

DONOR IMPACT REPORT BY THE NUMBERS

FISCAL YEAR 2019-2020

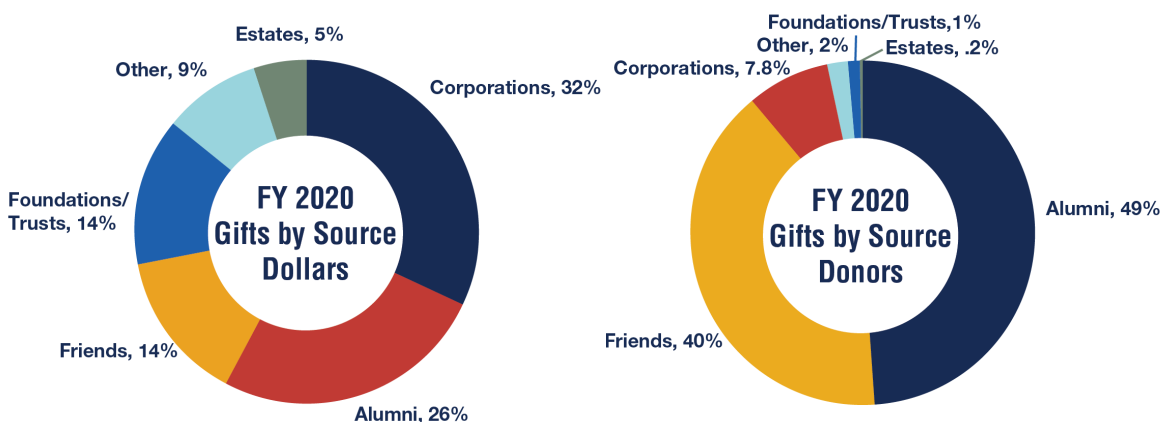
FY 2019-2020 Development, Finance, Investment Overview

Asset Management

Total Foundation assets were \$1.9 billion as of June 30, 2020. Included in total assets are endowed assets, non-endowed assets, and assets managed by the Foundation for WVU affiliated agencies including WVU Hospitals, WVU Research Corp., and other University affiliates.

New Gifts and Pledges

New gifts and pledges received for the fiscal year totaled \$197.8 million. The combined gifts were made by 20,609 donors in 42,996 transactions.



Support

Donor gifts enabled the Foundation to disburse approximately \$74.7 million in funds on behalf of the University to support many purposes, including scholarships and fellowships; academic program development; chairs and professorships; faculty development and research; equipment and facilities; and libraries. Over the past five years, the Foundation has provided the University with \$428 million in direct support. Of the \$74.7 million disbursed in fiscal year 2019-2020 to the University, \$14.8 million (or 20%) was directed toward student scholarship support, which made attendance at WVU a reality for many students by easing the financial burden. Another \$26 million (or 35%) was directed toward salaries and benefits, which enabled the University to attract and retain high caliber faculty for teaching, research and public service, and \$16 million (or 21%) was provided for capital projects and equipment.



Operating Expenses

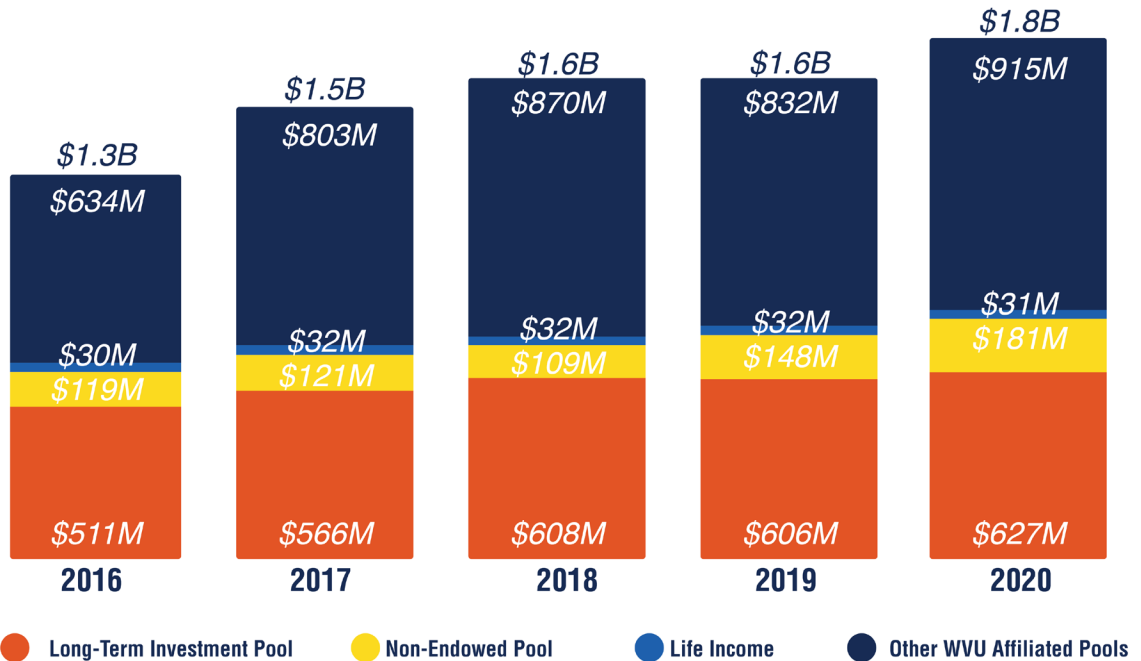
The Foundation’s annual operating expenses totaled \$16.9 million during the 2019-2020 fiscal year, representing less than 1% of total assets under management. Each donor’s gift is applied directly to the purpose for which it is given. No unrestricted gifts are used to fund Foundation operations.

Direct fundraising costs for the year were \$11.5 million. Fundraising costs compared to new gifts and pledges of \$197.8 million generated a revenue-to-expense ratio of 17 to 1.

Investment Management

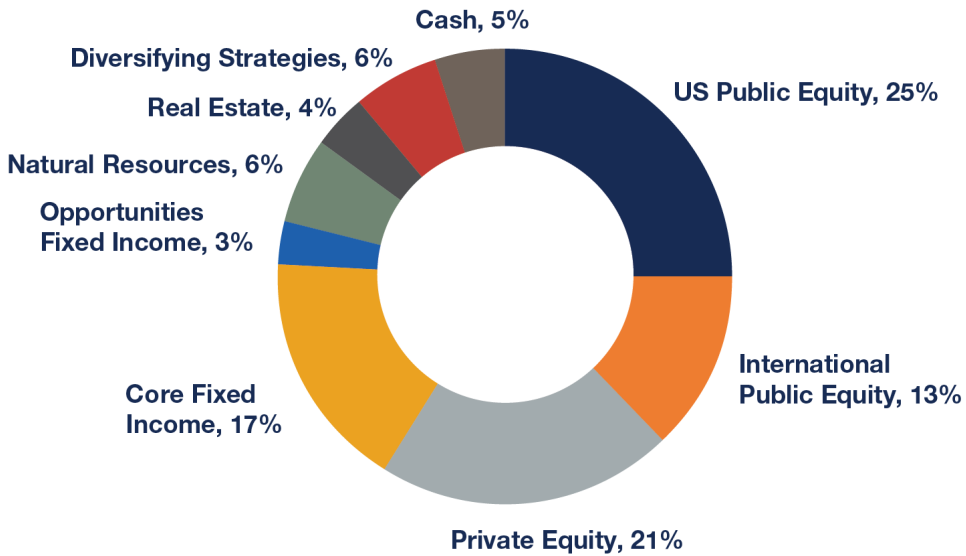
The WVU Foundation investment group manages \$1.8 billion in investment assets in five different pools in support of WVU and its affiliates. These assets have grown over the last five years as noted below.

WVUF ASSETS UNDER MANAGEMENT



On June 30, 2020, the asset allocation of the Long-Term Investment Pool, which includes the endowment, was 59% equities, 20% fixed income, 10% real assets, 6% diversifying strategies and 5% cash.

WVUF LONG-TERM INVESTMENT POOL ASSET ALLOCATION



The Foundation Long Term Investment Pool returned 5.4% for the fiscal year ended June 30, 2020, outperforming both the Northern Trust Foundation and Endowment median return of 2.0% and the Wilshire Trust Universe Comparison Service U.S. Endowment median return of 2.6%. The pool's three-year return was 6.3% and its five-year return was 6.1%.

The Long-Term Investment Pool was invested in 158 funds managed by 78 well respected asset managers at June 30, 2020. The value of the Foundation's Long-Term Investment Pool totaled \$627 million after net transfers out of the pool totaled \$11.5 million for the fiscal year.

WVU Foundation employs the Charitable Asset Management Group of State Street Global Advisors for the life income accounts. These gifts are invested separately from the Long-Term Investment Pool to match the needs and requirements of each individual donor more closely. As of June 30, 2020, the value of the life income accounts totaled \$30.9 million.

YOUR GIFT MAKES A DIFFERENCE!

Thank you.

When you give your time, talent and treasure, you enable West Virginia University to provide students and faculty with experiences that go beyond the norm and positively affect lives for generations to come. Your generosity makes a difference, no matter how or how much you give.

Ways to give include:

- Cash gifts
- Pledges
- Matching Gifts
- Honorary and Memorial Gifts
- Endowments
- Planned Gifts and Bequests
- Stocks, Bonds and Mutual Funds
- Personal Property and Real Estate
- Life Insurance

Make an Immediate Impact

Visit give.wvu.edu today.

Contact

To learn more about the many ways you can give to WVU, visit wvu.org or call the WVU Foundation at 304-284-4000 or 800-847-3856.



The mission of the WVU Foundation is to enrich the lives of those touched by West Virginia University by maximizing charitable support and providing services to the University, its students and affiliated organizations.





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