

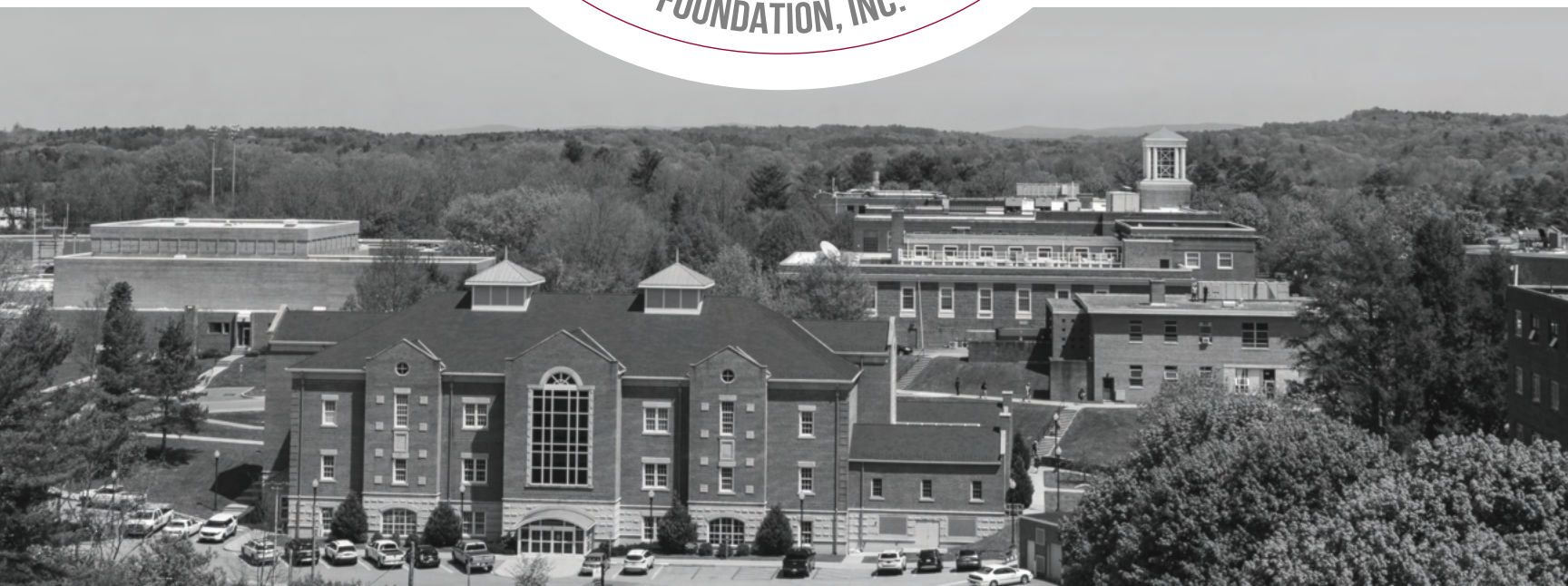
FINANCIAL

CONCORD UNIVERSITY

2019
2020

REPORT

FOUNDATION, INC.



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



CONTENTS

2019-20 ANNUAL REPORT

NEW FACES 03

FINANCIALS 04

LIST OF FUNDS 10

DONOR HONOR ROLL 12

MOUNTAIN LION CLUB 21

MEMORIAL GIFTS 22



Hillary Williams '07

| Business Manager of Accounting

Hillary Williams has been named Business Manager of Accounting for the Concord University Foundation, Inc. In this position she will be responsible for supporting the operations of the Foundation by providing administrative, accounting, finance and technical support; managing the annual operational budget for the Foundation; providing financial statements; and supporting the work of the CU Foundation Board of Directors including their oversight of the Foundation's investment portfolio.

"I am looking forward to working with an outstanding group of individuals who are committed to strengthening and furthering the work of Concord University, and being part of an organization that not only invests in the growth of Concord University, but also people and the community through providing opportunities for current and future students who may not have had the opportunity otherwise," she said.

Hillary is a resident of Princeton, W.Va. She graduated from Concord University in the Spring of 2007 with a Bachelor of Science in Business Administration degree with a concentration in accounting and management. She brings a strong professional background in accounting to her current position that includes work in the corporate, government and higher education sectors.

Early in her career, an internship with a local accounting firm transitioned into a full time position. This was followed by employment with the West Virginia Legislative Auditor's Office, Post Audit Division. In June of 2014, she began an accounting position with the Concord University business office.

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 **\$42 million** in assets.

2019-20 FINANCIALS

July 1, 2019 - June 30, 2020

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, 2019/2020.

FINANCIAL POSITION

ASSETS	2020
Cash.....	728,072
Contributions.....	1,458,274
Dividends & Interest Receivable.....	1,214
Restricted Cash.....	70,442
Investments.....	40,814,786
Inventory.....	3,298
Prepaid Expenses.....	29,381
Property/Equipment.....	694
Funds held for others.....	556,140
Total Assets.....	43,662,301

LIABILITIES	2020
Accounts Payable.....	69,838
Accounts held for others.....	5,099,332
Annuity Obligations.....	35,617
Total Liabilities.....	5,204,787

NET ASSETS	2020
No Donor Restrictions.....	163,568
Donor Restrictions.....	38,293,946
Total Net Assets.....	38,457,514

Total Liabilities & Net Assets.....43,662,301

ASSETS	2019
Cash.....	688,552
Contributions.....	226,123
Dividends & Interest Receivable.....	8,857
Restricted Cash.....	120,836
Investments.....	40,552,556
Inventory.....	3,316
Prepaid Expenses.....	29,194
Property/Equipment.....	1,140
Funds held for others.....	551,096
Total Assets.....	42,181,670

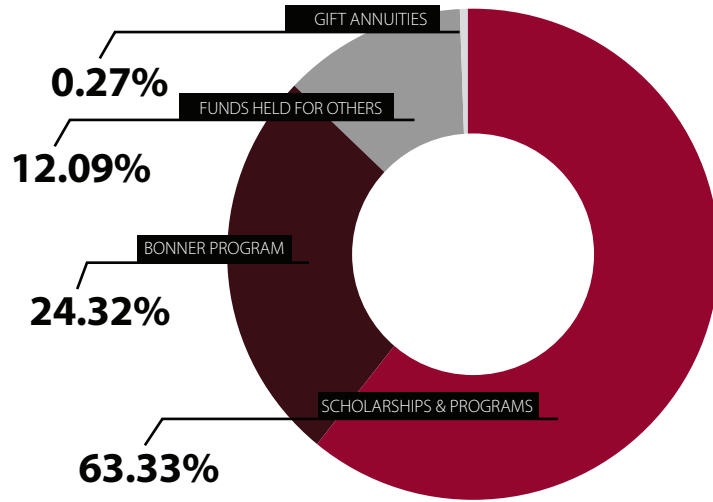
LIABILITIES	2019
Accounts Payable.....	24,711
Accounts held for others.....	4,990,777
Annuity Obligations.....	57,939
Total Liabilities.....	5,073,427

NET ASSETS	2019
No Donor Restrictions.....	612,528
Donor Restictions.....	36,495,715
Total Net Assets.....	37,108,243

Total Liabilities & Net Assets.....42,181,670



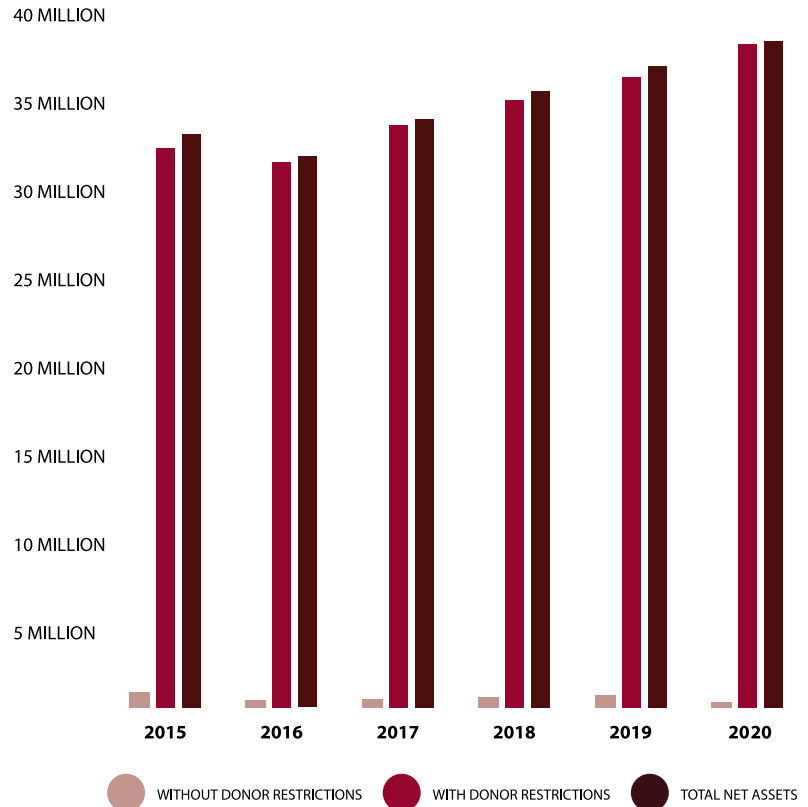
INVESTED ASSET BREAKDOWN FINANCIAL YEAR 2019-2020



TOTAL INVESTED ASSETS: **\$40,807,783**

NET ASSETS

Per Fiscal Year End



2019-20 FINANCIALS

July 1, 2019 - June 30, 2020

ACTIVITY

REVENUES & OTHER SUPPORT 2020

Gifts & Grants	2,485,618
In-Kind Support.....	71,005
Interest & Dividends.....	503,184
Net Gains on Investments.....	570,479
Change in Split Interest Agreements	13,078
Change in Funds Held by Others.....	5,044

Total Revenues & Other Support 3,648,408

EXPENSES 2020

University Support:	
Student Support.....	923,583
Faculty/Staff Development.....	15,059
Compensation for Services	17,765
Other Expenses.....	997,528
Management & General	306,483
Fundraising.....	38,719

Total Expenses 2,299,137

NET ASSETS 2020

Beginning.....	37,108,243
Ending.....	38,457,514

Change in Net Assets..... 1,349,271

REVENUES & OTHER SUPPORT 2019

Gifts & Grants	816,095
In-Kind Support.....	128,149
Interest & Dividends.....	650,999
Net Gains on Investments.....	1,461,634
Change in Split Interest Agreements	(4,971)
Change in Funds Held by Others.....	27,706

Total Revenues & Other Support 3,079,612

EXPENSES 2019

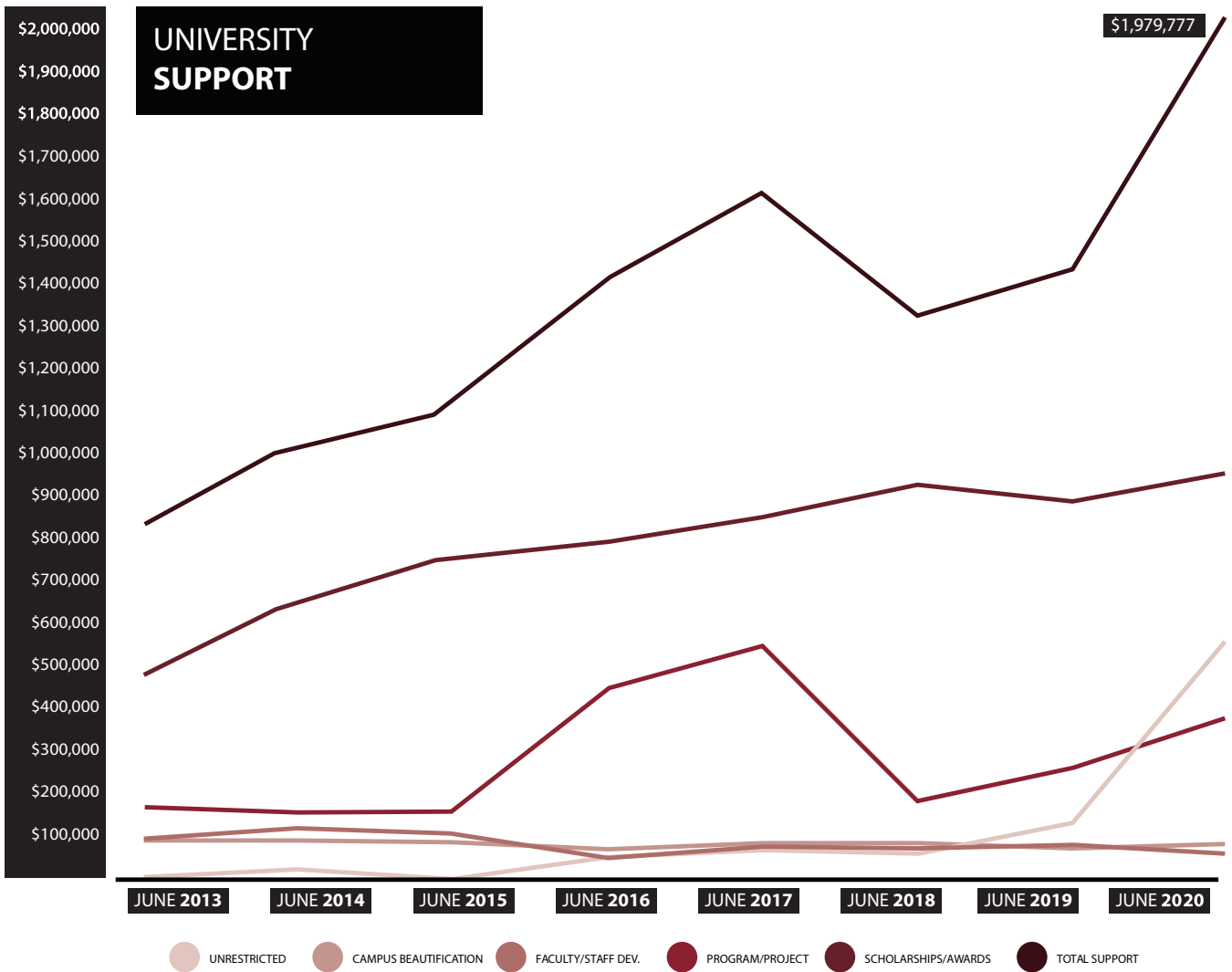
University Support:	
Student Support.....	861,200
Faculty/Staff Development.....	21,591
Compensation for Services	17,126
Other Expenses.....	341,939
Management & General	378,611
Fundraising.....	33,869

Total Expenses 1,654,336

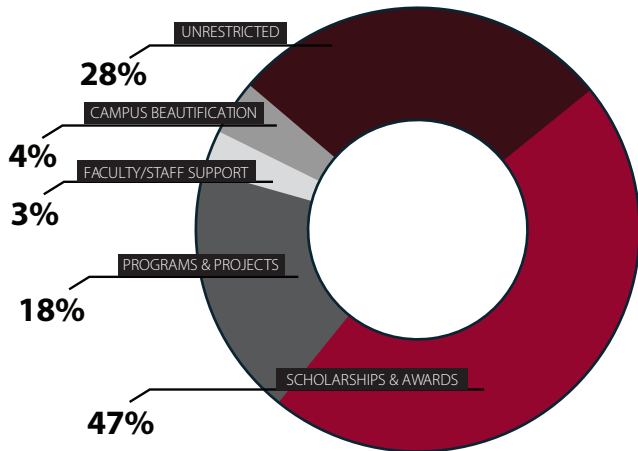
NET ASSETS 2019

Beginning.....	35,682,967
Ending.....	37,108,243

Change in Net Assets..... 1,425,276

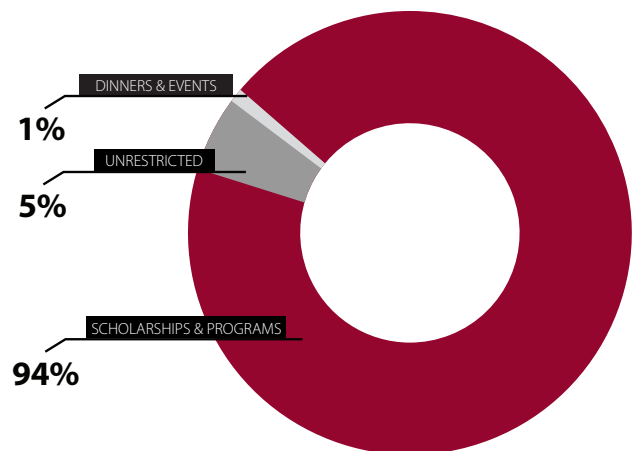


UNIVERSITY SUPPORT FINANCIAL YEAR 2019-2020



TOTAL SUPPORT:
\$1,979,777

GIVING BREAKDOWN FINANCIAL YEAR 2019-2020



TOTAL CASH/STOCK GIFTS:
\$2,485,618

2019-20 FINANCIALS

July 1, 2019 - June 30, 2020

CASH FLOWS

INVESTMENT ACTIVITIES 2020

Sales & Maturities of Investments ..34,131,238
 Purchase of Investments(33,822,989)
 Purchase of Office Equipment NA

Net Cash from Investing308,249

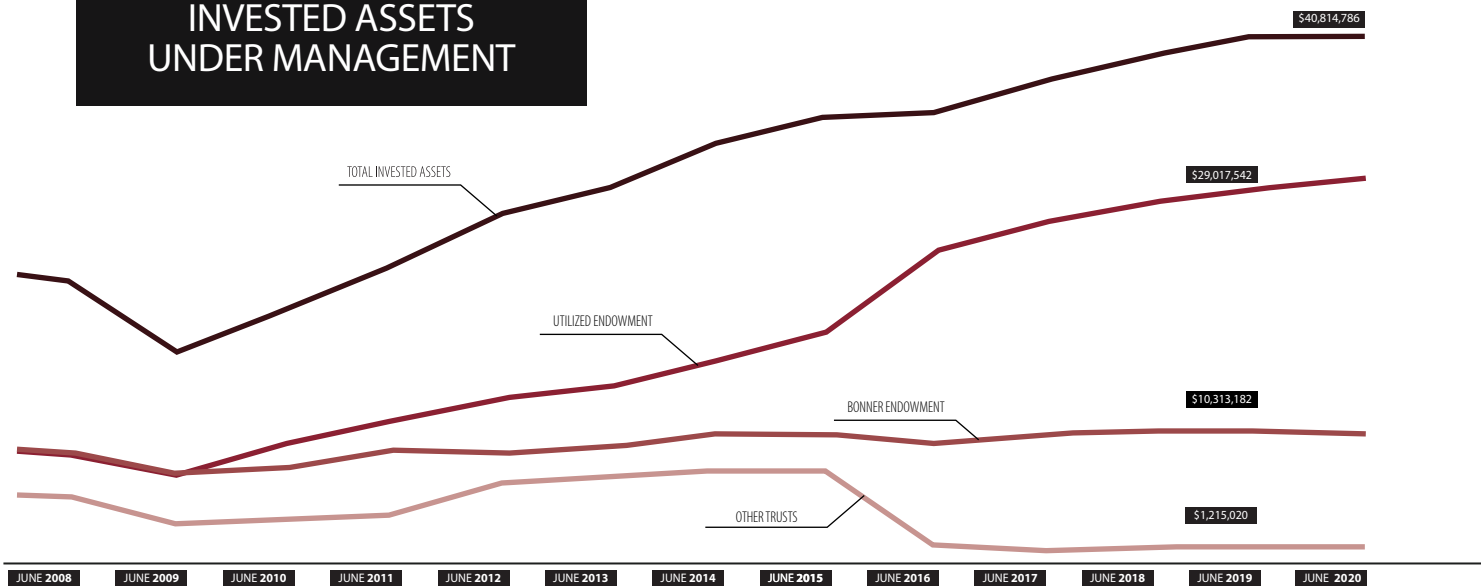
INVESTMENT ACTIVITIES 2019

Sales & Maturities of Investments4,948,183
 Purchase of Investments(4,815,019)
 Purchase of Office Equipment(782)

Net Cash from Investing 132,382



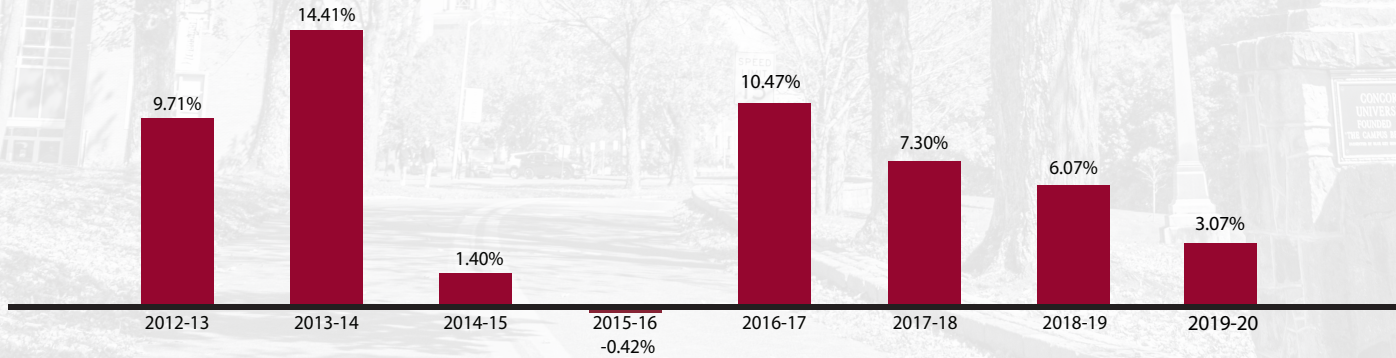
INVESTED ASSETS UNDER MANAGEMENT



RETURN ON INVESTED ASSETS (ROA)

ROA = Endowment Net Income¹
Avg Invested Assets by Year²

¹Total Investment Income - Bank Service Charges
²Beg. Invested Assets + Ending Invested Assets



FINANCING ACTIVITIES 2020

Contributions Restricted for Long Term Investment	1,071,699
Obligations Under Annuity Agreements.....	(9,244)

Net Cash from Financing..... 1,062,455

Net Increase (decrease)
In Cash/Cash Equivalents.....(10,874)

CASH & CASH EQUIVALENTS 2020

Beginning	809,388
Ending.....	798,514

*Supplemental Disclosure

Reconciliation of cash, cash equivalents and restricted cash to the statements of financial positions:

Cash and Cash Equivalents	728,072
Restricted Cash for Long-term investment and by agency relationships	70,442
	<hr/>
	798,514

FINANCING ACTIVITIES 2019

Contributions Restricted for Long Term Investment	507,777
Obligations Under Annuity Agreements.....	(10,025)

Net Cash from Financing.....497,752

Net Increase (decrease)
In Cash/Cash Equivalents.....315,515

CASH & CASH EQUIVALENTS 2019

Beginning	493,873
Ending.....	809,388

Cash and Cash Equivalents	688,552
Restricted Cash for Long-term investment and by agency relationships	120,836
	<hr/>
	809,388

Due to the adoption of the new Auditing Standard in 2019, it required adjustment for the reporting of all comparative years included in the report (6/30/18 and 6/30/19); therefore, the 6/30/19 information had to be adjusted also.

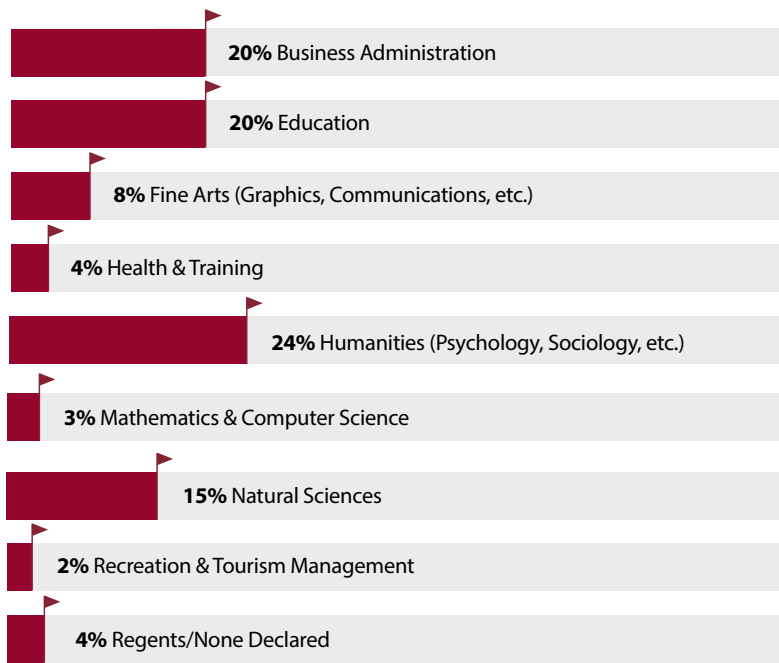
Due to the Foundation's adoption of Accounting Standards Update (ASU) 2016-14, Not-For-Profit Entities (Topic 958): Presentation of Financial Statements of Not-For-Profit Entities in 2019, the disclosure/presentation of 'Restricted Cash' was changed. See the 'Supplemental Disclosure' above for the 6/30/2020's Cash Flow Statement for the reconciliation of Cash, Cash Equivalents and Restricted Cash.

LIST OF FUNDS

The Concord University Foundation is proud to manage over **239** funds totaling **\$27,092,473**.

New funds for the 19-20 fiscal year include: **George Floyd Memorial Scholarship, Lane Family Scholarship, LeRoy Mabe Accounting Scholarship, Jonathan Powell Hope Foundation.**

SCHOLARSHIP RECIPIENTS BY MAJOR



- ACT Scholarship (Dorothy Dunbar Scholarship and Arbutus Heath Scholarship)
- Glen M. and Jane Akers Scholarship
- Hildred Smith-Allard Music Endowment
- Alderman-Given Business Scholarship
- Gregory M. Allen Scholarship
- Gregory and Mary Aloia Veteran Scholarship
- Elisabeth "Libby" Alvis Memorial Scholarship
- J. W. "Bill" Anderson Scholarship
- John C. and Ruby Anderson Scholarship
- Sadie Sue Anderson Scholarship
- Aramark Scholarship Fund
- Michael "Mikey" Atwell Scholarship
- Carl Azzara Music Colloquium Endowment
- Carl H. Bailey Scholarship
- Mr. E.T. "Ted" Boggess Memorial Scholarship
- Elizabeth Brock Bailey Scholarship
- James Bailey Scholarship
- Virginia Bailey Scholarship
- Walter and Phyllis Bailey Memorial Scholarship
- Homer K. Ball Memorial Scholarship
- Yankee Barbakow Family Scholarship
- David Barnette Scholarship
- BB&T Scholarship Fund
- BC Book Award (Nancy Shannon Book Fund)
- Beasley/Dressler Memorial Scholarship
- Henry Clay Beavers Scholarship
- Mary Edna Beckett Natural Science Fund
- Eddie Bender Scholarship
- Lester-Bennett Scholarship
- Arthur J. and Irene K. Benson Scholarship
- Professor P.C. Bibbee Scholarship
- Leola Hoke Bingham Music Scholarship
- Eugene Bingham Athletic Scholarship Fund
- Louis Bingham Basketball Scholarship
- Louis Bingham Football Scholarship
- Louis Bingham Teacher Scholarship
- Dr. Jerry Blatt Scholarship
- Dr. Jerry Blatt Memorial Fund
- Bluefield Regional Medical Center Scholarship

- Wayne and Cassandra Bolen Chemistry Fund
- S. Boninsegna Scholarship
- Hazel Morgan Booth Scholarship
- Dr. Branson Scholarship
- Joel Brewster Scholarship
- Ronald Burgher Scholarship
- Division of Business International Travel Scholarship
- Bussard Scholarship
- Arthur Butcher Scholarship
- Butcher Minority Trust Fund
- Darrell K. Cales Scholarship
- Friends of the Carillon and Pipe Organ Fund
- Carter Family Fund
- Carucci Family Scholarship
- William B. Caruth, Sr. Scholarship
- William B. Caruth, Jr., and Robert Preston Walters (Memorial Music Scholarship)
- Sheila Chipley Scholarship
- Harry Christie Scholarship
- Cierzniewski Library Fund
- William W. and Olivia F. Clark Scholarship
- Classified Employees Scholarship
- Harry and Shirley Cline Memorial Scholarship
- Professor Jim Coiner '60 Advertising & Graphic Design Scholarship
- Conn-Weld Industries, Inc. Scholarship Fund
- Cook/Rado Scholarship
- Clifford E. and Linnie M. Coon Scholarship
- Bruce Covey Mathematics Award
- Winton Covey Scholarship
- Cruise/Cabot Eminent Scholar Endowment
- George Cruise Foundation Scholarship
- CU Pathways Retention Scholarship
- David Darnell Athletic Scholarship
- Frank and Fannie Dean Scholarship
- Maxey/Deel Scholarship
- Lucy Sneed DeNuzzo Scholarship
- Thomas and Charlotte Deskins Scholarship
- Mary Lou Dickenson Scholarship
- Michael Donato Music Scholarship
- The Alice Hannah Latham, Lambert Ellsworth, and Sarah Lee (Sally) Drake Music Scholarship Fund
- George and Dori Edwards Memorial Scholarship
- Princeton Elks Memorial Scholarship
- Robert Ellison Scholarship
- Endowment Fund (General Scholarship Fund)
- Concord Faculty Scholarship
- Larry Fanning Scholarship
- George Floyd Memorial Scholarship
- Tommy M. and Mary J. Farmer Scholarship
- Max Mendel Fezer Scholarship
- Harry Finkelman Scholarship
- Five Aces Scholarship
- Mike and Mildred (Sowers) Flanigan Scholarship
- Arman E. Fletcher Memorial Golf Scholarship
- Friedl Faculty Award
- Daniel W. Farley, PhD Scholarship
- Robert Gallione, Jr. Scholarship
- Kevin Garrett Baseball Scholarship
- Thomas Giffen Scholarship
- Fred Gilbert Trust
- Gilbert High School (Quest II)
- Mary Holroyd Sampson Gillie Scholarship
- Girl Scout Gold Award Scholarship
- Kenneth V. and Virginia Heimer Gleason Music Scholarship
- Golf Tournament Scholarship
- Paul Goodof Scholarship
- Victor and David Grigoraci Scholarship
- Jack Grose/SGA Scholarship
- Grace Gumm Scholarship
- Gwinn Family Scholarship
- Earl Wayne and Rosa Woodring Haga Scholarship
- Lucy Epperson Hale Memorial Scholarship
- Ruth and Russel Hall Scholarship
- James H. "Buck" Harless Business Scholarship
- Hobart and Pansy Harvey Foundation Scholarship
- John C. and Chloe A. Higginbotham Scholarship
- Arthur N. Hofstetter Scholarship
- Donald and Linda Holcomb Presidential Scholarship
- Holcomb Family Presidential Scholarship
- Herman Hoskins Scholarship
- Joseph G. and Nellie Bailey Hunt Scholarship
- International Studies Fund
- John Jessee Scholarship
- Margaret Jones Scholarship
- Dr. Paul J Kane Memorial Lecture Series
- Georgia Kelley Scholarship
- Kelli Ann Kirby Memorial Scholarship
- Ralph Kiser Scholarship
- Kroger Scholarship
- Kwik Kafe Scholarship
- Robert Kyle Athletic Scholarship
- Lane Family Scholarship
- Matthew David Lagowski Scholarship
- Winnis Hylton Landing Scholarship
- Louise Leary Delta Kappa Scholarship
- J. Franklin Long and Vernon C. Long Scholarship
- Glenn and Sandra Lowe Family Scholarship
- Lowes Foundation Scholarship
- LeRoy Mabe Accounting Scholarship
- Douglas Machesney Scholarship
- Maier Scholarship
- Maier Foundation Retention and Student Success Scholarship
- John L. and Mary M. Matherly Scholarship
- Clyde and Elizabeth Maxey Scholarship
- McClanahan Merit Award
- Billie Martin McClaugherty Scholarship
- McDowell County Scholarship
- Delford McGraw Scholarship
- William McKee Scholarship
- S. Charles and Una M. Melton Scholarship Fund
- The Alton Douglas / Mercer Anglers Scholarship
- Marguerite Miller Education Scholarship
- John Minick III Business Scholarship
- George F. Moore Scholarship
- B.G. Moore Scholarship
- Lloyd Moye Athletic Scholarship
- Lloyd Moye Scholarship
- Mountain State Regular Veterans Association Post #57 Scholarship
- Mt. View/Welch High School Scholarship
- Sally Neal Scholarship
- Frank Nelson Scholarship
- Kristen Osborne Scholarship
- Lawrence Pace Scholarship
- Dr. and Mrs. Albert Paine Scholarship
- The John and Lucia Pais Endowed Charitable Fund
- Parker Family Scholarship Fund
- Mike Pashion Scholarship
- Andy Paterno Family Scholarship
- David L. Pearce Scholarship
- Fannie and W.D. Pendleton Scholarship
- Pepsi Scholarship
- Diana Delung Perry Scholarship
- John Perry Scholarship
- Wanda McCoy Perry Scholarship
- Joseph Peters Scholarship
- Peterstown High School Scholarship
- Robert Pewanick Business Scholarship
- Phi Sig-Phi Mu Chapter Scholarship
- Maxine Poe Scholarship
- Henry P. Porter, Senior and Mary Gravatt Porter Memorial Scholarship
- H. E. "Skip" Powell Scholarship
- Jonathan Powell Hope Foundation Scholarship
- Nelrose Richards Price Scholarship
- Purser Memorial Endowment
- Quest II Foundation Scholarship (Bank One, City National Bank, Gilbert High School, laeger High School, Liberty High School Matching, Pikeview High School- Athens, Princeton High School, United National Bank)
- Ella Nash Rainey Scholarship
- Kamala Ranganathan Scholarship
- Ben Reed Scholarship
- Robert Richardson Scholarship
- Freida Joy Riley Scholarship
- Roanoke/New River Valley Scholarship
- Robert Roark Scholarship
- William B. and Elizabeth Robertson Scholarship
- Mary and J. Therin Rogers Scholarship
- Forrest Roles Scholarship
- Josephine Lilly Rorrer Memorial Scholarship Fund A
- Josephine Lilly Rorrer Memorial Scholarship Fund B
- David S. Roth Memorial Scholarship
- Rupert High School '56 Scholarship
- Beryle Santon Scholarship
- Student Government Association Scholarship
- Sharp Memorial Fund
- Shott Entrepreneurial Endowment
- Shott Faculty Development
- Anna Lee Campbell Shumate Scholarship
- Arthur and Gladys Smith Pre-Med Scholarship
- Cassandra Smith Scholarship
- Emory Smith, Jr. Scholarship
- Hildred Smith Music Scholarship Fund
- John David Smith Memorial Scholarship
- Mary Parker Smith Scholarship
- Stanley D. and Brookie H. Smith Scholarship
- Joseph L. Soto Family Teacher Education Scholarship
- Bruce Sparks Scholarship
- Amanda Knighton Stafford Scholarship
- Woodrow and Eva (Sims) Stanley Scholarship
- Margaret Ann Stradley Scholarship
- Allie Irene Strasko Research Endowment
- Doug Tanner Scholarship
- June Elizabeth Tate Memorial Author Series
- Frances and David Taylor Scholarship
- Ruth M. Thompson Scholarship
- Tierney Endowed Chair of Business
- Wilma Toothman Scholarship
- Unrestricted Funds (Annual Fund)
- Verizon Scholarship
- Tom Walthall Memorial Scholarship
- Hassel Ward (Campus Beautification Fund)
- Bill Weber Football Scholarship
- Welch High School '52 Scholarship
- Welch High School '59 Scholarship
- Betty R. White Fine Arts Fund
- L. H. and Madeline White Scholarship
- The White Coat Society
- Marcella Dee Whitlock Scholarship
- Jerry Ray Willis Scholarship
- Damaris Wilson Scholarship
- Adam Wooten Scholarship
- Lorene Mae McKenzie Worrell '35 Education Scholarship
- Woodrow Wilson High School Scholarship

FOUNDATION SUPPORTERS

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

\$500,000 & UP

Estate of Leroy Mabe

\$100,000 - \$499,000

The Jonathan Powell Hope Foundation

\$20,000 - \$99,000

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Herbert and Rita Sanger

Mr. Forrest Roles

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Beckley Area Foundation, Inc.

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\$500 - \$999

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2019-2020

SCHOLARSHIP RECIPIENTS
 BY RESIDENCE

number of scholarships

440

WEST VIRGINIA

63

OUT OF STATE

percentage

87%

WEST VIRGINIA

13%

OUT OF STATE



MEMORIAL GIFTS

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.

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