

LONGWOOD
UNIVERSITY
FOUNDATION

Longwood University Foundation Report



Longwood University has been recognized as one of the best values in Virginia for higher education.

Still, pressures on state support for higher education require students and families to find other funds to cover the cost of college. For many, this is an insurmountable hurdle without scholarships and other financial aid.

Private gifts make college affordable, allowing students from diverse backgrounds to contribute meaningfully to their communities, families, and society as a whole.

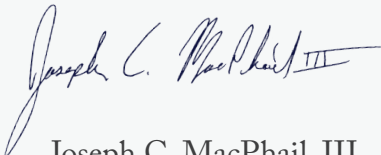
Since its first gift of \$25 in 1959, the Longwood University Foundation (“Foundation”) has been the philanthropic engine for private gifts of scholarship, faculty support, and student programs for Longwood University. As of December 31, 2020, LUF’s endowment of \$90.5 million helps provide \$2.1 million in scholarships for students and another \$657,000 for student experiences and faculty support. With your continued commitment to educating citizen leaders, even more can be done to make a Longwood University education available to students.

Founded in 1839 as a college for teachers, Longwood has developed a special skill for educating youthful minds. Even today, when other colleges and universities have moved toward a model of part time and adjunct instructors, Longwood University maintains the highest ratio of students to full time professors of any Virginia public university. Its small class sizes offer a personalized experience and ample opportunity to develop and practice leadership skills while learning and growing on campus.

We invite you to join our efforts to make opportunity available to the next generation of citizen leaders. Whether you contribute \$25, or \$25,000, \$250,000, or an estate gift, you make a significant difference in the success of students.

On behalf of the Board of Directors of the Longwood University Foundation, be assured that our entire focus is on the stewardship of your gifts, honoring donor intent, and creating as much benefit for Longwood today while preserving her for tomorrow.

With sincere appreciation for all that you do,



Joseph C. MacPhail, III
President
Longwood University Foundation, Inc.



The Foundation continues to achieve its mission of providing for the betterment of Longwood University and her students through the execution of sound investment portfolio management and administration of the endowment, operational and program funds along with administration of the endowment's scholarship awards. We also successfully coordinate our fundraising, reporting and donor relationship management with the University's talented Department of Institutional Advancement.

We strive to meet our long-term investment goals through the use of professional investment managers and self-directed funds. These goals include not only achieving investment return benchmarks to allow for continued growth in our scholarship payout, but also prioritizing the preservation of endowment principal and tight management of underlying investment risks. We continue to meet our investment benchmarks for 10-year average returns and through the use of a 12-quarter average of endowment market value calculation for scholarship distribution, limit the effects of any short-term market volatility.

Our Foundation Board members provide their personal expertise and talents to serve on Governance, Stewardship and Success and Finance committees, along with our Audit and Investment subcommittees. This oversight ensures the Foundation continues to follow its underlying operational, financial, risk and legal framework of bylaws and policies. The dedicated Foundation staff embrace an integrated organizational structure, helping keep our administrative costs to levels at or below similar sized Foundations.

Please accept our thanks for your continued commitment to the Foundation and Longwood University and we look forward to updating you again, soon.

T. Burt Hazelwood, CPA
Acting Executive Director



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OUR PURPOSE

Our purpose is to advance Longwood University through the stewardship of private gifts with the primary goals of providing scholarships and experiences for students, enrichment for faculty, and opportunity for Longwood.





What is the Longwood University Foundation?

The Longwood University Foundation, Inc., is a 501(c)(3) nonprofit organization devoted to advancing the mission of the University through private gifts.

The Longwood University Foundation has a rich and accomplished heritage. Private gifts are managed by the Foundation for the sole benefit of Longwood University as intended by each donor. The Foundation Board is an independent fiduciary devoted to Longwood University. As such, its primary role is to ensure the growth and timely, reliable distribution of endowed gifts and the immediate application of annual gifts according to the stated intent of donors and priorities of the University.



“

There is truly no school like ours, which makes Longwood feel even more like home.”

ABIGAIL DEGUZMAN

Class of 2020, Graduate Class of 2021

Reading, Literacy, and Learning

Chesapeake, Virginia

Longwood @ the Colorado River Brock Experience

STUDENT IMPACT

Highlights in History

1959

LONGWOOD UNIVERSITY FOUNDATION WAS INCORPORATED

Longwood University Foundation, Inc. (LUF) was incorporated on Friday, July 3, 1959 as a private, independent foundation affiliated with Longwood University. Devoted patrons of LUF strive to minimize cost as a barrier to education and help students graduate and live successful lives. Scholarships and enrichment experiences, provided through gifts to LUF, prepare students for a future of countless contributions to family and community over the course of their lives.

1989

LUF ASSETS REACH \$5.7 MILLION
\$175,255 IN SCHOLARSHIPS AND PROGRAMS ARE AWARDED

1980

LUF ASSETS EXCEED
\$1 MILLION

1997

LUF RECEIVES \$3.4 MILLION
GIFT FROM ANDREW W. &
DUVAHL RIDGWAY HULL '33

LUF ASSETS REACH \$14.7
MILLION

LUF AWARDS MORE THAN
\$500,000 IN SCHOLARSHIPS





2002

LANCER STUDENT INVESTMENT FUND ESTABLISHED

LUF sets apart \$250,000 to establish the Lancer Student Investment Fund (LSIF), a portfolio managed by students that provides opportunities for growth, knowledge, and real investment experience. Members of LSIF autonomously manage a collection of NYSE equities. Since its inception, LSIF has benefitted from the mentoring of Brad Watson of Davenport, LLC. In fact, LSIF has been so successful with their investments the members of LSIF committed to providing \$375,000 to join the Family Scholarship Program. After receiving matching gifts, this commitment established 25 new endowments which will provide \$25,000 in scholarships annually for students in the College of Business & Economics. In 2020, Foundation investments managed by LSIF surpassed \$1 million.

2017

LUF RECEIVES \$ 10 MILLION GIFT FROM MACON AND JOAN P. BROCK '64 FOR SCHOLARSHIPS AND TRANSFORMATIONAL EXPERIENCES

LUF ASSETS REACH \$80 MILLION

2009

LUF AWARDS \$1.1 MILLION IN SCHOLARSHIPS

December 2020

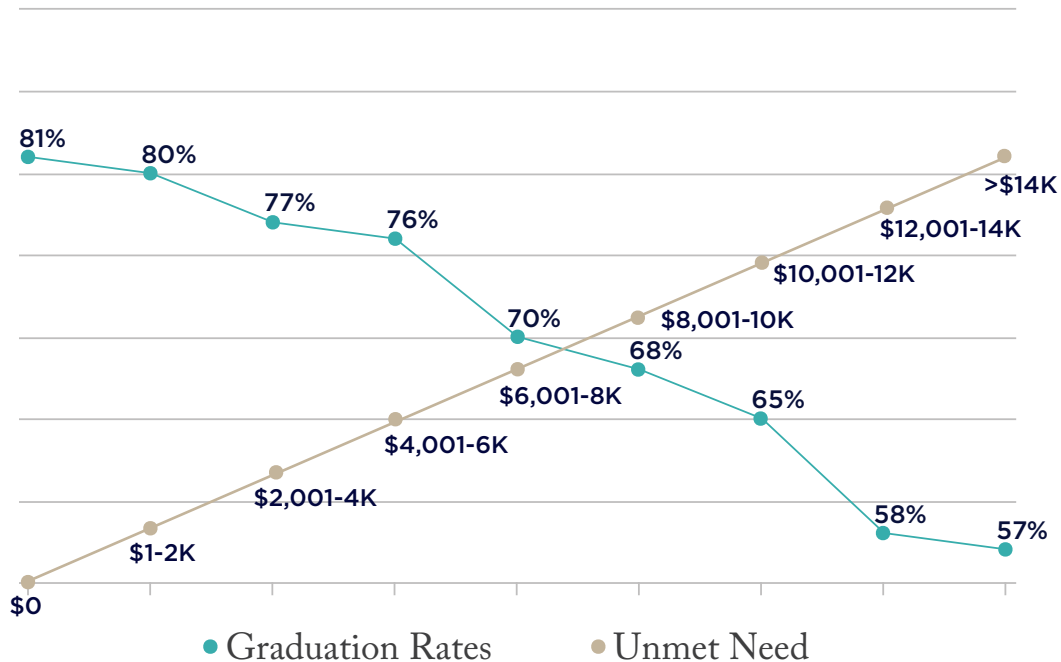
ASSETS REACH \$100 MILLION
LUF AWARDS OVER \$2.1 MILLION IN SCHOLARSHIPS

The Impact of Unmet Need on Graduation Rates



Even with the impressive efforts of Longwood University to keep costs down, state contributions for higher education continue to decline, making the cost of college insurmountable for too many students. Studies show that for every \$2,000 in unmet financial need, graduation rates fall by an average of 3%.

UNMET NEED COMPARED TO GRADUATION RATES



Source: State Council of Higher Education for Virginia, Financial Aid Funding Recommendation for Fiscal Year 2020-2021

Through the generosity of your gifts to date, the Foundation is able to provide about \$2 million per year, or 6% of the unmet need at Longwood. The University, Foundation, alumni, students, parents, and generous donors are committed to closing the financial gap and making the opportunity of an education affordable for Longwood students.

STUDENT IMPACT



JULIA HOLROYD

Class of 2022

Kinesiology

Haymarket, Virginia

The Joan Marshall Scholarship



I chose Longwood because it felt like home to me. I knew there would be opportunities to stretch myself in academics, leadership, and service.”

Who Gives and Why?

BY TAMMY BIRD JONES '81

When I think about the roster of contributors to Longwood, I see alumni looking back on a lifetime shaped by their college experience; recent graduates; parents of current and former students; faculty and staff, past and present; friends from the community; people who give from the head and the heart.

Investing in our students pursuing a higher education is investing in our future. The impact that a scholarship, no matter how large or small, has on a student lasts a long time. In today's world so many students graduate with years of debt, wondering how they will ever catch up financially. For others, their parents are struggling to put them through college. Receiving a scholarship provides obvious monetary benefits, but it also recognizes and celebrates hard work and achievement, and holds the recipients up as a model for others.

In addition to investing in the future, we are paying back our past. New alumni might find it difficult to start giving back monetarily to their university because of debts they have incurred from their own educational years, dreams of

purchasing a home, costs of building a career and family, etc. As a young alumnus/alumna reflects upon the profound difference that the alma mater has made in his/her life, I hope that they can embrace a culture of giving as a habit, no matter how large or small the gift is.

Older alumni may find themselves in situations when they can give more either while alive or through estate plans. No matter the personal situation, alumni and friends of the university giving back consistently provides sustainability needed for the endowment of scholarships and the provision of operating support. What better way to make a difference!

It is always inspiring to hear why people endow or help fund scholarships. First and foremost, on a personal note, I think about what Longwood has done for me. In addition to providing me with an excellent education and leadership opportunities, it made me who I am today. Because I was afforded a college education by my hard working parents, I find it fulfilling now to help others seeking an education through my giving. Endowing a

“ I found my voice during my time at Longwood, and I have carried that with me for 40 years. I am hopeful that my support will enable others to find their voice and carry it into our world.”

LIZ HARRIS '81

“ Longwood made me who I am today. I feel as if I’m home when I’m on campus. To have the opportunity to be a part of future students’ lives as they pursue an education at Longwood is really very special to me. TAMMY BIRD JONES ’81

scholarship can also serve as a way to honor a special person in your life. Most especially, it has been very rewarding to meet many of the scholarship recipients at the various dinners and ceremonies. To hear their stories, feel the gratitude in their voices, knowing that others have faith in them to support them, and to establish new relationships while maintaining connections in future years is an amazing gift to a donor!

I cannot emphasize enough the importance of every gift that is received by the Foundation. When a donor makes a gift, small or large, he/she is a cornerstone for student success, providing students with financial assistance and recognition of their achievements, and

for Longwood in its endeavors to provide experiences, opportunities, and preparation that will impact society in countless ways.

There are a multitude of ways people can support various foundations, causes and organizations. It is incumbent upon us to realize the importance of a college education and the rewards reaped from its benefits. Investing in scholarships provides donors with gratification and knowledge that they are making a positive difference to help young people, with the influence they will have upon society overall. There are a lot of things you can do with your money, but it’s hard to do anything better than that.



Longwood University Foundation Directors are committed to the success of students as evidenced by their commitment to establishing new scholarships. In 2019, LUF Directors Janie Evans '67 and Tammy Bird Jones '81 joined former LUF Director Patty Ramsey, Joan Brock, and the Lancer Student Investment Fund to pledge \$1,350,000. These gifts matched new donor gifts creating “families of scholarships” and 90 endowed scholarships that will initially pay out \$90,000 per year. In addition to the original gifts, 19 other scholarships were established by LUF Directors through the Family Scholarship Program. Through sound stewardship, LUF and University Advancement hope to inspire years of philanthropy that will grow these new scholarships in honor of the families who created them.



BROCK-RAMSEY FAMILY OF ATHLETICS SCHOLARSHIPS

Total Scholarships: 15
 Total Funds Raised: \$450,000
 Minimum Scholarships Awarded Annually: \$15,000



JONES FAMILY OF COOK-COLE COLLEGE OF ARTS & SCIENCES

Total Scholarships: 25
 Total Funds Raised: \$750,000
 Minimum Scholarships Awarded Annually: \$25,000



COLLEGE OF BUSINESS & ECONOMICS FAMILY OF SCHOLARSHIPS

Total Scholarships: 25
 Total Funds Raised: \$750,000
 Minimum Scholarships Awarded Annually: \$25,000

*Funded through
 Lancer Student
 Investment Fund*



EVANS FAMILY OF COLLEGE OF EDUCATION & HUMAN SERVICES SCHOLARSHIPS

Total Scholarships: 25
 Total Funds Raised: \$750,000
 Minimum Scholarships Awarded Annually: \$25,000



Longwood is what you make of it. The administration, in cooperation with the Board of Visitors and alumni, as well as faculty, truly work for the betterment of the campus community.”

IBRAHIM KANTE

Class of 2021

Political Science

Woodbridge, Virginia

Dabney Stewart Lancaster Scholarship

Geist-Jackson Scholarship

Shane T. Adcock Memorial Scholarship

Scholarships by the Numbers

ACADEMIC YEAR (AY) 2020-2021

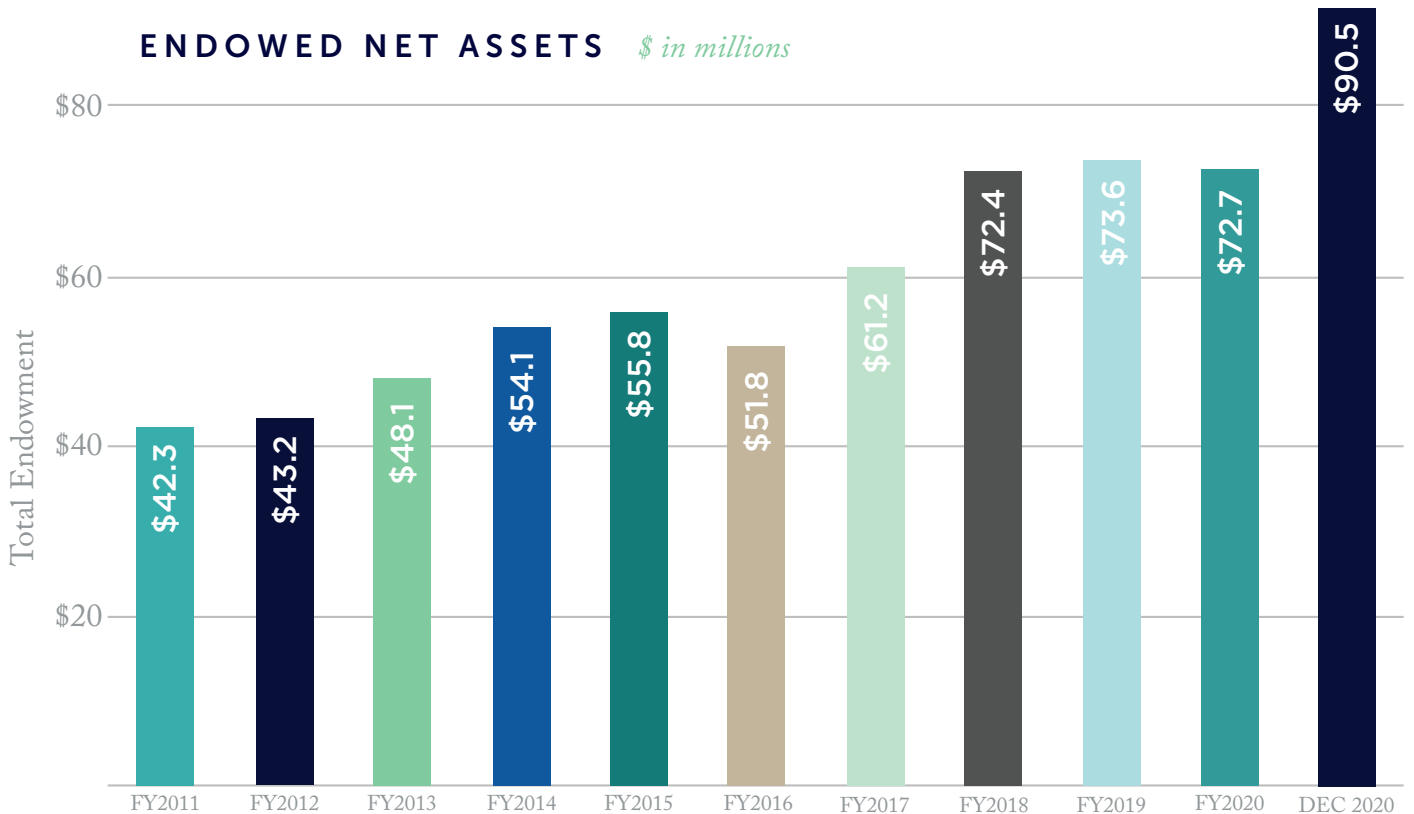
SCHOLARSHIP GROWTH & STATISTICS

854
SCHOLARSHIPS

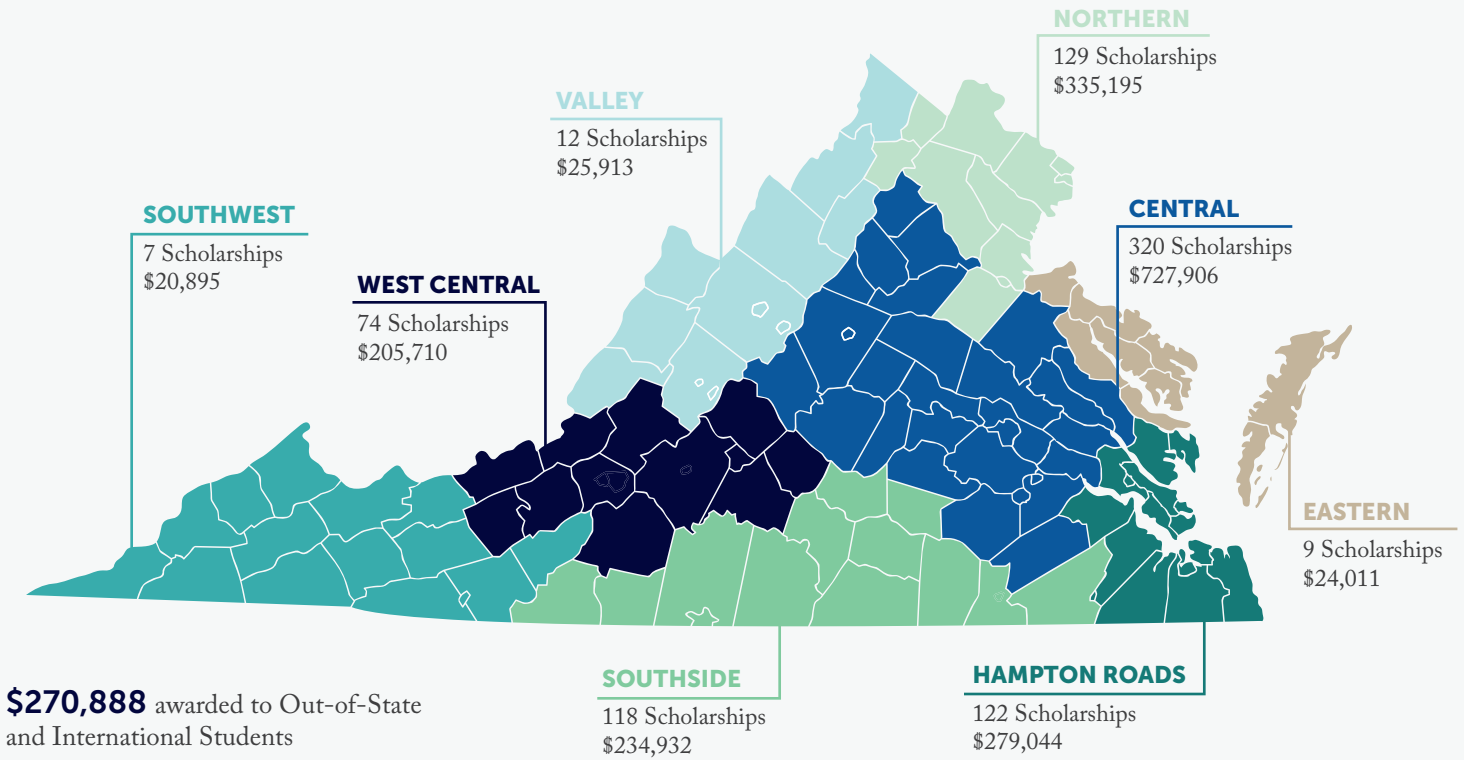
393
FUNDS

700
STUDENTS

\$2,124,494
IN SCHOLARSHIPS



IN-STATE SCHOLARSHIPS



SCHOLARSHIPS BY CLASS

Freshmen:	229 Students	253 Scholarships	\$591,448
Sophomore:	117 Students	137 Scholarships	\$440,098
Junior:	142 Students	178 Scholarships	\$420,003
Senior:	199 Students	272 Scholarships	\$654,181
Graduate:	13 Students	14 Scholarships	\$18,764

3.26

AVERAGE GPA
of Scholarship Recipients

FORECAST OF 2021-22 SCHOLARSHIPS

\$2.3 million

Endowed Scholarships

Scholarships help students with the costs of college and are awarded based upon the intent of each donor – all scholarships impact students, whether that impact is making college financially possible or recognizing their hard work and achievements.

A Grateful Alumna 1 Scholarship
A Grateful Alumna 2 Scholarship
A Grateful Alumna 3 Scholarship
Shane Adcock Scholarship
Cheryl L. Adkins '81 Scholarship
Dr. Mani Aguilar Scholarship
Margarette M. Aldredge Scholarship
Edna Allen Scholarship
Merry Lewis Allen Scholarship
Alpha Gamma Delta Memorial Scholarship
Altavista Group SBDC Scholarship
Alumni Legacy Scholarship
Nan Gilbert Aman Memorial Scholarship
Mary Farley Ames-Lee Scholarship
Anderson Family Scholarship
Dr. J. Harold & Wynona F. Anderson Scholarship
Leggette Andressen Scholarship
Nancy Andrews Scholarship
Ruth Denton Angleman Scholarship
ARAMARK Scholarship for Student Excellence
Susan Lawlor Arch Scholarship
Suzanne & Suzie Arena Memorial Scholarship
Jimmy Gayle Atkins Memorial Scholarship
Isabelle Ball Baker Education Scholarship
Shirley G. Barall Scholarship
Verna Mae Barr Scholarship
Dr. Paul T. Barrett Scholarship
Virginia Estes Bedford Memorial Scholarship
Mary Hanken & M. Hunt Berryman Scholarship
The Berryman Family Scholarship
Dr. Lee D. Millar Bidwell Scholarship
Bird-Jones Scholarship
The Bishop Scholarship
Bjorkholm/Walsh Scholarship
Herbert R. Blackwell Freshman Scholarship
Marian Margaret Beale Blair Scholarship
Eleanor W. Bobbitt Scholarship
Charles B. & Andrea G. Bolding Scholarship
Sonny Bolton Scholarship
Ida Bonicelli Trigiani & Irma Bonicelli Godfrey Scholarship
John Paul Borowiec Scholarship
Diane Bottoms Boxley Scholarship
Anne K. Bowman Memorial Scholarship
Branch Banking & Trust COBE Scholarship
Sue Yeaman Britton Education Scholarship
Macon & Joan P. Brock '64 Scholarship
Brown Family Scholarship by Frances Young Brown
Nancy Brown Richmond City Public Schools Scholarship
David K. Buchanan Freshman Scholarship
Linda Carter Burger '72 Scholarship
James Thomas Butler, Jr. Scholarship
Walter & Anne Ayers Butler Citizen Scholars
Call Me MISTER Scholarship

Charlotte Campbell Scholarship
Camper-Smith Scholarship
John E. Carr III Accounting Scholarship
Robert F. Carr, Jr. & Ann Steger Carr '75 Scholarship
Alice E. Carter Education Scholarship
Nancy Jane Jones Carter Music Scholarship
Barry J. & Donna P. Case Scholarship
Centra Southside Hospital Nursing Endowment
CHI Scholarship
Roy Clark Music Scholarship
Roy Clark Music Student Travel Scholarship
Class of 1934 Teacher Education Scholarship
Class of 1938 Scholarship
Class of 1939 Scholarship
Class of 1940 Scholarship
Class of 1941 Scholarship
Class of 1942 Scholarship
Class of 1943 Scholarship
Class of 1944 Scholarship
Class of 1945 Scholarship
Class of 1947 Scholarship
Class of 1948 Scholarship
Class of 1949 Scholarship
Class of 1950 Scholarship
Class of 1952 Scholarship
Class of 1953 Scholarship
Class of 1954 Scholarship
Class of 1955 Scholarship
Class of 1957 - Gleaves-French Scholarship
Class of 1958 Scholarship
Class of 1959 Scholarship
Class of 1960 Scholarship
Class of 1961 Scholarship
Class of 1962 Scholarship
Class of 1963 Scholarship
Class of 1964 Scholarship
Class of 1965 Scholarships
Class of 1966 Janet Gormus Murray Scholarship
Class of 1970 Scholarship
Class of 1971 Scholarship
Class of 1972 Scholarship
Class of 1989 Scholarship
Class of 1990 Scholarship
Class of 1991 Scholarship
Class of 1993 Scholarship
Class of 2004 Scholarship
Lewis & Lillie Clements Scholarship
Martha Stokes Cleveland Scholarship
COBE Alumni Advisory Board Scholarship
Charles & Medora Cocke Scholarship
Catherine Phillips Coenen Scholarship
Harold D. & Annie Mae Cole Scholarship
Waverly M. Cole Scholarship
Coleburn-Becker Scholarship
Evelyn M. Coleman Scholarship

College of Business Scholarship
 Collins-Cox Scholarship
 Marion Shelton Combs Education Scholarship
 Communication Sciences & Disorders Fellowship
 Marge M. Connelly Scholarship
 John R. Cook Scholarship
 Martha E. Cook Scholarship
 Randy & Mary Copeland Scholarship
 Dr. Charles W. & Angie A. Coppedge Scholarship
 Bigby Leon & Sarah Corbin Citizen Scholar Scholarship
 Corbin-Bigby Scholarship
 Cormier Honors College for Citizen Scholars
 Richard Thomas Couture Scholarship
 Kathleen Goodwin Cover Sociology Award
 Cory Holland Creason '14 Memorial Scholarship
 Oliver & Nancy Piland Creekmore '67 Scholarship in Arts & Sciences
 Oliver & Nancy Piland Creekmore '67 Scholarship in Education & Human Services
 Barbara L. Cridlin Scholarship
 David & Patricia Crute Scholarship for Citizen Leadership
 Arlene D. Cundiff Scholarship
 W. Hoke Currie Athletics Scholarship
 Betsy & R. Warwick Daniel Memorial Scholarship
 Lelia Holloway Davis Scholarship
 Rebecca Parker Davis 1959 Scholarship
 Jay Christopher Deboer Memorial Scholarship
 Decade of the 60's Scholarship
 Jacqueline Epes Devaney Citizen Scholar Scholarship
 Djorko-Charleton Family Scholarship
 William F. & Martha J. Dorrill Scholarship
 Downey/Hampton Roads Scholarship
 Draper/Barksdale Modern Languages Study Abroad Scholarship
 Carol Stoops Droessler Scholarship
 Ducharme Family Athletics Scholarship
 Lulie Evelyn Duke Scholarship
 Shirley Duncan Scholarship
 Jessie Ball duPont Scholarships
 B. Todd Dyer '93 Women's Soccer Scholarship
 Robert P. Webber Scholarship
 Martha Cooke Elder Scholarship for Citizen Scholars
 George P. Elliot Education Scholarship
 George P. Elliot Scholarship
 Betty Jane Shackelford Ellison Memorial Scholarship
 Mary Christian & Rachel Louise Elmore/Royall Scholarship
 English Education Scholarship
 Virginia Gee Erickson Citizen Scholar Scholarship
 Tammara Marie Estes Scholarship
 Janie Wall Evans Scholarship
 Faculty Development Endowment
 Farmer Family Scholarship
 Farmville Alumni Chapter Book Scholarship
 Page Tolleson Faust '62 Memorial Scholarship
 Carey Jeter Finley Scholarship
 First North Carolina Company Jamestowne Society Scholarship
 JoAnn L. Fivel Scholarship
 Beverly Kersey Flowers Scholarship
 Robert E. Ford, Jr. Scholarship
 Jennifer Erin Foster '05 Scholarship
 Patricia Skinner Foster Memorial Scholarship
 Paul & Frances Fox Scholarship
 Frank-Webb Scholarship
 Marion Camper Fuller Scholarship
 Gamma Theta Kappa Delta Scholarship
 Jettaka McGregor Gammon Scholarship
 Mrs. Bessie M. Land Gaskins Teacher's Scholarship
 John Allen Gaskins Scholarship
 Dr. Ray A. Gaskins Basketball Scholarship
 Dr. Ray A. Gaskins Honors Scholarship
 Dr. Ray A. Gaskins Math & Computer Science Scholarship
 Edna Dawley Gibbs '34 Scholarship
 Nell H. Griffin Scholarship
 Margaret Helm Gilmore Scholarship
 Husie and Evelyn Hutcheson Glenn Scholarship
 Otelia Darden Godwin Memorial Scholarship
 Golden Corral Scholarship
 Lillie Evelyn Goodrich Scholarship
 Sue Simmons Goodrich Scholarship
 Diane Stout Grant Fellowship
 Franklin & Nita Grant Scholarship
 Phyllis P. Grant & Evelyn P. Buccelli Scholarship
 The Patricia Finn Graves Scholarship
 Elmon T. & Pamela B. Gray Memorial Scholarship
 Margaret L. Grayson Scholarship
 Dorothy Martin Green Scholarship
 Janet D. Greenwood Scholarship
 Jessie Schnopp Grigg Memorial Scholarship
 Connie Knighton Grimsley Memorial Scholarship
 Marjorie Matthews Grizzard Scholarship
 Jett Carter Groves Scholarship
 James C. Gussett Scholarship
 Nancy Anderson Haga Scholarship
 Pauline B. Haga Music Scholarship
 Helen McGuire Hahn Scholarship
 Virginia Blanton Hanbury Scholarship
 Hansen Family Scholarship
 Dr. William R. Harbour Scholarship
 Sally Barksdale Hargrett Academic Scholarship
 Lois Barbee Harker Scholarship
 Edith Sibold Harper Memorial Scholarship
 Elizabeth R. Harris '81 & Elizabeth F. Harris '11 Scholarship
 Alton M. Harvill, Jr. Scholarship
 Susan Michael Harwood Memorial Scholarship
 Calvin P. Hatcher Scholarship
 Rob Havey Leadership Scholarship
 Rachel L. Hazelwood '19 Citizen Leadership Scholarship
 T. Burt & Sarah Hazelwood Family Scholarship
 Healy-Hallock Family Scholarship
 Heintz-O'Neil Scholarship
 Paul P. Hicks, Jr. Scholarship
 Martha Walton High Scholarship
 Mary Clay Hiner English Scholarship
 Victoria Johnson Hoffius Scholarship
 Margaret Murray Holland Scholarship
 Pamela Gustafson Holley Biology Scholarship
 Faye Charleton Hopkins Memorial Scholarship
 Mildred Davis House Scholarship
 Billie Stebbins Hubbard Scholarship
 Dorothy Owen Hubbard Scholarship
 Drew & Risa Hudson Family Scholarship
 Drew & Risa Hudson Scholarship for Study of Geriatric Care
 Hull Biology Scholarship

Endowed Scholarships

Hull Mathematics Scholarship
Hull Music Scholarship
Duvahl Ridgway & Andrew W. Hull Foundation
Dr. Neil J. Humphreys Scholarship
Olive T. Iler Physical Education Scholarship
Mamie Gerdes Ingham Citizen Scholar Scholarship
Caroline Ferguson Irons Scholarship
Jack Jacques/Delta Sigma Pi Scholarship
Jackson Longwood Scholarship
Elizabeth Burger Jackson Athletic Scholarship
Jamerson & Cunningham Memorial Scholarship
Jarman Chair Scholarship
Jarman Honors Scholarship
Jarman Longwood Scholarship
Jarman Theatre Scholarship
Jason Foundation Fellowship
Darrell L. Jenkins, Sr. Men's Basketball Scholarship
Mary Elizabeth Daniel Jones Scholarship
Pearl H. Jones Scholarship
Tamara Bird Jones Outstanding Student Teacher Award
Norma Jean Croft Joyner Honors Scholarship
Albert W. & Mary N. Joynes Scholarship
Kappa Delta Founders Scholarship
Keaton Coleby Elam Busser Communication Studies Scholarship
Peggy Kennedy Memorial Science Scholarship
Jerome Kersey Men's Basketball Scholarship
Nancy Tanley Kilgore Scholarship
Mary Puckett Asher King Scholarship
The Kinzer Scholarship in Music
Maria Sergeivna Konovaloff 1965 Scholarship
Helen MacLean Agnew Koonce '51 Memorial Scholarship
Dabney Stewart Lancaster Scholarship
Lancer Club Advisory Board Scholarship
Lancer Legacy Scholarship
Dr. Merle & Mrs. Emily Landrum Scholarship
Ripon & Claire LaRoche Scholarship
Eboni L. Lee '01 Athletics Scholarship
Ruth & Mike Lewandowski Athletics Scholarship
N. Charles Lilley Scholarship
Lockridge Coleman Scholarship
Dr. Patton Lockwood Memorial Scholarship
Longwood Black Alumni Scholarship
Longwood University Foundation Board Scholarship
Sue Puckett Lush Scholarship
Lynchburg Chapter Scholarships
Phyllis L. Mable Citizen Leadership Award
Linda Marie Hall Mahorney Scholarship
R. Kenneth Marcus Scholarship
William Margiloff & Colleen McCrink Scholarship
The Edith May Marshall Scholarship
Eloise Hodges Martinelli Scholarship
Marlene Armour Mathers Scholarship
Katharine A. Maugans Citizen Scholars Scholarship
McAnulty Scholarship for Nursing
Mark D. McArdle Scholarship
Paula C. McDonough Scholarship
Page & John McGaughy Scholarship
Christina & Kathryn McGinn Scholarship
McGrath-Lewis Eastern Shore Scholarship
Wayne McWee Scholarship
The McWilliams Family Scholarship
Thomas Edward Meadows Jr. & Michelle Evette Meadows Softball Scholarship
Meese-Wallace Exceptional Children Scholarship Memorial & Honor Scholarship
Donald A. Merkle Scholarship
Frances Anthony Meyer Scholarship
Harriet Butterworth Miller & William Tomlinson Miller Scholarship
Todd Davis Miller Rugby Memorial Scholarship
Thomas & Martha Moffat Merit Scholarship
Denise Hardie Monette Memorial Scholarship
Nancy I. Moore Nursing Scholarship
Billie Morgan Scholarship
Pattie P. Morrow "Pay It Forward" Scholarship
Mortarboard Scholarship
Barbara "BJ" Moss Scholarship
C.G. Gordon Moss History Scholarship
Dr. John Langdon & Barbara Greenquist Moss Scholarship
Moton Legacy Scholarship
Lucille B. & Thomas Wiley Murphy Honors Scholarship
Murphy-Lione Family Scholarship
John Henry Murry III Memorial Scholarship
David E. Napier Memorial Scholarship
S. Virginia & Berta M. Newell Education Scholarship
Elizabeth Savage Newlin Scholarship
Oakey Family Scholarship
Andrew O'Brien Memorial Scholarship
O'Hara-Waldo Scholarship
Mary Kay, Pearl & Waller Orr Scholarship
Elizabeth Wright Otey Scholarship
Elizabeth Overbey Omohundro Scholarship
M. Ralph Page Scholarship
Margaret Elizabeth Murdoch Page '66 Scholarship
Elizabeth Thompson Patrum Scholarship
Ruth Jennings Adams Patton Scholarship
Addison Payne Memorial Scholarship
Kenneth Perkins & Marie Hoge-Perkins Scholarship
Charlotte Newell Phillips Scholarship
Jane Royall Phlegar Scholarship
Piland-Russell Scholarship in Education & Human Services
Piland-Russell Scholarship in Arts & Sciences
Marvin L. & Lelia W. Pollard Scholarship
Elizabeth Cohen & Robert Dean Pope Scholarship
Beverly Wilkinson Powell Scholarship
Lacy W. & Audrey C. Powell Biology Citizen Scholar
Kyle Profflet, CFA, CPA Memorial Scholarship
Prillaman-Davis Scholarship
Witt & Phyllis Stancill Pruden Citizen Scholar
Joseph P. Pugarelli Memorial Nursing Scholarship
Florence Lee Putnam Memorial Scholarship
Helen B. & Ellis H. Putney, Sr. Memorial Scholarship
S. Waverly and Annie V. Putney Scholarship
Maude Glenn Raiford Faculty Award
Patty & Jerry Ramsey Scholarship
Ranson Eminent Scholar
Kathleen Ranson Teacher Education Scholarship
Real Estate Foundation Board Scholarship

Norma Redmond Memorial Scholarship
 Register-Sharp Family Scholarship
 Randy Reynolds, Jr. & Clay Caperton Scholarship
 Sean Rodway Reynolds Memorial Scholarship
 Ruth & Evelyn Richeson Memorial Scholarship
 Margaret Nuckols Roberts Scholarship
 Elizabeth Rebecca Robertson Johnson & Frances Bland
 Robertson Fiveash Nursing Merit Scholarship
 Elizabeth Agnew Rosenberg Memorial Scholarship
 Elizabeth Garrett Rountrey Scholarship
 Rust Teacher Education Scholarship
 Dr. Sue Saunders Endowment for Counselor Education
 William E. & Carol R. Schall Fellowship
 Drs. Marvin & Dorothy Schlegel Prize
 Mary Tabb Johnston Schubert '72 Scholarship
 Genevieve Moseley Schwartz Scholarship
 Dr. Marvin W. Scott & Mrs. Lee Warriner Scott '62 Scholarship
 Catherine Meriwether Scott Scholarships
 Marvin W. & Mary Lee Warriner Scott Nursing Scholarship
 James & Mildred T. Seat Scholarship
 Elizabeth Grey Sexton Memorial Scholarship
 Seba B. Sheavly Science Scholarship
 Diane Sheffield Sociology/Anthropology Scholarship
 Short Pump Ruritan-Civic Foundation Scholarship
 Siddons/Bailey Scholarship
 Sigma Alpha Iota Rose Scholarship
 Maria Milian Silveira Scholarship
 Simkins Southern History Award
 Hylah Hope Camp Simmons Scholarship
 Ann Snyder Simmons Fellowship
 Simmons/Kappa Delta Pi Scholarship
 Dr. R. C. Simonini Scholarship
 R.C. Simonini Memorial Book Award
 Dr. Mayling E. Simpson '68 Scholarship
 Helen B. Simpson Scholarship
 Barbara B. Smith Scholarship
 Clara Duncan Smith Longwood Scholar
 Richard F. & Linda P. Smith Music Scholarship
 Dr. Maurice Sneller Scholarship
 SNVC Institute for Leadership MBA Fellowship
 SNVC Institute for Leadership Undergraduate Scholarship
 Susan Eddy Soza & William Soza Scholarship
 Mildred A. Spindle Scholarship
 Neil Andersen Sprague Freshman Composition Award
 Rosemary Sprague Memorial Scholarship
 Rosemary Sprague Quasi-Endowed Scholarship
 Alice C. Stallard Endowed Scholarship
 Maria Bristow Starke Scholarship
 Patricia Wise Steinhauer Alpha Gamma Delta Scholarship
 Patricia Wise Steinhauer Teacher Scholarship
 Edith Stevens Science Scholarship
 Stokes-Barnes Memorial Scholarship
 Anita Carol Stowe '77 Athletics Scholarship
 Edith Goff Street Scholarship
 Dr. Donald Cameron Stuart III Memorial Scholarship
 Dr. William "Bill" Stuart Memorial Scholarship
 Florence H. Stubbs Longwood Scholar
 James & Nancy Harris Sublett Legacy Scholarship
 Adam & Lacy Sunukjian Scholarship
 Talley Tribute Scholarship
 Ashley Warren Taws Scholar Athlete Award
 The Tawse Scholarship
 Garrett A. Taylor Memorial Scholarship
 Teacher Education Centennial Scholarship
 Team Martin for the Win Scholarship
 Dr. James Thornton '85 & Mrs. Mary Larkin Thornton '88
 Scholarship
 Camilla C. Tinnell and Wayne H. Tinnell Scholarship
 Wayne H. Tinnell-Hines Scholarship
 Camilla C. & Helen B. Tinnell Scholarship
 Wayne H. Tinnell Biology Scholarship
 Jerolien Tanner Titmus Scholarship
 Frances W. Titsworth Scholarship
 Mary Tolley Scholarship
 TowneBank Art Scholarship
 TowneBank Longwood Scholar
 Marjorie Crismond Tremaglio Scholarship
 Joyce M. Trent Psychology Scholarship
 David & Lynn Tucker Scholarship
 Larry C. & Elizabeth W. Tucker Scholarship
 Michael Tucker Baseball Scholarship
 Mary Jane Vaden Scholarship
 Verhappen Family Athletics Scholarship
 Beverly Gaskins Vincent Scholarship
 Lula B. & JC Vincent & Brenda Vincent Cross Scholarship
 Ilma von Schilling Scholarship
 Virginia Price Waller Education Scholarship
 James E. Walmsley Scholarship
 Eleanore Smith Walsh Scholarship
 Lady Boggs Walton Scholarship
 Lucile Walton Art Scholarship
 Lucile Walton Biology Scholarship
 Hunter & Llewellyn Watson Scholarship
 Virginia & Brad Watson Scholarship
 Louise Brightwell Watson Education Scholarship
 Margaret Hunter Watson Scholarship
 Virginia D. Watts Citizen Scholar Scholarship
 Shelby Waugh Award for Excellence
 Wells Fargo Bank Diversity Scholarship Program
 Wells Fargo Bank Scholarship
 Wertz Family Scholarship
 Rena Weld Wheeler Memorial Scholarship
 Brian F. Whetzel Scholarship
 Edward M. & Mattie Leigh Fretwell Whitlock Scholarship
 Joyce G. Whitlock '61 Scholarship
 William Ferrell Whitlock '80 Scholarship
 Wilcox-Ross Scholarship
 Elizabeth Mann Wilds Memorial Scholarship
 Wilkinson-Bock-Whitlock DKG Educ Scholarship
 Henry I. Willett, Jr. Longwood Scholar
 Bobby L. & Mary Lee Williams Scholarship
 Frances Roberdeau Wolfe Longwood Scholar
 Betty Gail Payne Wolfrey Scholarship
 Francine Richardson Woodward & John W. Woodward
 Scholarship
 Helen Cody Wright Scholarship
 Margie Lee Culley Wygal Scholarships
 Tal Yeatts Scholarship

Endowed Programs

Programs provide essential resources to develop and assist students beyond the classroom and often beyond the campus allowing students to expand their knowledge, experience and opportunity.

Alumni Lecture Series
Anthem Practicum in Health, Recreation and Kinesiology
Athletic Scholarships General-Quasi-Endowed
Badger-Magnifico Mathematics Award
Peggy Bangham Endowment for Studying Abroad
Barbara Lee Bishop Eminent Scholar Endowment
Brock Endowment for Transformational Learning
Helen E. Castros Fund (Female Teams)
Chamber Music Series Endowment
Kathleen Florence Clark Fund
Class of 1967 Endowment for Speech, Hearing, & Learning Services
COAS-Rotunda Endowed Fund
Cook-Cole College of Arts & Sciences Fund
Cook Symphony Fund
Cormier Honors College for Citizen Scholars Program
Dan Daniel Senior Award
Patty Dakhli Award for Living Folk Artists
Dos Passos Author Award
Suzanne Frailie DuBose Operating Endowment
Faculty Enrichment
Carson & Sharon Coulter Gibb Fund
Sharon Coulter Gibb: Moss Lecture Fund
Grimsley Social Studies Book Purchase
Melissa A. Haislip Memorial Nursing Award
Hardy House Endowment
HSF End-Education/Programs
HSF End-Maintenance
HSF END-Manager
Dr. James W. Jordan Archeology Field School Endowment

Kraemer Family Graduate Assistantship
FASA@LCVA - Director Endowment
Wells-Bishop LCVA Internship
Barbara Bishop LCVA Lecture Series
LCVA-Program Endowment
LCVA - Curator of Programs Endowment
LCVA Oppenheimer Fund
LCVA - Jack Blanton Fund
LCVA - Jacqueline Wall School Programs Educator Endowment
LCVA-Quasi-Endowed Operating
Library Endowment
Jane Aman Liepis Research Award for the Arts
Alice Lemmon Lockridge & Virginia Lee Coleman Fund
Longwood Cares - Emergency Endowment for Students
McGaughy Center Endowment
McGaughy Center for Professional Development
Mottley Art Purchase
Mary Ellen Munoz Archaeology Field School Fund
Shiv Sharma Memorial Endowment
Wilma Register Sharp & Marc Boyd Deanship
Rita M. & Hilary M. Smith Fund
Sprague Cultural Enrichment
Staples Lecture Series
Ruth Tillet '49 & Virginia Tilette Speech, Hearing, and Learning Services Operating Endowment
Elsie Stossel Upchurch '43 Scholarship Fund
Warriner-Burke Archeology Field School Endowment
John D. & Jean Cunningham Wilson International Travel Fund
Henry A. Yancey, Jr. M.D. Endowment

HSF - Hill Springs Farms
LCVA - Longwood Center for Visual Arts

PROGRAM EXAMPLES

Brock Experiences for Transformational Learning

In 2016, a generous gift from Joan '64 and Macon Brock created the Brock Experiences for Transformational Learning, a growing group of immersive, citizenship-focused courses at sites around the United States – the kinds of unique experiences that students won't find at any other institution. Exploring the important issues of our time, new courses are announced each fall after selection from faculty proposals. New courses undergo a two-year development and trial period, after which the course joins other fully developed courses as options for Longwood students. Courses typically take place during the summer and involve travel to a place to learn firsthand about an unresolved civic issue from a variety of perspectives.



McGaughy Center for Professional Development

In 2003, John B. and Page '46 Cook Axson McGaughy established and endowed the McGaughy Internship & Professional Development Center in the College of Business and Economics (CBE) at Longwood University. The McGaughy Center, located in Hiner 103, is one-stop-shopping for academic needs. The center provides assistance in three main areas: Undergraduate Services for Business & Economics programs, Internship & Professional Development, and Masters in Business Administration Program. The McGaughy Center manages the working relationship between interning CBE students, their supervising faculty and their host internship company. CBE students follow a strategic progression when preparing for their required-for-graduation internships, including seminars, cover letter and resume preparation, communication with faculty, preparation of contractual documents, and much more.

Internships allow students to enhance their classroom education with real world experiential learning, while adding value to hosting internship companies by applying their technical and professional skills to projects and assignments. As such, internships are a “win-win” for students and their hosting internship companies.



The Cook-Cole Symphony Fund

The Cook-Cole Symphony Fund was established by a major gift in 2014 from alumnus John Cook '52, in remembrance of Dr. Waverly Cole and for the purpose of creating an annual collaboration between Longwood University and the Richmond Symphony Orchestra (RSO). Since that time the fund has enabled Longwood to host a public concert by the RSO each year, in Jarman Auditorium. The events have proven highly popular with staff, students, and concert-goers from a wide radius throughout Piedmont Virginia. The collaboration has provided many with their first opportunity to see a live performance by a top-notch

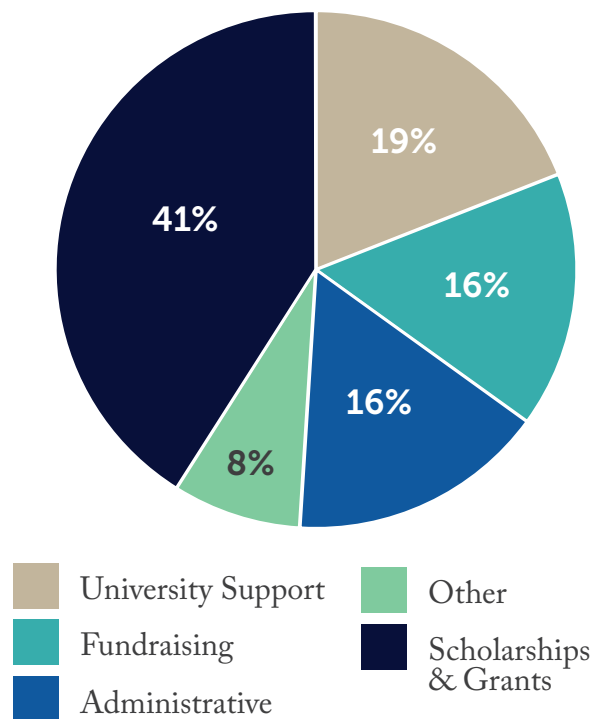
professional orchestra, and annual visits help the RSO extend its engagement with new audiences beyond its home base. For the future, the fund also has provisions for the RSO to extend educational support as the Longwood Department of Music works to develop a new program of instruction and student performance on stringed instruments.



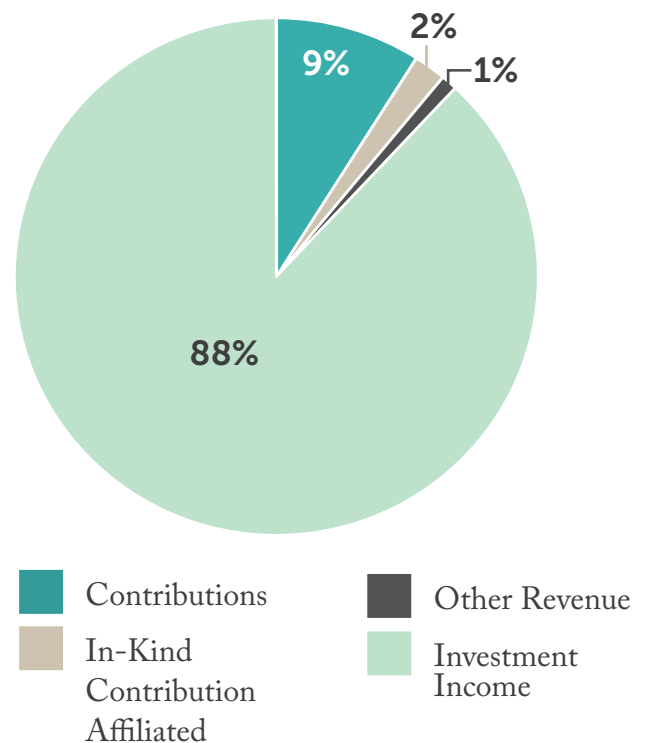
Financial Overview

The Foundation ended 2020 with over \$100 million in net assets, including \$90.5 million in the endowment for the benefit of student scholarships and programs. As in previous years, the Foundation demonstrated a strong capacity to be a reliable and generous source of funding for University students and programs.

FOUNDATION EXPENSES
PERIOD ENDING 12/31/2020



FOUNDATION INCOME
PERIOD ENDING 12/31/2020

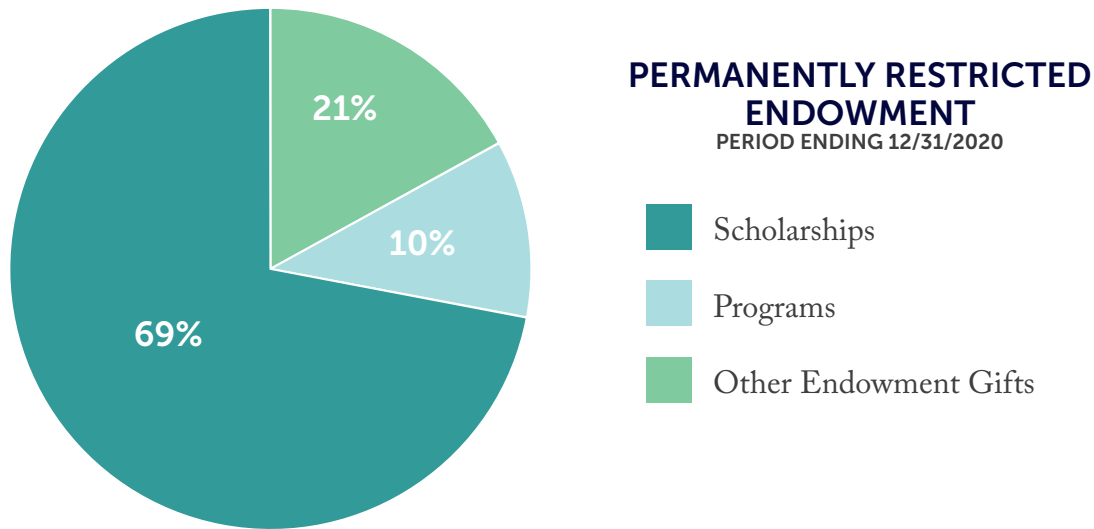


Total benefit transferred by the Foundation to the University for Academic Year 2019-2020 exceeded \$4.5 million, including \$1,787,816 for scholarships and \$2,794,228 for program and annual gifts. Administrative expenses to operate the Foundation were \$705,097.

Gifts raised by Institutional Advancement and received by the Foundation in Academic Year 2019-2020 totaled \$2,907,924. Gifts to be spent in the current year were transferred to Longwood University and gifts intended for the endowment were invested for the benefit of future spending for student scholarships and programs.

Additional revenue was earned from the sale of mitigation banking credits as a result of environmental improvements at Hull Springs Farm. This revenue is held by the Foundation until requested by the University for expenses related to operations and capital projects associated with the 600-acre farm in Westmoreland County.

Important and timely new initiatives in 2020 included the acceleration of \$9 million in new gifts by one year (8 quarters of maturity rather than 12), adding \$363,000 in new funding for scholarships and programs in academic year 2020-2021.



Financial Overview *continued*

INVESTMENTS

The Foundation's investment strategy and asset risk management is implemented through the use of qualified investment managers and certain self-directed investment allocations. Monies invested are diversified and rebalanced in line with asset allocation and risk mitigation policies. Our goal is to achieve a 10-year average annual return of 8%+ in order to meet our scholarship awards and administrative funding needs while allowing the endowment to grow at a pace to potentially offset any inflationary pressures from tuition increases.

For the year ending December 2020, the Foundation's investment portfolio, while incurring significant volatility, ended the year exceeding both its short term and 10-year average return benchmarks. Our external investment managers continue to execute appropriate yield related risk reward strategies in line with our goal of preservation of principal while seeking growth.

SPENDING

The Foundation spends approximately 1.25% of the endowment on operating costs each year. These operating costs increased during the past year as part of a planned effort to upgrade certain management positions, implement new reporting and analysis capabilities and the transfer of the scholarship awarding and administrative processes from the University to the Foundation. Along with

those costs, the Foundation allocates money to its reserves and provides certain contributions to fundraising and other University areas, along with operating improvement projects. We seek to keep the total administrative fee charged to the endowment at 1.50% annually.

In order to minimize the impact that short term market volatility and fluctuations have on endowment market values, The Foundation calculates its scholarship award spending based on a 12-quarter trailing average. Currently we use a 4% spending rate on that averaged balance to provide for funding scholarship commitments to the University's students and programs.

CONCLUSION

The Foundation has a long history of strong stewardship to our devoted donors and continues to meet all regulatory reporting requirements while also receiving annual audits of our Consolidated Financial Statements. As state and federal support for higher education continues to decline as a percentage of underlying need, the Foundation and University recognize the importance of growing our endowment as a way to attempt to make the educational experience affordable for students. We seek to grow our endowment through sound investment policies, balanced spending and the continued generosity of donors who are committed to providing support for our future citizen leaders.

STUDENT IMPACT



“There is something here
for everyone.”

CURRAN ATKINSON

Class of 2021

Environmental Science

Yorktown, Virginia

Jettaka McGregor Gammon Scholarship

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 Investment Ad Hoc Subcommittee,
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 Glen Allen, VA
*Stewardship & Student Success,
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Executive, Governance



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 Director since 2014
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Stewardship & Student Success



Mr. George Melnyk, Jr.
 Director since 2020
 Virginia Beach, VA
Finance



Dr. Charles D. Ross
 Director since 2014
 Farmville, VA
Governance



Dr. Sue Saunders
 Director since 2018
 Williamsburg, VA
Stewardship & Student Success



Ms. Mary Thornton '88
 Director since 2016
 Smithfield, VA
Stewardship & Student Success



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 Leesburg, VA
*Executive Governance, Audit
 Subcommittee, Nominating
 Subcommittee*



Mr. Brian Whetzel '83
 Director since 2016
 Fredericksburg, VA
Finance

EX-OFFICIO DIRECTORS

- | | |
|------------------------------|--|
| President Taylor Reveley, IV | <i>University President</i> |
| Mr. T. Burt Hazelwood | <i>Acting Foundation Executive Director</i> |
| Ms. Louise Waller | <i>University Vice President of Administration & Finance</i> |
| Ms. Courtney Hodges | <i>University Vice President for Institutional Advancement</i> |
| Ms. Lucia Anna Trigiani | <i>University Board of Visitors, Rector</i> |
| Ms. Eileen Anderson | <i>University Board of Visitors Representative</i> |
| Mr. Christopher Tunstall | <i>Alumni Association Representative</i> |
| Ms. Davice Jones | <i>Student Government Association Treasurer</i> |
| Mr. Kevin Hutzler | <i>Lancer Student Investment Fund Manager</i> |

Our Staff

The Foundation maintains an efficient staff of talented people managing gifts, investments, and distributions for the benefit of Longwood University, its students and faculty. Our staff collaborates with the University to understand its priorities and engages with scholarship recipients to connect them with donors and opportunity.

FULL-TIME STAFF:



T. Burt Hazelwood, CPA
Acting Executive Director



Dian Dyckes
Controller



Cheryl Baggs
Director of Operations

ENGAGED CONSULTANTS (PART-TIME):



Mike Moore, CPA
*Fahrenheit Advisors,
OCFO*



Amy Carneal, CPA
*Fahrenheit Advisors,
Senior Accountant*

How to Give

For more information about LUF, the work we do or ways to increase the endowment in support of scholarships, please contact us at (434) 395-4879.

Longwood University Foundation, Inc.
201 High St., Lancaster G-28
Farmville, VA 23909
longwood.edu/foundation

