus Heath Scholarship)
Adam Wooten Scholarship
Alderman-Given Business Scholarship
Allie Irene Strasko Research Endowment
Amanda Knighton Stafford Scholarship
Andy Paterno Family Scholarship
Anna Lee Campbell Shumate Scholarship
Aramark Scholarship Fund
Arman E. Fletcher Memorial Golf Scholarship
Arthur and Gladys Smith Pre-Med Scholarship
Arthur Butcher Scholarship
Arthur J. and Irene K. Benson Scholarship
Arthur N. Hofstetter Scholarship
B.G. Moore Scholarship
BB&T Scholarship Fund
BC Book Award (Nancy Shannon Book Fund)
Beasley/Dressler Memorial Scholarship
Ben Reed Scholarship
Beryle Santon Scholarship
Betty R. White Fine Arts Fund
Billie Martin McClaugherty Scholarship
Bill Weber Football Scholarship
Bluefield Regional Medical Center Scholarship
Bruce Covey Mathematics Award
Bussard Scholarship
Butcher Minority Trust Fund
Carl Azzara Music Colloquium Endowment
Carl H. Bailey Scholarship
Carter Family Fund
Carucci Family Scholarship
Cassandra Smith Scholarship
Cierzniewski Library Fund
Classified Employees Scholarship
Clifford E. and Linnie M. Coon Scholarship
Clyde and Elizabeth Maxey Scholarship
Concord Faculty Scholarship
Conn-Weld Industries, Inc. Scholarship Fund
Cook/Rado Scholarship
Cruise/Cabot Eminent Scholar Endowment
CUAA Alumni Brick Project
CU Pathways Retention Scholarship
Damaris Wilson Scholarship
Daniel W. Farley, PhD Scholarship

Darrell K. Gales Scholarship
David Barnette Scholarship
David Darnell Athletic Scholarship
David L. Pearce Scholarship
David S. Roth Memorial Scholarship
Delford McGraw Scholarship
Diana Delung Perry Scholarship
Division of Business International Travel Scholarship
Donald and Linda Holcomb Presidential Scholarship
Douglas Machesney Scholarship
Doug Tanner Scholarship
Dr. and Mrs. Albert Paine Scholarship
Dr. Branson Scholarship
Dr. Jerry Blatt Memorial Fund
Dr. Jerry Blatt Scholarship
Dr. Paul J. Kane Memorial Lecture Series
Earl Wayne and Rosa Woodring Haga Scholarship
Eddie Bender Scholarship
Elisabeth "Libby" Alvis Memorial Scholarship
Elizabeth Brock Bailey Scholarship
Ella Nash Rainey Scholarship
Emory Smith, Jr. Scholarship
Endowment Fund (General Scholarship Fund)
Erma Jean McAlister Memorial Scholarship
Eugene Bingham Athletic Scholarship Fund
Fannie and W.D. Pendleton Scholarship
Five Aces Scholarship
Forrest Roles Scholarship
Frances and David Taylor Scholarship
Frank and Fannie Dean Scholarship
Frank Nelson Scholarship
Fred Gilbert Trust
Freida Joy Riley Scholarship
Friedl Faculty Award
Friends of the Carillon and Pipe Organ Fund
George and Dori Edwards Memorial Scholarship
George Cruise Foundation Scholarship
George F. Moore Scholarship
George Floyd Memorial Scholarship
Georgia Kelley Scholarship
Gilbert High School (Quest II)
Girl Scout Gold Award Scholarship
Glen M. and Jane Akers Scholarship

Glenn and Sandra Lowe Family Scholarship
Golf Tournament Scholarship
Grace Gumm Scholarship
Gregory and Mary Aloia Veteran Scholarship
Gregory M. Allen Scholarship
Gwinn Family Scholarship
H. E. "Skip" Powell Scholarship
Harry Christie Scholarship
Harry Finkelman Scholarship
Harry and Shirley Cline Memorial Scholarship
Hassel Ward (Campus Beautification Fund)
Hazel Morgan Booth Scholarship
Henry Clay Beavers Scholarship
Henry P. Porter, Senior and Mary Gravatt Porter Memorial Scholarship
Herman Hoskins Scholarship
Hildred Smith-Allard Music Endowment
Hildred Smith Music Scholarship Fund
Hobart and Pansy Harvey Foundation Scholarship
Holcomb Family Presidential Scholarship
Homer K. Ball Memorial Scholarship
International Studies Fund
J. Franklin Long and Vernon C. Long Scholarship
J. W. "Bill" Anderson Scholarship
Jack Grose/SGA Scholarship
James Bailey Scholarship
James H. "Buck" Harless Business Scholarship
Jerry Ray Willis Scholarship
Joel Brewster Scholarship
John C. and Chloe A. Higginbotham Scholarship
John C. and Ruby Anderson Scholarship
John David Smith Memorial Scholarship
John Jessee Scholarship
John L. and Mary M. Matherly Scholarship
John Minick III Business Scholarship
John Perry Scholarship
Jonathan Powell Hope Foundation Scholarship
Joseph G. and Nellie Bailey Hunt Scholarship
Josephine Lilly Rorrer Memorial Scholarship Fund A
Josephine Lilly Rorrer Memorial Scholarship Fund B
Joseph L. Soto Family Teacher Education Scholarship
Joseph Peters Scholarship
June Elizabeth Tate Memorial Author Series
Kamala Ranganathan Scholarship

LIST OF FUNDS

Kelli Ann Kirby Memorial Scholarship	Mike and Mildred (Sowers) Flanigan Scholarship	The Alton Douglas / Mercer Anglers Scholarship
Kenneth V. and Virginia Heimer Gleason Music Scholarship	Mike Pashion Scholarship	The CUAA Bolen Scholarship
Kevin Garrett Baseball Scholarship	Mountain State Regular Veterans Association Post #57 Scholarship	The CUAA Bowman-Fraser Graduate Scholarship
Kristen Osborne Scholarship	Mr. E.T. "Ted" Boggess Memorial Scholarship	The CUAA Caroline Dawson Ward Scholarship
Kroger Scholarship	Mt. View/Welch High School Scholarship	The CUAA Ella Holroyd Scholarship
Kwik Kafe Scholarship	Nelrose Richards Price Scholarship	The CUAA Hamlett-Smith Book Waiver Fund
L. H. and Madeline White Scholarship	Parker Family Scholarship Fund	The CUAA Hawey A. Wells Sr. Scholarship
Lane Family Scholarship	Patricia Sparks Scholarship	The CUAA Laurence E. Bayless Scholarship
Larry Fanning Scholarship	Paul Goodof Scholarship	The CUAA Mary Edna Beckett Scholarship
Lawrence Pace Scholarship	Pepsi Scholarship	The CUAA Otta & Kathryn McKinney Memorial Graduate Scholarship
Leola Hoke Bingham Music Scholarship	Peterstown High School Scholarship	The CUAA Sue Berger Everett Scholarship
LeRoy Mabe Accounting Scholarship	Phi Sig-Phi Mu Chapter Scholarship	The John and Lucia Pais Endowed Charitable Fund
Lester-Bennett Scholarship	Princeton Elks Memorial Scholarship	The White Coat Society
Lisa Blankenship Memorial Scholarship	Professor Jim Coiner '60 Advertising & Graphic Design Scholarship	Thomas and Charlotte Deskins Scholarship
Lloyd Moye Athletic Scholarship	Professor P.C. Bibbee Scholarship	Thomas Giffen Scholarship
Lloyd Moye Scholarship	Purser Memorial Endowment	Tierney Endowed Chair of Business
Lorene Mae McKenzie Worrell '35 Education Scholarship	Quest II Foundation Scholarship (Bank One, City National Bank, Gilbert High School, Jaeger High School, Liberty High School Matching, Pikeview High School-Athens, Princeton High School, United National Bank)	Tommy M. and Mary J. Farmer Scholarship
Louis Bingham Basketball Scholarship	Ralph Kiser Scholarship	Tom Walthall Memorial Scholarship
Louis Bingham Football Scholarship	Roanoke/New River Valley Scholarship	Unrestricted Funds (Annual Fund)
Louis Bingham Teacher Scholarship	Robert Ellison Scholarship	Verizon Scholarship
Louise Leary Delta Kappa Scholarship	Robert Gallione, Jr. Scholarship	Victor and David Grigoraci Scholarship
Lowes Foundation Scholarship	Robert Kyle Athletic Scholarship	Virginia Bailey Scholarship
Lt. Aaron L. Crook Memorial Scholarship	Robert Pewanick Business Scholarship	Walter and Phyllis Bailey Memorial Scholarship
Lucy Epperson Hale Memorial Scholarship	Robert Richardson Scholarship	Wanda McCoy Perry Scholarship
Lucy Sneed DeNuzzo Scholarship	Robert Roark Scholarship	Wayne and Cassandra Bolen Chemistry Fund
Maier Foundation Retention and Student Success Scholarship	Ronald Burgher Scholarship	Welch High School '52 Scholarship
Maier Scholarship	Rupert High School '56 Scholarship	Welch High School '59 Scholarship
Marcella Dee Whitlock Scholarship	Ruth and Russel Hall Scholarship	William B. and Elizabeth Robertson Scholarship
Margaret Ann Stradley Scholarship	Ruth M. Thompson Scholarship	William B. Caruth, Jr., and Robert Preston Walters (Memorial Music Scholarship)
Margaret Jones Scholarship	S. Boninsegna Scholarship	William B. Caruth, Sr. Scholarship
Marguerite Miller Education Scholarship	S. Charles and Una M. Melton Scholarship Fund	William McKee Scholarship
Mary and J. Therin Rogers Scholarship	Sadie Sue Anderson Scholarship	William W. and Olivia F. Clark Scholarship
Mary Edna Beckett Natural Science Fund	Sally Neal Scholarship	Wilma Toothman Scholarship
Mary Holroyd Sampson Gillie Scholarship	Sharp Memorial Fund	Winnis Hylton Landing Scholarship
Mary Lou Dickenson Scholarship	Sheila Chipley Scholarship	Winton Covey Scholarship
Mary Parker Smith Scholarship	Shott Entrepreneurial Endowment	Woodrow and Eva (Sims) Stanley Scholarship
Matthew David Lagowski Scholarship	Shott Faculty Development	Woodrow Wilson High School Scholarship
Maxey/Deel Scholarship	Stanley D. and Brookie H. Smith Scholarship	Yankee Barbakow Family Scholarship
Maxine Poe Scholarship	Student Government Association Scholarship	
Max Mendel Fezer Scholarship	The Alice Hannah Latham, Lambert Ellsworth, and Sarah Lee (Sally) Drake Music Scholarship Fund	
McClanahan Merit Award		
McDowell County Scholarship		
Michael Donato Music Scholarship		
Michael "Mikey" Atwell Scholarship		

2020-2021 FINANCIALS



FOUNDATION SUPPORTERS

July 1, 2020 - June 30, 2021

The CU Foundation would like to recognize our generous donors for their support this past year. Thank you!

\$100,000 - \$499,999

Hugh I. Shott, Jr. Foundation, Inc.
Estate of Thomas G. Wilson

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Timothy Poore

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The Jonathan Powell Hope
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\$100 - 249

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 Dale D. Bailey

2020-2021 FINANCIALS



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D. Ralph Crandall	Patricia Lewis	Dr. Elizabeth H. Roth
James R. Crawford	Thomas S. Lilly	Yvonne J. Satow
J. Russell Curle, Jr.	Virginia Little	Colonel Christopher L. Selvey
Custom Manufacturing Service	Mitzi Litton	Michelle L. Shrewsberry
Earl Z. Damewood	Fredrick D. Lucas	Melvin I. Shumate
Danny's Bar	Betty S. Lusk	Gwendolyn Skeens
Dale & Jean Dickens	Earl G. Lyons, Jr.	James Skeens
LaVerne B. Dillon	Autumn A. Maloy	Nelson Spencer
John Dougherty	Mike Massimini	Nancy N. Steele
Daniel W. Dowdy	Katherine M. McGraw	Alan Steinberg
Dr. Angelique Edwards	MCNB - Trust Division	Stepping Stone, Inc.
Martha W. Endres	Michael W. McPherson	Sue Hopkins Tanis
Hannalie S. Ferguson	Julian M. Meadows	Dixie L. Terrell
Michael S. Flanigan	Elizabeth P. Miller	Barbara R. Thomas
John E. Francis	Mission West Virginia, Inc.	Michael K. Tolliver
Chester H. Friedl	Naomi S. Mitchell	Dennis Wood
Mary C. Gaspersich	Donette Mizia	
Bobbi S. Greer	Carolyn G. Montgomery	

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\$99 AND UNDER

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 Andrew F. Appel, III
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 Tanya Baldwin
 Kathy Banfield
 Heather Ouimette Bickey
 William Bingham
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 George R. Brooks
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 Judy W. Burns
 Joe A. Butler
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2020-2021

SCHOLARSHIP RECIPIENTS BY RESIDENCE



WEST VIRGINIA

418

OUT OF STATE

73



WEST VIRGINIA

85%

OUT OF STATE

15%

MEMORIAL GIFTS

2020-2021

A memorial gift is a wonderful way to honor a special person while at the same time helping others. Thoughtful memorial gifts made in a loved one's name are used to help Concord students achieve their academic goals. The Concord University Foundation would like to express our condolences to those that have lost loved ones this year. We are honored that so many of you have chosen to give back with these memorial donations. Each featured name is a friend or loved one that has passed away. The names listed under each of those are the individuals that have made memorial contributions in their honor.

Thank you for allowing us to help keep their memory alive.

2020-2021 FINANCIALS

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- Carol Bard
- Dr. Karen Griffee
- Sarah Holston
- Dr. Sally Howard
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July 1, 2020 - June 30, 2021

Thank you to the alumni and donors that supported these funds!

CUAA Lifetime Members are those who commit at a higher level by joining the Concord University Alumni Association as a Lifetime Member in support of their alma mater. The CU Gap Fund and Food Pantry help students with unmet basic needs such as food, textbooks, transportation, and other essentials.

Thank you for helping students in need.

<i>CUAA LIFETIME MEMBERSHIPS</i>	<i>GAP FUND</i>	<i>FOOD PANTRY</i>
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MT. LION CLUB

2021

The Mountain Lion Club, Inc. serves as the fundraising arm for Concord University athletics, with the objective of providing funding to enhance the student-athlete experience. Short- and long-term funding is required for scholarships, recruiting, facilities and other operating expenses. The Mountain Lion Club, Inc. is dedicated to the continued improvement of Concord University's athletic programs. Our members are friends, alumni, corporations and organizations that recognize and support a quality intercollegiate athletic experience.

The Mountain Lion Club, Inc. serves as a firm foundation for the continued development of Concord University athletics.

2020-2021 FINANCIALS

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