

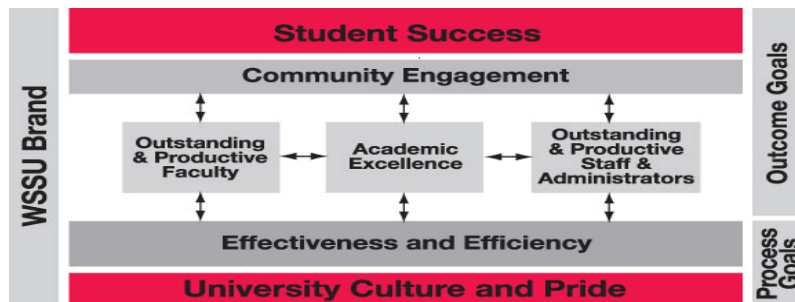


Board of Trustees of the Endowment Committee
Thursday, June 11, 2015
Chancellor's Conference Room
8:00 a.m.

AGENDA

***Action Item**

- I. Call To Order -- Chairman Debra B. Miller
- II. Roll Call -- Karen Cession
- III. * Adoption of the Agenda -- Chairman Miller
- IV. Presentation from UNC Management Company, Inc.
- V. *Approval of March 19, 2015 Minutes -- Chairman Miller
- VI. Enhanced Revenue/Integrated Planning and Budgeting:
 - University Endowment Financial Statements -- Frank Lord
 - Foundation Endowment Financial Statements -- Gordon Slade
- VII. Other Discussions
- VIII. Adjournment -- Chairman Miller



WINSTON-SALEM STATE UNIVERSITY

**Board of Trustees Endowment committee
Chancellor's Conference Room
Thursday, March 19, 2014**

MINUTES

Committee Chairman Debra Miller called the Board of Trustees (BOT) Endowment Committee meeting to order at 8:00 a.m.

Roll Call: Karen Cession

Members Present: Mrs. Debra B. Miller, Chairman
Mr. Tony Ebron
Mr. Harvey McIntyre
Mrs. Peggy Carter
Mr. William G. Benton
Chancellor Elwood Robinson
Interim Vice Chancellor Randy Mills, ex-officio
Vice Chancellor Michelle Cook, ex-officio

A quorum was established.

Staff Present: Mr. Frank Lord
Mr. Gordon Slade
Ms. Rochelle Blakeney

Guest: Mr. John Hinton, Winston-Salem Journal News Reporter

Adoption of agenda

Mr. McIntyre moved and Mr. Ebron seconded the motion to adopt the agenda. The motion was passed.

Approval of minutes

Mr. Ebron moved and Mr. McIntyre seconded the motion to approve the minutes of the December 18, 2014 meeting. The motion passed.

UNC Management Company Presentation (Endowment Fund Update)

- UNC Management reported the fund recorded a 3.1% net return for the six month FYTD period ended December 31, 2014.
- The fund has generated strong absolute and relative performance for CY 2014 of 9.4%
- All seven of the Fund's asset classes have generated positive return for CY 2014
- Private investments (Private Equity and Energy) have driven strong short-term and long-term performance
- The funds' s returns for the 1-, 3-, 5- and 10-year periods exceed the primary return objective

A copy of UNC Management Company presentations are filed for reference.

Enhanced Revenue/Integrated Planning and Budgeting:

University Endowment Financial Statements Ending December 31, 2014

Mr. Lord reported the following:

- WSSU Endowment Fund Fair Market Value \$25,317,417
- Net Realized and Unrealized Gains(losses) \$219,476
- Cash gifts received \$0
- Restricted cash for spending \$4,561,892
- WSSU Endowment principle balance invested with UNC Management trust account \$18,280,369

Foundation Endowment Financial Statements Ending December 31, 2014

Mr. Gordon Slade reported the following:


- Foundation Endowment Fund Fair Market Value \$9,574,408
- Cash gifts received \$156,645
- Unrealized gains \$297,174
- Restricted cash for spending \$146,563
- Permanently restricted cash to be invested \$343,075
- Foundation endowment principle balance invested with UNC Management trust account \$7,357,561

A copy of all financial statements and supporting documents are filed for reference.

Other Discussions

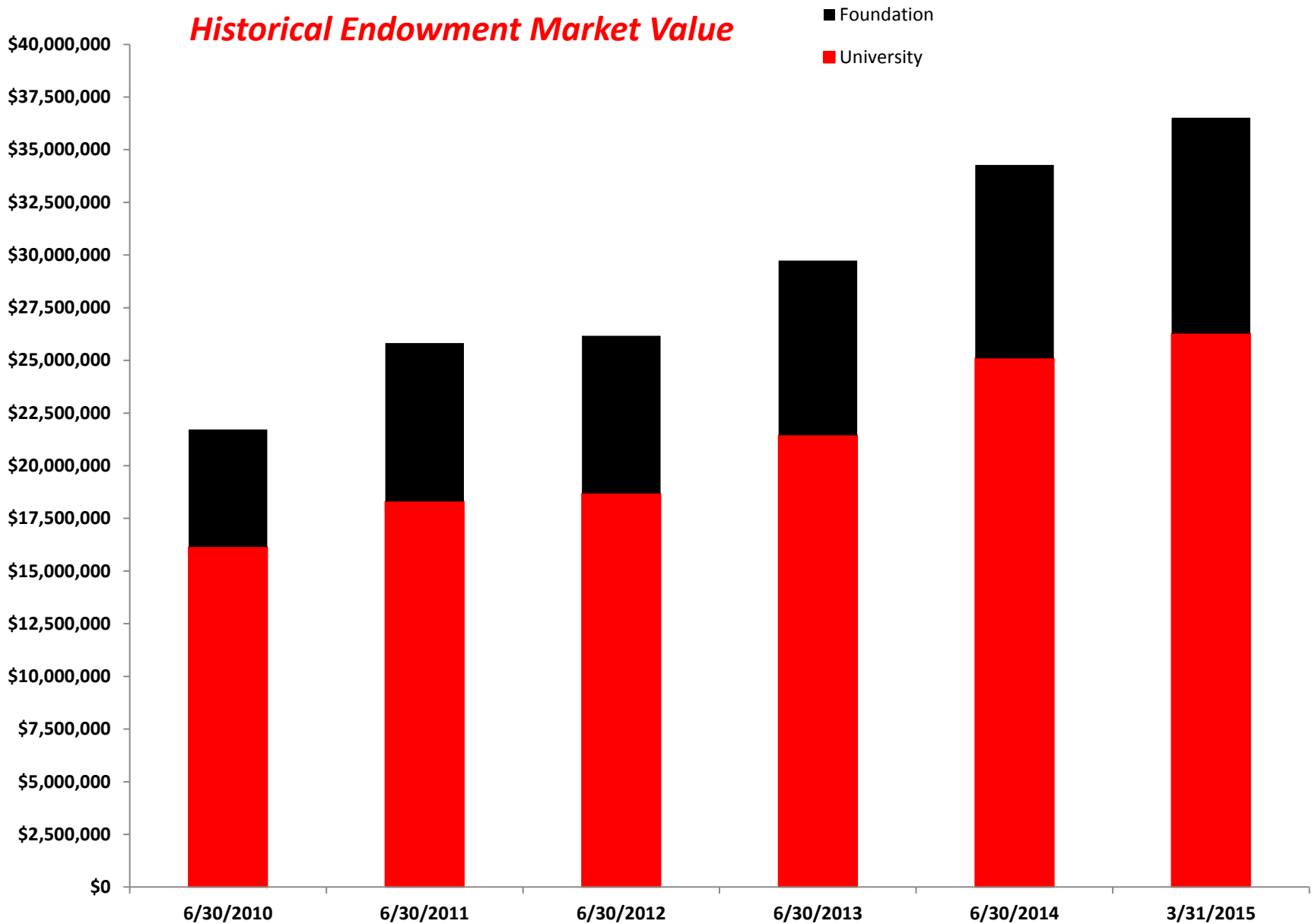
- Vice Chancellor Cook discussed that their department is asking for donors to have fewer restrictions on scholarships and have also spoken with donors, asking them to untangle some restrictions; some have complied.
- Chairman Miller suggested that the university build trust in order to bring in more money for scholarships.
- Chancellor Robinson suggested for the committee to design a plan to move the monies that are tightly restricted.

The meeting was adjourned by common consensus at 9:06 a.m.

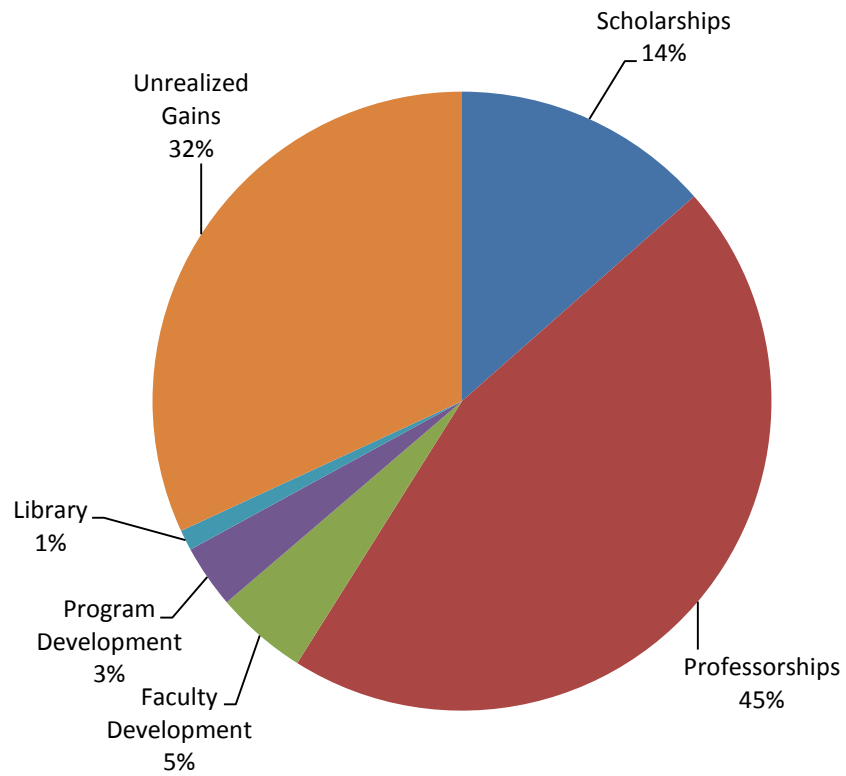

Debra B. Miller
Chairman, Board of Trustees


Rochelle Blakeney
Recorder

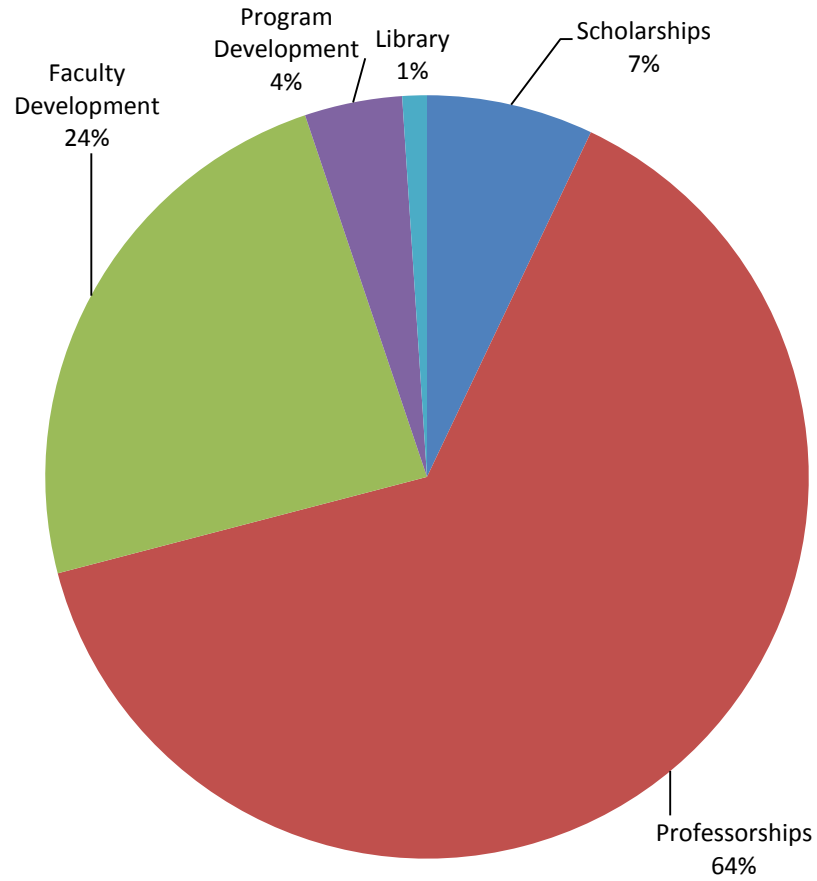
Historical Endowment Market Value



**Endowed Invested Funds at
March 31, 2015
\$26,275,878**



**Endowed Restricted Funds Available
for Spending at March 31, 2015
\$4,754,523**



Winston-Salem State University
Board of Trustees Endowment Committee Report
Thursday June 11, 2015

Fiscal Year to Date as of December 31, 2014

• Endowment Principle Balance		
Invested with UNC Management trust account		\$18,280,369
• Fair Market Value		26,275,879
• Cash gifts received		0
• Net Realized and Unrealized Gains(losses)		1,177,939
• Permanently Restricted Cash to be invested		19,030
• Restricted Cash for spending		4,709,231
• Income Distributed		780,940
• Amount spent:		
Scholarships		137,525
Chair/Professorships		95,482
Program Development		7,541
Library		7,254
Total amount spent		247,802

Current Date: 04/28/2015

Current Time: 08.18.45

**Winston-Salem State University
Banner Finance**

**Board of Trustees Endowment Fund Account Balances
As Of
Month: March Fiscal Year: 2015**

FUND NAME	PRINCIPAL	QUASI-ENDOWMENT	RESTRICTED	RESTRICTED EARNINGS TO-DATE	RESTRICTED DISBURSEMENTS TO-DATE
Scholarships					
Alumni Scholarships	10,980.00	15,631.59	2,639.52	1,161.12	.00
Anne Hanes Willis Schol	85,000.00	(6,644.71)	2,660.80	3,418.83	5,786.00
Athletic Endowment Sch	85,431.52	(6,663.40)	37,598.49	3,436.84	.00
Bank of America Schol	250,000.00	(19,462.93)	19,609.12	10,058.88	.00
Bernice/James Davenport Sch	18,704.69	(1,459.77)	9,777.38	752.43	.00
Bryan Family Schol	150,000.00	(11,619.50)	5,933.76	6,037.86	7,611.00
C C Ross BB&T Schol	122,500.00	(2,718.81)	(1,198.13)	5,226.33	18,000.00
C E Gaines Athletic Sch	397,991.28	(34,775.87)	21,912.54	15,847.94	5,453.46
Chancellor's Scholarship	61,881.58	(7,574.46)	4,556.63	2,369.55	.00
Class of 1938 Schol	4,200.00	13,331.00	(191.24)	764.92	1,891.00
Cleon/Edwina Thompson Sch	54,940.32	(4,283.27)	3,429.43	2,210.28	1,186.00
Coca Cola Dist Schol	50,000.00	(3,897.35)	4,041.77	2,011.56	.00
Corn Products Schol	25,000.00	125.48	19,420.43	1,096.29	.00
Glenn Family Schol	110,000.00	(8,573.01)	6,905.23	4,425.50	2,192.00
HBCU Masters Scholarship	125,500.00	(11,633.25)	9,634.44	4,971.05	.00
Hanes Scholarship	100,000.00	24,736.24	187.63	5,442.54	12,234.00
Haywood L Wilson Jr Schol	116,550.00	(11,410.30)	8,515.39	4,587.49	.00
James G Hanes Schol	400,000.00	(32,376.72)	17,038.31	16,040.27	10,279.00
John/Lillian Lewis Schol	7,500.00	1,459.63	4,902.22	390.93	3,557.00
Kenneth R Williams Schol	20,130.07	(1,930.12)	1,523.38	794.10	.00

Laura Sawyer Schol	27,394.43	1,894.83	4,629.81	1,277.96	.00
Lillie Middleton Schol	10,000.00	115.55	6,932.40	441.36	.00
Merit Scholarships	396,070.72	(30,676.95)	26,301.83	15,942.99	8,345.00
Nettie/Frank Setzer Sch	11,156.68	(954.72)	854.11	445.14	.00
North Car Assoc Insur Agt Sch	70,000.00	(5,250.47)	17,561.10	2,825.17	.00
Omega Psi Phi Schol	21,044.25	(1,801.31)	1,611.01	839.61	.00
Paul Fulton Sara Lee Emer Fund	150,000.00	46,296.65	41,173.93	8,564.88	.00
Peter Kim Schol	20,000.00	1,383.36	837.50	933.00	1,750.00
Robert Emken Schol	180,000.00	12,450.20	(2,036.43)	8,397.06	19,166.00
Sam Walton Memo Schol	102,000.00	(222.50)	(1,045.88)	4,440.79	10,083.00
So Area Links Inc Scholarship	7,915.00	(610.13)	507.88	315.94	.00
Student Gen Scholarships	58,418.97	(4,556.50)	2,550.83	2,350.14	4,277.00
Wachovia Schol	65,000.00	(5,069.81)	2,757.03	2,614.89	.00
Winston Salem Beauticians Sch	5,000.00	923.20	1,680.82	258.45	.00
Z Smith Reynolds Schol	300,000.00	22,271.46	7,408.60	14,061.46	25,715.00
Total Scholarships	3,620,309.51	(73,546.67)	290,621.64	154,753.55	137,525.46
Chairs/Professorships					
ARF Dist Prof in Biopharm	500,000.00	(38,998.49)	176,654.76	20,114.58	.00
Anne Reynolds Forsyth Chr SOE	500,000.00	(38,998.49)	158,412.59	20,114.58	.00
BB&T End Prof Fin Ethics	250,000.00	(19,499.25)	21,543.22	10,057.29	.00
CD Spangler Dist Prof Phy Ther	500,000.00	(48,029.39)	37,830.90	19,720.54	.00
Dist Prof African Amer History	500,000.00	(38,955.66)	40,719.15	20,116.44	.00
Dist Prof African Amer Lit	500,000.00	(40,157.52)	38,489.77	20,064.00	.00
Dist Prof Nur/Allied Health L4	500,000.00	(57,808.38)	37,012.38	19,293.86	.00
Dist Prof Political Science	500,000.00	(38,998.49)	43,086.45	20,114.58	.00
Gray Chair of Religion	406,558.80	(29,185.05)	155,177.51	16,465.71	.00
Hanes Dist Prof Coll Arts Sci	1,000,000.00	(57,753.10)	65,912.83	41,112.45	.00
Novant Health FMC Chair Recrui	500,000.00	(38,998.49)	148,050.58	20,114.58	6,227.09
Paul Fulton 2nd Chair CS	800,000.00	(72,923.76)	60,857.81	31,724.04	.00
Paul Fulton Chair CS	500,000.00	(26,097.26)	35,772.82	20,677.49	.00
RJR Computer Science Prof	1,000,000.00	74,723.00	526,940.13	46,892.69	38,540.72
Sara Lee Chr Accounting	1,000,000.00	(21,680.68)	550,565.84	42,686.37	26,497.74
Sara Lee Foreign Language Chr	500,000.00	(38,998.49)	158,412.59	20,114.58	.00
Shelton Foundation Chr Nurs	583,500.00	59,658.64	147,147.75	28,062.52	24,216.40

Vivian Chambers Prof-Math/Elem	500,000.00	(45,577.40)	38,036.13	19,827.52	.00
Wachovia Chair-Education	500,000.00	(45,577.40)	38,036.13	19,827.52	.00
Willie Bradsher Prof Educ	150,000.00	399,236.32	284,833.77	23,964.47	.00
Wilveria B Atkinson Chr Lif Sc	500,000.00	(38,998.49)	235,350.78	20,114.58	.00
Z Smith Reynolds-Justice	500,000.00	(47,553.32)	37,870.74	19,741.31	.00
Total Chairs/Professorships	12,190,058.80	(251,171.15)	3,036,714.63	520,921.70	95,481.95
Faculty Development					
Faculty Enrichment	16,011.15	(1,248.81)	9,494.45	644.12	.00
Wachovia Teach Excellence	1,211,264.19	35,402.28	1,126,313.34	54,394.98	.00
Total Faculty Development	1,227,275.34	34,153.47	1,135,807.79	55,039.10	.00
Program Development					
Academic Development	.00	58,816.63	111,347.84	2,566.35	.00
Athletics Program Development	10,335.13	(806.12)	8,120.72	415.77	.00
Nursing Program	900,000.00	(126,046.31)	55,755.46	33,769.41	7,540.87
Program Development	27,587.00	(2,151.70)	21,426.66	1,109.80	.00
Total Program Development	937,922.13	(70,187.50)	196,650.68	37,861.33	7,540.87
Library					
Friends of the Library	244,803.50	(19,093.94)	21,112.28	9,848.24	.00
JG Hanes Diggs Gallery	60,000.00	(2,334.78)	28,323.65	2,516.07	7,254.11
Total Library	304,803.50	(21,428.72)	49,435.93	12,364.31	7,254.11
Other					
Realized Gains Losses	.00	-	-	.00	.00
Unrealized Gains Losses	.00	8,377,690.47	-	.00	.00
Total Other	.00	8,377,690.47	-	.00	.00
TOTAL ALL	18,280,369.28	7,995,509.90	4,709,230.67	780,939.99	247,802.39

WINSTON SALEM STATE UNIVERSITY
 BOARD OF TRUSTEES ENDOWMENT FUND
 STATEMENT OF CHANGES IN FUND EQUITY
 FOR JULY 1, 2014 THROUGH MARCH 31, 2015
 WITH COMPARISON TO PRIOR QUARTER

	RESTRICTED FUNDS			ENDOWED FUNDS			TOTAL ALL FUNDS		
	MAR 31 2015	DEC 31 2014	VARIANCE	MAR 31 2015	DEC 31 2014	VARIANCE	MAR 31 2015	DEC 31 2014	VARIANCE
REVENUES:									
Private Gifts, Grants and Contracts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest and Investment Income	\$780,939.99	\$520,626.66	\$260,313.33	\$0.00	\$0.00	\$0.00	\$780,939.99	\$520,626.66	\$260,313.33
Realized Gain(Loss) From Sale on Securities	\$0.00	\$0.00	\$0.00	(\$623,234.94)	(\$419,199.04)	(\$204,035.90)	(\$623,234.94)	(\$419,199.04)	(\$204,035.90)
Unrealized Gain(Loss) on Securities Held by Fiscal Agent	\$0.00	\$0.00	\$0.00	\$1,801,173.90	\$638,675.44	\$1,162,498.46	\$1,801,173.90	\$638,675.44	\$1,162,498.46
Transfers to/from Restricted	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE	\$780,939.99	\$520,626.66	\$260,313.33	\$1,177,938.96	\$219,476.40	\$958,462.56	\$1,958,878.95	\$740,103.06	\$1,218,775.89
EXPENDITURES:									
Academic Support	\$110,136.93	\$68,718.57	\$41,418.36	\$0.00	\$0.00	\$0.00	\$110,136.93	\$68,718.57	\$41,418.36
Student Financial Aid	\$137,525.46	\$65,969.23	\$71,556.23	\$0.00	\$0.00	\$0.00	\$137,525.46	\$65,969.23	\$71,556.23
Institutional Support	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Transfers to Endowment/Other	\$140.00	\$140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$140.00	\$140.00	\$0.00
TOTAL EXPENDITURES	\$247,802.39	\$134,827.80	\$112,974.59	\$0.00	\$0.00	\$0.00	\$247,802.39	\$134,827.80	\$112,974.59
NET INCREASE (DECREASE)	\$533,137.60	\$385,798.86	\$147,338.74	\$1,177,938.96	\$219,476.40	\$958,462.56	\$1,711,076.56	\$605,275.26	\$1,105,801.30
FUND EQUITY JULY 1, 2014	\$4,176,093.07	\$4,176,093.07	\$0.00	\$25,097,940.22	\$25,097,940.22	\$0.00	\$29,274,033.29	\$29,274,033.29	\$0.00
FUND EQUITY MARCH 31, 2015	\$4,709,230.67	\$4,561,891.93	\$147,338.74	\$26,275,879.18	\$25,317,416.62	\$958,462.56	\$30,985,109.85	\$29,879,308.55	\$1,105,801.30

EXPLANATION OF VARIANCES:

Restricted Funds:

Variance is due to difference in quarters' income and expenditures

Endowed Funds:

Variance is due to realized and unrealized gains and losses for the quarter

Winston-Salem State University Foundation
Board of Trustees Endowment Committee Report
Thursday June 11, 2015

Fiscal Year to Date as of March 31, 2015

WINSTON SALEM STATE UNIVERSITY FOUNDATION
 BOARD OF TRUSTEES ENDOWMENT FUND
 STATEMENT OF CHANGES IN FUND EQUITY
 FOR JULY 1 2014 THROUGH Mar. 31, 2015
 WITH COMPARISON TO PRIOR QUARTERS

	RESTRICTED FUNDS			ENDOWED FUNDS			TOTAL ALL FUNDS		
	31-Mar-15	31-Dec-14	VARIANCE	31-Mar-15	31-Dec-14	VARIANCE	31-Mar-15	31-Dec-14	VARIANCE
REVENUES:									
Private Gifts, Grants and Contracts	-	-	-	202,880	156,645	46,235	202,880	156,645	46,235
Interest and Investment Income	-	-	-	-	-	-	-	-	-
Unrealized Gain(Loss) on Securities Held	-	-	-	781,930	297,174	484,756	781,930	297,174	484,756
Realized Gain(Loss) From Sale on Securities	-	-	-	-	-	-	-	-	-
Transfers from Restricted	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	-	-	-	984,810	453,819	530,991	984,810	453,819	530,991
EXPENDITURES:									
Academic Support	-	-	-	-	-	-	-	-	-
Scholarships	44,515	3,500	41,015	-	-	-	44,515	3,500	41,015
Admin. Fees/Trust Fees	83,434	70,608	12,826	-	-	-	83,434	70,608	12,826
Transfers to Endowment	-	-	-	-	-	-	-	-	-
TOTAL EXPENDITURES	127,949	74,108	53,841	-	-	-	127,949	74,108	53,841
NET INCREASE (DECREASE)	(127,949)	(48,587)	(79,362)	984,810	453,819	530,991	856,861	405,232	451,630
FUND EQUITY BEGINNING	200,909	195,150	5,759	9,582,727	9,463,664	119,063	9,755,967	9,658,814	97,152
FUND EQUITY DCE. 31, 2014	45,291	146,563	(101,272)	10,567,537	9,917,483	650,054	10,612,828	10,064,046	548,782

Winston-Salem State University Endowment Summary
As of March 31, 2015

Statement of Changes of Fund Equity

This report reflects the changes to fund equity between quarters from income and expense transactions. The change in Restricted Funds (spending accounts) was due to the first and second quarter income being reflected in the second quarter net of an increase in spending. The first quarter income was not distributed by the end of September due to a delay in the communication of the income distribution to UNC Management. The change in the Endowed Funds (investments) was due an increase in the net realized loss and unrealized gains.

Balance Sheet

This report reflects our cash and investment position between quarters for our Restricted and Endowed Funds.

Endowment Fund Account Balances

This report provides detailed information on our individual endowment funds. The report covers the following categories:

Scholarships
Chairs/Professorships
Faculty Development
Program Development
Library
Undistributed Gains

For Endowed Funds, the Principal (gifts) and Quasi-endowment (realized gains) investment balances are provided. For Restricted Funds, the cash balance along with income distributed and expenditures are provided.