

DAVID HAMSTEAD ELECTED FOUNDATION BOARD CHAIR

David W. Hamstead, Pittsburgh, Pa., has been elected chair of the West Virginia University Foundation Board of Directors. A retired audit partner and CPA with Price Waterhouse & Company, he has served on the board since 1995.

Mr. Hamstead earned a B.S. in Business Administration from WVU in 1963. He succeeds Stuart M. Robbins, Stamford, Conn., who served two terms.

Also elected to one-year terms as officers were Dan R. Moore, Moore Auto Group, Williamson, W.Va., vice chair; Janet Griffith Rogers, president and senior gift buyer, Thoughtfulness, Inc., Granville, W.Va., secretary; and Ralph J. Bean, partner, Steptoe & Johnson, Clarksburg, W.Va., assistant secretary.



Hamstead

Board members re-elected through 2008 include: Richard E. Ford, The Ford Law Firm, Lewisburg, W.Va.; John. C. Harmon, Lovett, Bookman, Harmon, Marks, Pittsburgh, Pa.; Raymond J. Lane, general partner, Kleiner Perkins Caufield & Byers, Menlo Park, Calif.; Michele V. McNeill, Longboat Key, Fla.; Marshall S. Miller, president, Marshall Miller & Associates, Bluefield, W.Va.; Mr. Moore; Mr. Robbins; and Mrs. Rogers

FOUNDATION'S ASSETS AND ENDOWMENT GROW

Although the Foundation's official audit will not be completed until November, preliminary numbers show an increase in both total assets and the endowment. For the fiscal year ending June 30, 2005 the Foundation's assets under management were \$717.8 million as compared to \$673.5 million for the previous year. The endowment grew from \$349.7 million to \$362.4 million. The total monies raised was \$41.8 million. This was the first time the Foundation's attainment exceeded \$40 million in a non-campaign period and was the sixth highest level of giving in its 50-year history.

WVU SETS FUNDRAISING PRIORITIES FOR NEXT 3 YEARS

All great academic institutions have a common element ... generous private support from alumni, friends, corporations and philanthropic foundations. West Virginia University is no exception. To that end the University has identified six priorities upon which the WVU Foundation will focus its fundraising efforts for the next three years.

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**WVU FOUNDATION
 1995-2004
 HIGHLIGHTS**

1995 – David C. Hardesty, Jr. is named WVU's 21st President.

WVU's faculty and staff participate for the first time in the Foundation's Annual Fund.

1996 – The 4-H Foundation merges with the WVU Foundation, enhancing its investment opportunities and becoming a part of the WVUF's fund-raising program.

Ernest L. Hogan Scholars Walk is dedicated. The new walkway, located at the Downtown Library Complex, recognizes distinguished faculty and student scholars.

1997 – The Jerry West Society is established to recognize donors who

WVU FUNDRAISING PRIORITIES CONT.

The priorities include:

STUDENT ENRICHMENT

Providing funds to expand student learning, create scholarships and enhance enrichment opportunities is one of the best investments an individual can make. Merit, talent and need-based scholarships—including those for student-athletes—and graduate fellowships are imperative to recruiting the nation's most promising students. Funds are also needed for educational experiences such as internship activities, student-initiated research projects and travel grants for study abroad. As private support enables generations of talented students to benefit from the innovative programming of a WVU education, it simultaneously ensures the bright future of our state and nation.

FACULTY ENDOWMENTS

Faculty members' dynamic teaching, innovative research and dedicated service are essential to the University's continued national prominence. However, the competition for nationally and internationally renowned professors ranges from intense to fierce. Increasing the number of endowed chairs and professorships attracts prominent experts from across the nation, while still retaining WVU's vast array of intellectual leaders through appropriate means of recognition. Equipped with funds comparable to those of our peer institutions, WVU will not only succeed in maintaining a strong faculty, it will succeed dramatically.

STRATEGIC INTERDISCIPLINARY RESEARCH INITIATIVES

A vigorous, strategic interdisciplinary research enterprise is an essential requirement for West Virginia University's future progress. Such progress in health depends on success in education, research and patient care. The University has established and arranged initial funding for six interdisciplinary centers of biomedical research, each focused on an area of service linked to the leading causes of disease and death among West Virginians. Progress in these centers will directly benefit people who are diagnosed with diseases such as cancer, heart disease, stroke or Alzheimer's. Support beyond the health arena will assist the University with institution-wide progress on strategic interdisciplinary research initiatives.

WEST VIRGINIA UNIVERSITY ALUMNI CENTER

The new WVU Alumni Center will incorporate cutting-edge technology, modern offices and spacious event facilities to ensure a comfortable and memorable visit for alumni returning to campus. Supporting this initiative is an ideal way to demonstrate University pride, as well as to help provide guests with an impressive center to call "home" when returning to their beloved alma mater.

INTERCOLLEGIATE ATHLETICS

Athletics is oftentimes a window through which the University is viewed, with accomplishments serving as a tremendous recruiting tool and a catalyst for philanthropy to all areas. Essential private support enables WVU to recruit and train elite student-athletes in first-class facilities, fund competitive salaries and compete on a level playing field with similar institutions. Furthermore, scholarship and athletic support for our 500+ student-athletes enables them to make the most of their educational opportunities. Financial stability in athletics ultimately breeds success, and success breeds pride among WVU's many alumni and friends.

PRIORITY NEEDS OF THE UNIVERSITY'S COLLEGES AND SCHOOLS

As unique components of the University community, our individual colleges and schools have their own specific needs for enhancement. Examples include gifts to fund library resources, state-of-the-art classrooms, co-curricular opportunities and cutting-edge research projects. Each unit has identified a list of philanthropy priorities, which are available upon request.

provide gifts for the Intercollegiate Athletics using estate or retirement planning options.

The WVU Foundation and Potomac State College Foundation merge. The PSC Foundation is the first foundation of a WVU regional campus to participate in such a merger.

1998 – The Foundation launches the "Silent Phase" of a capital campaign, which will be the largest in its history.

1999 - F. Duke Perry is appointed the 4th President and CEO of the WVU Foundation.

The Phon-a-thon gets a new Identity – *Mountaineer Line*, the Foundation program in which WVU students contact alumni and friends on behalf of WVU's academic programs.

2000 – The WVU Foundation Board of Directors holds its 150th meeting.

Ray Lane accepts the capital campaign chairmanship. He and his wife, Stephanie, make a \$5 million commitment to the College of Engineering & Mineral Resources, its largest gift ever.

The Foundation holds the public kickoff of the \$250 million *Building Greatness Campaign: West Virginia University*.

2001 – The Foundation moves into its new home, the seventh floor of One Waterfront Place in Morgantown’s Wharf District. The Foundation leases the lower six floors to WVU.

The estates of sisters Gladys Davis and Vivien Davis Michael contribute \$18.4 million, the largest family gift in WVU history. The Davis College of Agriculture, Forestry, and Consumer Sciences, which receives \$16.2 million, is named in their honor.

WVU Foundation creates the prestigious philanthropic group, the Woodburn Circle Society, honoring those who contribute \$100,000 or more during the Campaign.

2002 – A Foundation Brick Recognition Program is established to honor those who endow scholarships, fellowships and student awards at the University. The bricks serve as the foundation of the Ernest L. Hogan Scholars Walk.

The Foundation’s Scholarship Web Page earns a CASE Seal of Excellence Award.

2003 – The Eberly College of Arts & Sciences names its Department of Chemistry in honor of WVU alumnus Dr. C. Eugene Bennett, as a result of his significant generosity and the



WVU’s 2005 class of Foundation Scholars are: (from left) Emily Kayser, Point Pleasant High School, Point Pleasant, Mason County; John Pino, Oak Hill High School, Oak Hill, Fayette County; Kellen Calinger, Mount de Chantal Academy, Wheeling, Ohio County; Frank Klepadlo, Robert C. Byrd High School, Clarksburg, Harrison County; and Zach Gouz, North Marion High School, Mannington, Marion County. Foundation Scholarships, valued at approximately \$50,000, cover tuition, fees, books, room, board and other expenses for four years, plus recipients qualify for a stipend of up to \$2,500 for academic enhancement opportunities including travel, study abroad and internships.

NEW WVU FOUNDATION ENDOWMENT MINIMUMS (EFFECTIVE JULY 1, 2005)

A Named Endowment permanently links a donor’s name, or a name honored by the donor, with the traditions and future of West Virginia University. Just as the name attached to an endowed fund will be held in perpetuity at the University, so also will a service be rendered to future faculty and students and, through them, to West Virginia and the Nation.

Endowments may be created with a one-time direct gift of at least \$25,000 or through pledge payments of up to five years. Funds are activated 12 months after reaching the fully endowed level. Accordingly, no funds are available for the first year after attaining endowment level. As for scholarship awards, a donor may fund the spending for the initial year by making an additional gift which would allow the scholarship to be awarded immediately. Additional gifts may be added to an established endowment at any time.

NAMED ENDOWMENT OPPORTUNITIES

School or College	Consultation Required
Building	Consultation Required
Department or Division	Consultation Required
Deanship	\$1,500,000*
Chair	\$1,000,000*
Distinguished Professorship	\$500,000*
Disciplinary Professorship	\$350,000*
University Professorship	\$350,000
Lectureship	\$100,000*
Academic Program	\$100,000*
Research Program	\$100,000*
Graduate Student Fellowship	\$50,000*
Scholars Program	\$250,000*
Foundation Scholarship	\$250,000
Presidential Scholarship	\$100,000
Athletic Scholarship	\$50,000
Undergraduate Scholarship	\$25,000*
Library Acquisitions Fund	\$10,000
Scholarship Memorial Fund	\$5,000**

*Individual college and school minimum levels may be higher.

** The gifts will be pooled in a University Memorial Fund and scholarships will be awarded based on academic merit and financial need. The name of the person being memorialized will be placed on a plaque and on the Foundation’s scholarship website. Donors may make additional gifts.

continuing philanthropy of his widow, Edna Bennett Pierce. Their support totals more than \$6.6 million.

Milan Puskar, co-founder and chairman of Mylan Laboratories Inc., makes a \$20 million personal commitment to WVU athletics and academics. It is the single largest gift ever made to the Foundation for the benefit of WVU. The football stadium is named Milan Puskar Stadium, the home of Mountaineer Field.

2004 – The Foundation announces the *Building Greatness Campaign* final total as \$336,238,381 at its conclusion on Dec. 31, 2003.

Total revenue for Fiscal Year 2003-04 is \$100.3 million, exceeding the \$100 million mark for the first time in WVU Foundation history.

STAFF NEWS

New WVU Foundation staff members include:

Katie Dawson – Administrative Secretary, HSC

Elizabeth Fragale – Mountaineer Line Manager

Donna Fuccello – Development Administrative Assistant

Tammy Whitacre – Research Specialist

WVU RECEIVES \$11.79 MILLION WYETH GIFT

Wyth Pharmaceuticals has committed \$11.79 million in support of biomedical research at West Virginia University over the next three years.

The Wyeth Pharmaceutical Research Fund at WVU will be used to support up to 15 new faculty positions at the Robert C. Byrd Health Sciences Center. The University hopes to hire scientists in heart and vascular diseases, diabetes and obesity, neurobiology and respiratory biology.

“These Wyeth Research Scholars will contribute their efforts toward finding the causes and cures of diseases that afflict tens of thousands of West Virginians. This will add immeasurably to the advancement of WVU as a research institution, and the achievement of our strategic research plan,” said David C. Hardesty, University president.

“Wyeth chose WVU for this research support because of its history of high quality research and a faculty and administration committed to pursuing the best science possible in state-of-the-art biomedical research facilities,” said Robert R. Ruffolo, Jr., Ph.D., president, Research & Development, Wyeth Pharmaceuticals and senior vice president, Wyeth.



WVU FOUNDATION PARTNERS PARTICIPATE IN THE POWER PARK PIGSKIN PARTY

WVU Foundation Partners, annual donors of \$1,000 or more, joined over 2,000 other West Virginia University football fans for a WVU versus Syracuse “game watch” party on September 4 at Appalachian Power Park in Charleston, W.Va. The game, won by the Mountaineers 15-7, was televised on the Park’s Jumbotron.



Foundation Partners, the WV Power minor league baseball team, WVU Alumni Association and Mountaineer Parents Club teamed up to host the party for Mountaineer football fans who could not make the trip to Syracuse.



Recent Events

Football Tents

September 24
WVU vs. East Carolina
October 1
WVU vs. Virginia Tech

Upcoming Event

Basketball Hospitality Table
January 25, 2006
Capital Classic



CALLING SCHEDULE

October
12 - College of Human Resources & Education

November
3 - College of Business & Economics
28 - Davis College of Agriculture, Forestry, & Consumer Sciences

January
10 - College of Creative Arts
24 - College of Engineering & Mineral Resources

February
13 - School of Dentistry
21 - School of Medicine

March
6 - School of Nursing
20 - School of Pharmacy
28 - College of Law

Office of Corporate and Foundation Relations Splits

With the start of the new fiscal year on July 1, the West Virginia University Foundation divided the former Office of Corporate and Foundation Relations into two separate entities. Now known as the Office of Corporate Giving and the Office of Foundation Giving, they will be able to provide individualized services and facilitate lasting relationships with constituents.

This restructuring acknowledges the vastly different intentions and procedures for corporation and private foundation giving, according to WVUF Vice President for Development D. Lyn Dotson. Separating the offices will allow development officers to coordinate more efficiently the University's interaction with public and private sector audiences.



Dotson

Mr. Dotson added, "In a large University setting, managing both corporate and foundation giving can spread an individual thin. Splitting these two areas is relatively new; however, it is proving to meet the needs of our constituents, while still advancing the priorities of West Virginia University."

CORPORATE GIVING

"Corporations contribute money where they have established partnerships or collaborative relationships," Mr. Dotson explained. "For instance, they may hire individuals from a specific University, give to a school that does research in its area, or perform a service to their community. Although there is no specific return, both the recipient and the corporation reap great benefits."

WVUF Director of Corporate Giving Rosemary Martinelli, who has previously served as a corporation contributions manager for one of America's largest natural gas companies, is a published author and speaker on successful corporate contributions programs, as well as a consultant to nonprofits on public/private sector partnerships. She emphasizes the importance of familiarity with each individual business.

"When you meet one corporation or one corporate foundation, you have only met one corporation or corporate foundation," she stated. "Each one is different and very unique. To serve as an effective liaison and advocate between corporations and the University, we need to first familiarize ourselves with the company's priorities—before we approach about giving, we must know the business."

Ms. Martinelli also noted that the corporate world is very fluid. At any given time, industry changes, mergers and acquisitions, bankruptcies, and other external factors can influence the operations of a company. "What affects the corporation will



Martinelli

always affect the corporate philanthropy and its direction. That is why it is important to forge a strong understanding of the business and to establish a relationship with and respect the protocol of the philanthropic arm of the company."

Corporations, unlike private foundations, have a cache of resources besides money which they can invest into the community. Besides cash contributions, there are volunteer programs, product and service donations, and sponsorships, to name a few. Martinelli said the Foundation's strategic direction is to help corporations see how a multi-faceted investment of their resources to the University can help support the business goals of the company.

"We intend to work very hard to measure the ROI for each of our corporate partners," she added.

FOUNDATION GIVING

Private foundation giving tends to focus on issues important to the trustees. These priorities stay relatively intact over time. Director of Foundation Giving David Foreman is a past Director of Grants at Washington and Jefferson College in Washington, Pa. He forms a strong relationship with foundation representatives to help them better achieve their philanthropic missions.

"Foundations are philanthropic ventures with no need to maximize corporate profitability. A foundation may measure its impact not in strict dollars and cents but in how many people it helped to serve through its grants or what research breakthroughs it helped to bring about," he noted.

"Most foundations have some kind of limitations to their giving—typically by geography or areas or programmatic interest—and this is based on the goal of maximizing the impact of their limited resources, often within the community where the founding family or individual lived or worked.

"We have done a good job of building strong partnerships with many foundations in the state who share our mission of improving the quality of life of West Virginians through education."

It is also important to know what common interests WVU's faculty, students, and staff have with foundations.

"Every foundation was created to fulfill the philanthropic interests of a person or family, and it is important to know what these interests are—a big challenge considering the diversity of goals," added Mr. Foreman.

"A good relationship is built on understanding the common interests of our supporters in the foundation community and the WVU community. The relationship develops and gets stronger as we work together and show that WVU through its excellent education, research, and outreach programs is a powerful force of change."



Foreman

LEAVE A LEGACY PROGRAM IS GROWING

Leaving a meaningful legacy requires careful consideration and effort. With no annual April 15 deadline dictating an arbitrary schedule for personal estate planning, this important task frequently falls victim to procrastination.

In 1994, a group of non-profit organizations in the Columbus, Ohio area collaborated to promote the message "Leave a legacy not only to your family, but also to your favorite non-profit organization" as a reminder to include provisions supporting not-for-profit entities in the estate-planning process.

Leave A Legacy®, a nationwide coalition of representatives of non-profit entities and financial advisors, evolved from that original Columbus-based group. The organization provides information concerning the benefits of including favorite

non-profit entities in wills and the critical support such legacies provide.

Currently 165 Leave A Legacy® programs operate on both community- and state-wide bases in the U.S., while 24 Leave A Legacy® programs have been established in Canada.

Statewide efforts to initiate Leave A Legacy® West Virginia began in 2004. The WVU Foundation was instrumental in those efforts,



Make a difference in the lives that follow

along with other educational, social service and medical organizations and community foundations.

Strategies to expand this initiative's impact are being implemented to ensure increased awareness among all West Virginians of the many benefits of supporting non-profit organizations through gifts included in wills. Broadcast and print media messages as well as more in-depth information posted on the Leave A Legacy® West Virginia web site (www.LALWV.org) will enhance the individual efforts of the state's non-profit organizations to encourage West Virginians to consider creating lasting legacies to benefit their larger communities.

Through the Foundation's support of Leave A Legacy® West Virginia, more state residents who truly care about educating future generations of Mountaineers will become aware of the benefits of supporting West Virginia's flagship university.

IRVIN STEWART SOCIETY NEW MEMBERS

Those who have joined the Irvin Stewart Society since May 1 are:

Walter J. Hansen '70, Orlando, FL
Jack M. Hartman '57, '59,
St. Augustine, FL
Dr. Harry B. Heflin &
Dora M. Heflin, Morgantown, WV
Dr. Ralph "Pug" Heinz '51,
Chapel Hill, NC
Dee Hill '76, Charleston, WV
James R. McDonnell '67, Reno, NV
Eileen McHenry '37, '39,
Los Angeles, CA
Dr. John Pisapia '64, '74 &
Dr. Barbara Pisapia '60, '61,
Boca Raton, FL
Ellen D. Pryor '68, '73, Nyack, NY
Charles R. Reusing '68,
Williamsburg, VA
Dr. William H. Robison '43, '44 &
Margaret R. Robison, Roanoke, VA
Frederick A. Schaus '49, '53 &
Barbara S. Schaus '49,
Morgantown, WV
Richard Troast '69, '72 &
Judith Troast '71, Springfield, VA
W. Richard Watkins '64, '65 &
Betty S. Watkins '61, Mabank, TX
Leighton G. Watson '38, '71 &
Nancy Watson, Morgantown, WV

MARK YOUR CALENDAR

JUNE 3, 2006

Woodburn Circle Society
Induction Ceremony & Dinner

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