

RADFORD UNIVERSITY
FOUNDATION, INC.
ANNUAL REPORT

2018

“It is all made
possible by donors.”



**“Best Colleges and Universities
in the Southeast”**

The Princeton Review, 2004-19

“Best Regional Universities” in the South

U.S. News & World Report, 2013-2019

“Top Public Schools” – South - #18

U.S. News & World Report, 2018-2019

“Best Undergraduate Teaching Programs”

U.S. News & World Report, 2019

“Most Admired Interior Design Schools”

DesignIntelligence, 2019

“Best Colleges for Criminal Justice”

Niche.com, 2018

“Military Friendly School Designation”

2019-2020

“Best Colleges for Your Money”

MONEY, 2015-2018

“Best RN Programs in Virginia”

RegisteredNursing.org, 2017-2018

“Best Business Schools”

The Princeton Review, 2012-2019

“Top Green Colleges in the Nation”

The Princeton Review, 2010-2018

MESSAGE FROM THE
CHIEF EXECUTIVE OFFICER
of the
RADFORD UNIVERSITY
FOUNDATION, INC.



Dear Supporters:

Many good things are happening in the Radford University community, and here at the Foundation we are pleased to play our role. Through the generous contributions of donors, such as yourself, the Foundation is able to fund student scholarships, as well as provide other financial support for the University. This additional support can be in many forms, such as: academic support; funding for student housing; the Student Managed Investment Portfolio Organization (SMIPO); faculty awards, such as the Dalton Eminent Scholar Awards; or, even helping to send the men’s basketball team to Europe in order to expand team members’ educational opportunities.

Due to increased fundraising, our investment earnings and strategic purchases of real estate, the Foundation has grown to nearly \$120 million in total assets for the year ended June 30, 2018. We have essentially doubled our assets over the last seven years. What this means is that we are growing the financial resources that are necessary to support both Radford University and its students. Our volunteer Board of Directors and our staff take great pride in what we have been able to accomplish and hope to continue this growth in the future. Our current and future students both need and deserve our unconditional support.

Within this report, you will find information on both our volunteer boards and my staff. We have a small but dedicated group here at the Radford University Foundation, Inc. who are committed to doing all we can to benefit the Radford University community.

Best wishes for 2019,

A handwritten signature in black ink that reads "John Cox".

John F. Cox Jr.
Chief Executive Officer

MESSAGE FROM THE
BOARD OF DIRECTORS CHAIR
of the
RADFORD UNIVERSITY
FOUNDATION, INC.



Dear Supporters:

It is my privilege and honor to have served as your chair of the Radford University Foundation, Inc. Board of Directors. Among our accomplishments, I would like to share two important messages. They are:

- The highest priority of the Foundation Board of Directors and staff is to carefully steward your gifts to the University endowment; and
- The scholarships that the endowment helps fund go a long way to support our students. During the last fiscal year, the Foundation has provided the University approximately \$1.6 million which it has distributed as scholarships in accordance with your donor agreements to help support approximately 600 students across the University.

Radford University is preparing students to contribute to the Commonwealth of Virginia and the nation, and we are honored to help you in supporting student education and ambitions.

As you review this report, I invite you to consider how your donations to our Foundation have made a real difference to students in every college at Radford University. While reading the student stories, you will realize that at Radford, student learning occurs both within and outside the classroom. These opportunities make each student's education unique. It is these individualized experiences that set Radford apart from other universities in the Commonwealth and our peer institutions across the nation. It is your continued support that makes this possible. Thank you!

We are very thankful to Sandra C. Davis and William C. Davis for their generous \$8 million donation to endow scholarships in perpetuity for students in the Davis College of Business and Economics and the College of Visual and Performing Arts. Their commitment will enable generations of students to reach their potential and achieve their dreams. Allowing Highlanders to focus on their studies instead of economic needs, the Davises, like many of you, have seen a need and have met it.

You will notice a significant increase in the Real Property Assets of the Radford University Foundation, Inc. during the last year. A key part of our support of the University is the acquisition of real estate to generate income, address housing and other space requirements and position the University for future expansion. During the past year, the Foundation acquired residential apartment properties adjacent to the campus which will enable the University to provide high-quality, one-stop-shopping housing for many upper-class and graduate students. Again, the Foundation's paramount focus is meeting the needs of students and creating a better Radford University.

Whether you think of yourself as an investor, donor, supporter or participant, we at the Radford University Foundation, Inc. see you as our Highlander Heroes! Together, our support for the University yields rewards beyond measure. The Foundation's commitment to you is to continue to manage your gifts to support the University today and into the future. The financial highlights pages of this report are provided to explain the Foundation's management results for the assets you have so generously donated to the University.

There are exciting things happening at Radford University, and with your engagement, TOGETHER we can take action to make a difference. Your continued support is deeply appreciated as we work to help build an exciting future for Radford University!

With great appreciation and Highlander Pride,

A handwritten signature in cursive script that reads "Nancy E. Artis".

Nancy E. Artis '73
Board of Directors Chair



Radford University celebrates largest gift in its history



RADFORD UNIVERSITY ANNOUNCED a landmark \$8 million gift from Sandra C. Davis and William C. Davis on Oct. 3, 2018. This represents the largest gift from an individual in the University's history. It endows scholarships to be provided for students studying at Radford University's College of Business and Economics and the College of Visual and Performing Arts.

In recognition of the generous gift, the University announced the naming of the Sandra C. Davis and William C. Davis College of Business and Economics. The Davis College of Business and Economics offers five undergraduate degrees in Accounting, Finance, Economics, Management and Marketing, as well as a Master of Business Administration. All programs are accredited by AACSB — the Association to Advance Collegiate Schools of Business.

Additionally, the Covington Center for Visual and Performing Arts is now home to the Sandra C. Davis and William C. Davis Performance Hall. The 350-seat performance hall houses two Steinway concert grand pianos and is the Department of Music's primary performance venue.

"Radford is on a wonderful course. There is a positive atmosphere here, and it is very contagious," said Sandy Davis, who spoke of the well-rounded education students receive at the University. "Our ultimate goal is to help provide scholarships for Radford University students."

Jack Davis added, "If we can ease some of the economic pressure, we can help young people come to Radford. When they can get started here, they'll just take off."

The Sandra C. Davis and William C. Davis Endowed Scholarship Fund will provide academic scholarship awards to Davis Scholars of \$4,000 per year or \$2,000 per semester. The awards will be exclusively provided to incoming freshmen and transfer students studying in Radford University's Sandra C. Davis and William C. Davis College of Business and Economics and the College of Visual and Performing Arts.

In the first year of implementation, three Davis Scholars will be selected to receive scholarship awards. Once fully implemented, it is anticipated that there will be 80 Davis Scholars each academic year.

"Sandy and Jack's limitless love and positive passion for Radford University hold a new meaning on our campus and in our community," Radford University President Brian O. Hemphill said. "Sandy and Jack's monumental gift will produce a lifetime of Davis Scholars, who will excel in the classroom, dedicate themselves to their chosen professions and provide their time and talent to the communities in which they live and work."



Setting the stage for student success

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It is
all made
possible
by donors.
”

“WE ALL HAVE AN IMPACT.” Chris Phillips ’19 penned that simple yet striking statement while reflecting on a Radford University experience he will treasure forever: directing his debut theatre show.

Phillips is a senior in the College of Visual and Performing Arts, majoring in theatre with a focus on directing. So he jumped at the opportunity to direct his first on-campus production of “Speech and Debate.”

“After the stressful but rewarding experience of rehearsals, we reached opening night,” Phillips said. “As I looked around, it dawned on me that every person sitting in the audience was there to watch my work. That moment inspired me to work even harder because we all have an impact, even if we don’t always realize it.”

That performance is Phillips’ favorite Radford University memory, one that would not have been possible without donor support.

“Without donor support, I would not be able to attend college — it really is that simple,” Phillips said. “I will always be grateful to those who have made my college education possible through scholarship support. I know the education I am receiving will impact my future in many ways and prepare me for lifelong success, and I wouldn’t be here without them. The experiences I’ve had, the people I’ve met and the knowledge I’ve gained at Radford University will stay with me forever, and it is all made possible by donors.”



Scoring victories in studies and sports

“
Donor support is not simply important, it is crucial.
”

AT RADFORD UNIVERSITY, Jada Downing '18 found the spotlight on the volleyball court. As a student-athlete, she juggled her studies as a French major in the College of Humanities and Behavioral Sciences with rigorous practices and matches.

The thought of getting a part-time job was daunting.

“I sat for hours trying to figure out what jobs were available and how I could possibly balance a part-time job with the demands of being a student-athlete. I was ecstatic to learn that I received a scholarship from the Radford University Foundation the following day,” Downing said. “Donor support is not simply important, it is crucial. Receiving a scholarship from the Foundation to recognize and reward my dedication to academics not only made it possible for me to continue my education, it shows that students in similar situations aren't going unnoticed.”

Donor support also allowed Downing to fully enjoy a major milestone: the volleyball team won the Big South Conference Volleyball Championship.

“Winning the championship trophy with the support of our friends, family, faculty and students was the best feeling in the world,” Downing said.



Pursuing a RARE opportunity for scientific research

“None of it would have been possible without donor support.”

ALEX ATWOOD '18 found his calling at Radford University through undergraduate research. A chemistry and biology double major, Atwood embarked on one of the University's premier study-abroad trips, the Radford Amazonian Research Expedition (RARE).

“This trip opened my eyes to another part of the world and enabled me to see a region that was geographically and culturally unlike anything I had experienced,” Atwood said. “There, I learned the difficulties of field research and developed critical problem-solving skills that will continue to benefit me throughout my career.”

When he returned from the Amazon, Atwood presented his research at several conferences and became a tutor to assist other students through academic challenges and introduce them to life-changing opportunities.

“These once-in-a-lifetime experiences have been instrumental in my academic growth and success, and none of it would have been possible without donor support,” Atwood said.



Following the market — in class and Chicago

ROBERT BLANKENSHIP '20 is helping guide Radford University's Student Managed Investment Portfolio Organization (SMIPO) to great market success.

As the organization's vice president of investments, Blankenship — a finance and marketing double major in the Davis College of Business and Economics — has seen SMIPO's portfolio climb to more than \$1.9 million. The student organization manages a portion of endowment funds for the Radford University Foundation.

SMIPO members traveled to the Student Managed Investment Fund Consortium Conference in Chicago to network with peers at other institutions, learn best practices in investment management and hear from industry leaders.

"It was an eye-opening experience and one that I will never forget," Blankenship said. "Donor support provides students many opportunities they otherwise would not be able to experience. The support that I have received has been vital to my success at Radford University and to my preparation for life after graduation."

“
The support
that I have
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been vital to
my success.
”



Taking her place at the head of the class

“
I was over-
whelmed
with gratitude
for these
scholarships.
”

RADFORD UNIVERSITY'S EDUCATION PROGRAM is well-known throughout the country as one of the best, and “it’s easy to see why,” said Alyson Gilbert ’18, who studied middle school education in the College of Education and Human Development.

“The College provided me the opportunity to attend many education conferences and seminars, as well as ample experience within the classroom,” Gilbert said. “The size of the school allowed me to form close relationships with my professors and classmates. I am grateful to have earned my degree from a University whose rigorous curriculum and highly supportive faculty have made me feel confident entering the workforce.”

With donor support, including two scholarships from the Foundation, Gilbert’s entire senior year was financed.

“I was overwhelmed with gratitude for these scholarships, without which I would not have had the same college experience,” Gilbert said.

WITH DONOR SUPPORT, Radford University students are often equipped with the skills to support and serve their own communities.

For aspiring nurses Leigha Spangler '19 and Maureen Shinault '19, students in the Waldron College of Health and Human Services, that support came in the form of hands-on humanitarian work at the 19th Annual Remote Area Medical (RAM) clinic in Wise, Virginia.

Joined by nursing faculty, colleagues and volunteers, the nursing students saw more than 2,500 patients. Spangler and Shinault spent 3½ days triaging patients.

To Shinault, the volunteer service was meaningful, both personally and professionally.

“I saw real faces on real patients and saw how what we are learning in class can help them. I was stunned in each interaction at their kindness and appreciation,” she said.

Spangler also appreciated the opportunity to work with the nursing faculty.

“In clinicals, they watch us and in the classroom, they teach us. At RAM, we worked as colleagues, and it was cool to see them doing what they are teaching us to do,” Spangler said.

“
I saw real
faces on real
patients.
”



Joining forces to treat
more than 2,500 patients

FINANCIAL HIGHLIGHTS



THE FINANCIAL STATEMENTS shown below were summarized for this report. Complete audits for both June 30, 2017 and June 30, 2018 are available online at www.radforduniversityfoundation.org.

RADFORD UNIVERSITY FOUNDATION, INC. *and* AFFILIATE CONSOLIDATED STATEMENTS OF FINANCIAL POSITION *as of June 30, 2017 and June 30, 2018*

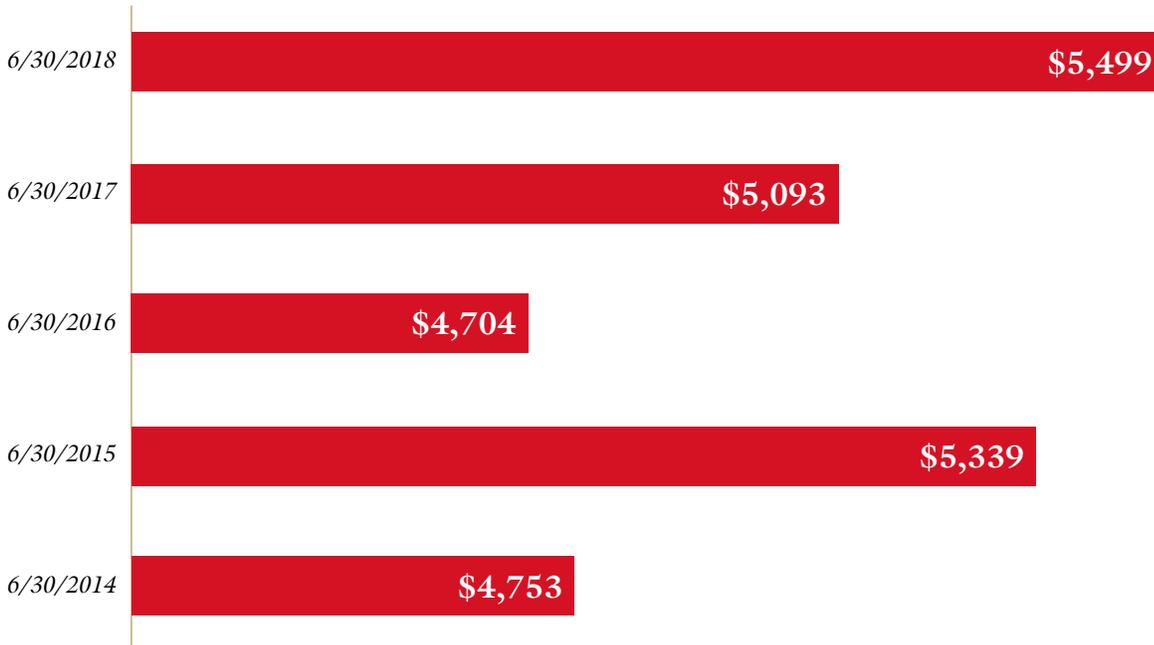
	2017	2018
ASSETS		
Cash and cash equivalents	\$1,198,939	\$1,492,377
Notes and other receivables	691,351	769,418
Contributions receivable	2,736,921	7,403,897
Prepaid expenses	23,906	33,660
Investments	58,881,835	61,725,494
Real estate held for sale	108,000	716,510
Cash value of life insurance	36,448	36,221
Land, buildings and equipment, at cost, net of accumulated depreciation	10,083,022	43,164,608
Funds held in trust by others	735,573	769,412
Collections of art	2,104,782	2,105,532
Total assets	\$76,600,777	\$118,217,129
LIABILITIES AND NET ASSETS		
Accounts payable	\$77,877	\$176,313
Accrued expenses and other payables	49,537	456,704
Line of credit	800,000	-
Deferred rental income	295,230	472,447
Notes payable	761,496	33,850,259
Annuity and unitrust obligations	449,321	431,132
Total liabilities	\$2,433,461	\$35,386,855
Net assets:		
Unrestricted	\$15,938,114	\$16,142,836
Temporarily restricted	28,730,686	31,594,221
Permanently restricted	29,498,516	35,093,217
Total net assets	\$74,167,316	\$82,830,274
Total liabilities and net assets	\$76,600,777	\$118,217,129

INVESTMENTS



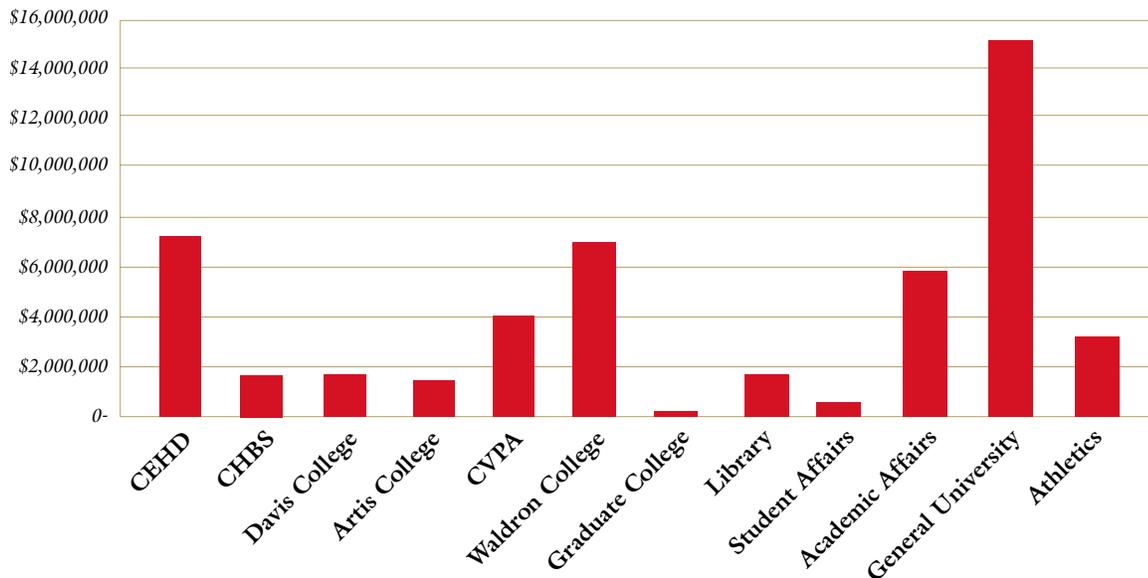
DUE TO THE GENEROSITY of our donors and long-term investment gains, our total investments as of June 30, 2018 were nearly \$62 million. Of that total, over \$50 million was endowed. Our investment portfolio continues to be professionally managed, and we still are invested in additional limited partnerships and the student-managed program, known as SMIPO.

ENDOWMENT VALUE PER STUDENTS



ENDOWMENT BY UNIVERSITY ACTIVITY

as of June 30, 2018



RADFORD UNIVERSITY FOUNDATION, INC.
BOARD OF DIRECTORS



Front row, from left: Kenna M. Colley, Ed.D.; Brian O. Hemphill, Ph.D.; Christopher S. Huther '88, J.D.; Nancy E. Artis '73; Jay Kenslow '91; Wendy Lowery. Second row, from left: John F. Cox Jr., CPA; George P. Kite III '03; Darin M. Ely '93; Michael Donnelly '88; Chad A. Reed; Richard D. Schwein Jr. '83.

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as of Dec. 31, 2018

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Marquett Smith '85
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Derek Neal, CPA
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Scott A. MacDonald
Georgia Anne Snyder-Falkinham
Ronald D. Strawn '83

RADFORD UNIVERSITY FOUNDATION, INC. STAFF



*Front row, from left: Derek Neal, CPA, chief financial officer; Lara Clark, executive assistant; Jeff Dishon, staff accountant.
Second row, from left: Kyle Grindstaff, student intern; Doug Walsh, real estate manager; John F. Cox Jr., CPA, chief executive officer.*

**RADFORD UNIVERSITY
FOUNDATION, INC.**
FOUNDATION@RADFORD.EDU
540-831-1014

For information on contributing to a new or existing endowment,
please contact University Advancement at Radford University. The office
may be reached at 540-831-6716 or via email at ruadvancement@radford.edu.