Making a Difference for Students

2017 ANNUAL REPORT

RADFORD UNIVERSITY

FOUNDATION
Message from the CEO of the Radford University Foundation Inc.

Dear Radford University Foundation Supporters:

Thank you for your continued generosity during the past year. There is a great deal of momentum on campus and in the overall Radford University Community. Here at the Foundation, we are excited to be part of that momentum.

I would also like to thank our outgoing Board Chair, Dale Parris, MBA ’85, M.S. ’11, for all her efforts. It was a pleasure working with her. Dale was certainly committed to the University and its students.

Additionally, I am pleased that Nancy Arts ’73, has agreed to step forward and Chair the Foundation Board. Nancy will bring a great deal of passion and commitment to the University in this new role.

Finally, fundraising is increasing, and our investments had a double digit return in fiscal 2017. My staff and I are pleased with that direction and appreciative of the trust you have put in us.

Best Wishes,

John F. Cox, Jr.
Chief Executive Officer

“Best Colleges and Universities in the Southeast”

“Best Regional Universities” in the South

“Top Public Schools” — South — #15
— U.S. News & World Report, 2018

“College of Distinction”
— Colleges of Distinction, 2016 and 2017

“Best Colleges for Veterans — South”
— U.S. News & World Report, 2016 and 2017

“Best Business Schools”

“Best RN Programs in Virginia”
— RegisteredNursing.org, 2017

“The Top 50 Doctoral Programs in Counseling Psychology”
— Best Counseling Degrees, 2017-18
Dear Investors in Radford University,

Two simple words can make a big difference. These two words are “thank you.” Your support through the investment in the futures of the young people who are on our campus every day is changing their lives today and their lives in the future. You are making great things happen. You are creating future leaders in many fields by allowing students the opportunity to earn a Radford University education. The hard work and success you enjoy in your own life is rewarding hard work and supporting success in the lives of our students. Not only are you changing students’ lives, you are charting an exciting course for Radford University’s future.

The financial support you have entrusted to us has been increased this past year and reflects an 11 percent overall return. It has been a joy to see our investments provide us with positive returns this year, thereby allowing us to grow your gifts. The Foundation has a balanced approach to managing the investments and will continue to use a variety of investing instruments to provide the best return on these funds. The students who participate in the Student Managed Investment Portfolio Organization (SMIPO) continue to earn impressive returns while learning valuable skills that will benefit them when they leave Radford University. These students do market research and make investment decisions as a group and have proven that they are effective in applying the skills they are learning in the classroom in a real-time setting with actual results.

The University enjoyed exciting new growth in 2017. The number of students grew to 9,418 with improved retention rates. Radford University was awarded a historic three-year, $13.8 million grant by the U.S. Department of Education’s Supporting Effective Educator Development (SEED) Grant Program. The SEED grant will expand Radford University’s Innovative Mobile Personalized Accelerated Competency Training (IMPACT) program to include Appalachian Support for Specialized Education Training (ASSET), which includes the development, implementation and evaluation of online, self-paced, competency-based education (CBE) training designed to increase teacher effectiveness and workforce capacity in underserved rural communities in Appalachia.

In August, President Brian O. Hemphill formed an important partnership with Northern Virginia Community College (NOVA) by creating a Guaranteed Transfer Partnership Agreement ensuring that all credits earned by students at NOVA transfer to Radford University, saving students time and money. A growing student base, increasing grant and research funding and expanding partnerships are only just the beginning of what Radford University will achieve in the future. In October, Antonin Scalia Law School at George Mason University and Radford University announced a new dual-degree program to help Radford University students expedite their law school education.

On a personal note, this will be my last letter to you as investors in Radford University. I resigned from the Radford University Foundation Board effective Dec. 31, 2017. However, it is with great excitement that I inform you that my role with the University is expanding. On Jan. 1, 2018, I accepted the responsibilities of director of Strategic Initiatives and will now be focusing all of my time on continuing to advance the University. As a two-time Radford alumna, a parent of an alumnus and a current adjunct faculty member, I will bring all of these perspectives to my new role.

Thank you for investing in the students of Radford University and for sharing in all of the excitement your investment brings to our campus.

Dale Parris, MBA ’85, M.S. ’11
Board Chair
The financial statements shown below were summarized for this document. Our complete audits for both June 30, 2017 and June 30, 2016 are available online at [www.radforduniversityfoundation.org](http://www.radforduniversityfoundation.org).

### RADFORD UNIVERSITY FOUNDATION, INC. AND AFFILIATE CONSOLIDATED STATEMENTS OF FINANCIAL POSITION AS OF JUNE 30, 2017 AND 2016

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<thead>
<tr>
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<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$736,466</td>
<td>$1,198,939</td>
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<tr>
<td>Notes and other receivables</td>
<td>356,318</td>
<td>691,351</td>
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<tr>
<td>Contributions receivable</td>
<td>1,843,311</td>
<td>2,736,921</td>
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<tr>
<td>Prepaid expenses</td>
<td>50,244</td>
<td>23,906</td>
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<tr>
<td>Investments</td>
<td>54,606,635</td>
<td>58,881,835</td>
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<tr>
<td>Real estate held for sale</td>
<td>5,033,000</td>
<td>108,000</td>
</tr>
<tr>
<td>Cash value of life insurance</td>
<td>94,282</td>
<td>36,448</td>
</tr>
<tr>
<td>Land, buildings and equipment, at cost, net of accumulated depreciation</td>
<td>5,809,917</td>
<td>10,083,022</td>
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<tr>
<td>Funds held in trust by others</td>
<td>-</td>
<td>735,573</td>
</tr>
<tr>
<td>Collections of art</td>
<td>2,087,782</td>
<td>2,104,782</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$70,617,955</strong></td>
<td><strong>$76,600,777</strong></td>
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<table>
<thead>
<tr>
<th><strong>LIABILITIES AND NET ASSETS</strong></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$36,209</td>
<td>$77,877</td>
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<tr>
<td>Accrued expenses and other payables</td>
<td>132,585</td>
<td>49,537</td>
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<tr>
<td>Line of credit</td>
<td>1,200,000</td>
<td>800,000</td>
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<tr>
<td>Deferred rental income</td>
<td>306,766</td>
<td>295,230</td>
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<tr>
<td>Notes payable</td>
<td>1,043,165</td>
<td>761,496</td>
</tr>
<tr>
<td>Annuity and unitrust obligations</td>
<td>476,438</td>
<td>449,321</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$3,195,163</strong></td>
<td><strong>$2,433,461</strong></td>
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</tbody>
</table>

| **Net Assets:**              | 2016         | 2017         |
| Unrestricted                 | $15,084,875  | $15,938,114  |
| Temporarily restricted        | 25,492,780   | 28,730,686   |
| Permanently restricted        | 26,845,137   | 29,498,516   |
| **Total net assets**         | **$67,422,792** | **$74,167,316** |

<table>
<thead>
<tr>
<th><strong>Total liabilities and net assets</strong></th>
<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td></td>
<td><strong>$70,617,955</strong></td>
<td><strong>$76,600,777</strong></td>
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Due to the generosity of our donors and our long-term investment gains, our total investments as of June 30, 2017 were nearly $59 million. Of that total, over $50 million was endowed. Spider Management at the University of Richmond continues to manage the vast majority of our investments, but we also continue to invest in other limited partnerships and the student-managed SMIPQ program.

Our total spending for student support (primarily scholarships) grew to nearly $1.7 million in fiscal 2017. By comparison, in fiscal 2007 we spent $773,000 for student support, while in fiscal 2012 we spent just under $1 million. For information on contributing to a new or existing endowment, please contact University Advancement at Radford University. The office may be reached at 540-831-5407 or via email at ruadvancement@radford.edu.
IN MEMORIAM

Mary Ann Jennings Hovis ’65
(August 4, 1943 – August 26, 2017)

The Radford University community lost one of its most dedicated, loyal and generous alumni, Board of Visitors members and friends when Mary Ann Jennings Hovis ’65 passed away on Aug. 26, 2017. Her love of her alma mater will live on in the lives of the outstanding students she has supported and will support as a part of her legacy at Radford University.

She believed in Radford University’s students’ success and personally invested in their futures through her support of the Mary Ann Jennings Hovis Scholarship, the Dr. Edward Jervey Scholarship, the Presidential Scholars program, the Covington Center, the Selu Conservancy and Radford University Athletics, among other initiatives. She truly made a difference in students’ lives by providing opportunities for them to reach their academic goals.

Mary Ann earned her Bachelor of Science degree in social science from Radford College in 1965. While a student, she served on the Executive Council of the Student Education Association, was a member of the Cotillion Club, served as president of Sigma Sigma Sigma Sorority and was a member of the Radford Redcoats.

During her 25-year career as a trailblazer in the information technology field, she helped create important collaborations between major corporations and the federal government. She served in a variety of...

During the Dec. 8 BOV meeting, the executive board room in Martin Hall was named the Mary Ann Jennings Hovis ’65 Memorial Board Room.
leadership positions in sales and marketing with firms such as Northern Virginia Telecom Federal Systems, Pyramid Technology, Contel Federal Systems, GTE and Warner H. Suss Associates.

Throughout her very demanding career, Mary Ann remained a steadfast supporter and impassioned ambassador for Radford University. She served her alma mater as a member of the Radford University Board of Visitors (BOV) from 2002 through 2010, including terms as rector of the Board of Visitors in 2004-2005 and 2005-2006. She once again joined the Board of Visitors as a member in 2015. She rejoined the Board of Directors of the Radford University Foundation in 2011. During her tenure she chaired the Nominating Committee as well as the Investment Committee. She also served as a member of Radford University’s Business Industry Council, Presidential Search Committee, Presidential Transition Committee and the Commission for the Future of Radford University. She served as tri-chair for two Radford University capital campaign committees and as president of the Radford University Alumni Association.

The BOV unanimously approved a resolution at the Sept. 15 campus BOV meeting in honor of Mary Ann, who at the time of her death was a member of the BOV and a member of the Foundation Board of Directors. The resolution stated that Mary Ann “encapsulated the true spirit of a Highlander, the qualities of leadership, integrity, honesty, compassion, strength and optimism.”
A HISTORIC GIFT
April 28, 2017 was a historic day for Radford University and future generations of student-scientists thanks to the generosity of two of the University’s most dedicated supporters. Alumna Nancy E. Artis ’73 and H. Pat Artis, Ph.D. will contribute $5 million to Radford University to establish the Artis Endowed Scholarship Fund.

To date, this $5 million gift is the largest individual donation by an alumnus to Radford University. In appreciation, the University named the Artis College of Science and Technology in their honor. The College’s new name was announced and unveiled during a ceremony on the lawn of Reed and Curie Halls.

“Today, we announce a gift from Pat and Nancy Artis to Radford University for student scholarships in the College of Science and Technology,” said Radford University President Brian O. Hemphill, Ph.D. “Pat and Nancy’s generous gift will produce a lifetime of Artis Scholars, who will carry on the Artis Legacy, a deep love for science and technology and a strong desire to provide for others!” said President Hemphill.

It is anticipated that once fully implemented, the Artis Endowed Scholarship Fund will provide a $3,000 award to 67 Artis Scholars each year in perpetuity. Scholarship recipients will be high-achieving incoming freshmen and transfer students studying in the Artis College of Science and Technology.

Nancy E. Artis is a 1973 biology graduate of Radford University. She has served on the University’s Board of Visitors (2006-2013) and currently serves as a member of the College of Science and Technology Alumni Advisory Council and, as of Jan. 1, 2018, serves as the chair of the Radford University Foundation Board of Directors.

H. Pat Artis holds a B.S. from Virginia Tech (1971), an M.S. from Rutgers University (1976) and a Ph.D. from the University of Pretoria (1992). He currently serves as a professor of practice in the Kevin T. Crofton Department of Aerospace and Ocean Engineering at Virginia Tech.

The Artises own Performance Associates, Inc., a Pagosa Springs, Colorado-based company focusing on performance and replication for enterprise storage subsystems. The company provides educational and consulting services as well as a family of software products.

The Artises have been supporters of Radford University since 1987 and have contributed to many initiatives across the University, including in the College of Visual and Performing Arts, Radford University Athletics, the College of Business and Economics and the newly named Artis College of Science and Technology.

“As first-generation college graduates, Pat and I understand the value of education. We are pleased that our donation will enable current and future generations of students to access Radford University,” said Nancy E. Artis.

“Education is the single greatest investment that anyone can make in their life. We are honored to invest in the Artis College of Science and Technology that will further the education of many students to come,” said H. Pat Artis.
Radford University Foundation Inc.
Board of Directors

OFFICERS
as of Dec. 31, 2017

Dale Parris MBA '85, M.S. '11
Chair
Director of Development
YMCA of Roanoke Valley
Roanoke, Virginia

Nancy E. Artis '73
Vice Chair
Performance Associates Inc.
Pagosa Springs, Colorado

Marquett Smith '85
Treasurer
Retired
Verizon
Laurel, Maryland

Christopher Huther '88
Secretary
Partner
Wiley Rein LLP
Washington, D.C.

Richard S. Alvarez
CFO & Vice President for Finance and Administration
Radford University
Radford, Virginia

Nathaniel Bishop '88, Ph.D.
President
Jefferson College of Health Sciences
Roanoke, Virginia

Kenna M. Colley, Ph.D.
Interim Provost and Vice President for Academic Affairs
Radford University
Radford, Virginia

Darin M. Ely '93
President
Virginia Asset Group
Virginia Beach, Virginia

Keith Finch, J.D.
Partner
The Creekmore Law Firm
Blacksburg, Virginia

Brian O. Hemphill, Ph.D.
President
Radford University
Radford, Virginia

George P. Kite III '03
Chief Financial Officer
Call Federal Credit Union
Richmond, Virginia

Wayne Klotz '78
General Manager
I-95 Business Park Management LLC
Oak Hill, Virginia

Wendy Lowery
Vice President of Advancement
Radford University
Radford, Virginia

Michelle O’Connor '91
President and CEO
CMR Institute
Roanoke, Virginia

Richard D. Schwein Jr. '83
Asheville, North Carolina

Georgia Anne Snyder-Falkinham
President
Snyder & Associates
Blacksburg, Virginia

Kent T. Warren '91
President
ManTech Commercial Services
Falls Church, Virginia
Radford University Foundation Real Estate Management LLC
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Snyder & Associates
Blacksburg, Virginia

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Vice President
General Manager
I-95 Business Park Management LLC
Oak Hill, Virginia

Ronald D. Strawn ’83
Secretary/Treasurer
Founder & Co-Managing Member
Sandmar Properties LLC
Bethesda, Maryland

Robert P. Fox ’82
Principal
Benchmark Real Estate Solutions, LLC
Centreville, Virginia

Brian O. Hemphill, Ph.D.
President
Radford University
Radford, Virginia

Byron W. Holmes ’92 CCIM, SIOR
Vice President
Porter Realty Company Inc.
Richmond, Virginia

Christopher S. Huther ’88
Partner
Wiley Rein LLP
Washington, D.C.

John Lyon ’91
President
MAPS Parking, MAPS Maintenance, Park First
Alexandria, Virginia

Scott A. MacDonald
President
Re/Max Gateway
Chantilly, Virginia

Radford University Foundation Staff

(From left) Jeff Dishon (Staff Accountant), John Cox, CPA (Chief Executive Officer), Katie Sherbin (Student Intern), Lara Clark (Executive Assistant), Doug Walsh (Real Estate Manager) and Derek Neal, CPA (Controller).