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VIRGINIA WESLEYAN COLLEGE

Operating Statement of Revenue and Expenditures
for the 12-month period ending June 30, 2006

### Revenues and Transfers

<table>
<thead>
<tr>
<th>Source of Revenue</th>
<th>Dollars</th>
</tr>
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<tbody>
<tr>
<td>Student Fees</td>
<td>$25,115,118</td>
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<tr>
<td>Auxiliary Enterprises</td>
<td>$6,302,555</td>
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<tr>
<td>Gifts, Grants and Transfers</td>
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<tr>
<td>Endowment Income</td>
<td>$1,771,820</td>
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<tr>
<td>Interest Income</td>
<td>$152,575</td>
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<tr>
<td>Other</td>
<td>$394,411</td>
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<tr>
<td><strong>Total Revenues and Transfers</strong></td>
<td><strong>$36,358,812</strong></td>
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### Expenditures

<table>
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<tr>
<th>Expenditure Category</th>
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<tr>
<td>Instruction</td>
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<tr>
<td>Student Aid</td>
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<tr>
<td>Institutional Support</td>
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<td>Student Services</td>
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<td>Auxiliary Enterprises</td>
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<tr>
<td>Long-Term Debt</td>
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<tr>
<td>Operation and Maintenance of Physical Plant</td>
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<tr>
<td>Academic Support</td>
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<td><strong>Total Expenditures</strong></td>
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### Net Excess of Revenues Over Expenditures

$375,843

### Area of Giving

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<td>Annual Fund</td>
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<td>Other Operating</td>
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<td>Capital</td>
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<td>Endowment</td>
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### Sources of Gifts

<table>
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<th>Source of Gifts</th>
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<tr>
<td>Individuals</td>
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<td>Corporations and Foundations</td>
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<td>Virginia Foundation for Independent Colleges</td>
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<tr>
<td>UMC - Virginia Conference</td>
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<tr>
<td>Church and Civic/Government Groups</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$7,897,358</strong></td>
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</tbody>
</table>
Lynn B. Clements
Executive Director
Virginia Aquarium &
Marine Science Center
Virginia Beach, Virginia

Robert W. Coleman II ’90
Co-Owner
The Shutter Door
Virginia Beach, Virginia

John M. Cox
President
Groschopp, Inc.
Swan Center, Iowa

Robert H. DeFord, Jr.
President
DeFord, Ltd.
Virginia Beach, Virginia

Tommy L. Estep (Ex officio)
Supervising Director, Eastern Shore District
United Methodist Church
Parksley, Virginia

Wendell C. Franklin
Senior Vice President
S.L. Nussbaum Realty Company
Norfolk, Virginia

Susan S. Goode
Community Leader and Volunteer
Norfolk, Virginia

William T. Greer, Jr. (Ex officio)
President
Virginia Wesleyan College
Norfolk, Virginia

Charles E. Harris
President
YMCA of South Hampton Roads
Norfolk, Virginia

Myrtle Frances Hatcher (Ex officio)
Supervising Director
Peninsula District
United Methodist Church
Newport News, Virginia

Roy E. Hendrix
Real Estate Management
Virginia Beach, Virginia

Charlene Payne Kammeer (Ex officio)
President
Richmond Area United Methodist Church
Glen Allen, Virginia

Anne B. Shumadine
President
Signature Financial Management
Norfolk, Virginia

Susan Coagill Torma ’72
Retired Principal
Virginia Beach, Virginia

Mark Towe
President and COO
Oldcastle Materials, Inc.
Washington, DC

John N. Vest (Ex officio)
Superintendent
Portsmouth District
United Methodist Church
Portsmouth, Virginia

TRUSTEES EMERITI

Jerry G. Bray, Jr.*
Retired Judge
Virginia Beach, Virginia

William J. Funney
Retired Director and Chairman Emeritus
Life Savings Bank
Virginia Beach, Virginia

Helen Hoffman
Community Leader and Volunteer
Norfolk, Virginia

Henry C. Hofheimer II ’02
Community Leader and Volunteer
Norfolk, Virginia

H. P. McNeal*
Chairman of the Board
Empire Machinery and Supply Corporation
Norfolk, Virginia

Kenneth R. Perry ’79*
Retired Pastor
Portsmouth District
United Methodist Church
Portsmouth, Virginia

The $65 million Key to the Future Campaign focuses on the most critical needs for attaining a Phi Beta Kappa chapter. All of these elements combine to render this as the most exciting moment in the history of Virginia Wesleyan College.

Created in 1961 by the United Methodist Church as the only private, four-year college in South Hampton Roads, Wesleyan has carved a distinguished reputation for academics, emerging as a force in higher education in Virginia, the Southeast, and beyond.

The dream, the vision and drive
to become a Phi Beta Kappa-caliber college.

Now on the threshold of joining America’s finest small liberal arts and sciences colleges, Virginia Wesleyan College seeks to attain Phi Beta Kappa status, the benchmark for excellence in liberal arts. Of the approximately 2,000 four-year colleges in the nation, only 276 have earned Phi Beta Kappa chapters. Its golden key has been bestowed on America’s most distinguished citizens, including Chief Justice John Marshall, six American presidents, six Supreme Court justices, John Updike, Stephen Sondheim, Pearl S. Buck and Jonas Salk.

Virginia Wesleyan College
Key to the Future Campaign
July 1, 2003 – June 30, 2008
### Key to the Future Campaign Partners

**Key to the Future Campaign Partners**

*(As of January 31, 2007)*

<table>
<thead>
<tr>
<th>Name(s) and Organization</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frank H'02 and Jane P. H'06 Batten</td>
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<td>Frank E. Brown*</td>
<td>$2,073,697</td>
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<td>David and Susan Goode</td>
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<td>D. Henry and Eleanor Watts</td>
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<td>Anonymous</td>
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<td>Birdsong Corporation / George and Sue Birdsong</td>
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<td>Virginia United Methodist Annual Conference</td>
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<td>Peter D. Pruden, Jr.*</td>
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<td>Robert H. and Nancy DeFord</td>
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<tr>
<td>S. Frank Blocker</td>
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<td>Jacklyn Pearce</td>
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<td>Butch and Carol Everett</td>
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<td>Charles A. and Mary P. McFadden</td>
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<td>H. S. Abernathy</td>
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<td>J. Hiram and Hardzenia Zigler</td>
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<td>William J. Fanney</td>
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<tr>
<td>Richard D. and Shirley Roberts</td>
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<td>Roy E. Hendrix</td>
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<td>Donald E. Perry</td>
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<tr>
<td>The Norfolk Foundation</td>
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<tr>
<td>The Virginian Pilot / Landmark Communications Foundation</td>
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<td>William S. Shelhorse ’70</td>
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<td>Thomas C. and Betty Broyles</td>
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<td>Dominion</td>
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<tr>
<td>William J. Hanna</td>
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<td>Darrell and Claudine Patton</td>
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<tr>
<td>E. George and Elizabeth F. Middleton ’91 / E. G. Middleton, Inc.</td>
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<td>Mary Morton Parsons Foundation</td>
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<tr>
<td>Private Richmond Foundation</td>
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<tr>
<td>Dale R. Foley</td>
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<tr>
<td>Jeanne P. Ross</td>
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<tr>
<td>Jean* and Frances Jones</td>
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<td>Samuel G. Jones, Jr.*</td>
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<tr>
<td>Billy and Fann Greer</td>
<td>$109,054</td>
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### Key to the Future Campaign Partners (continued)

<table>
<thead>
<tr>
<th>Name(s) and Organization</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>James W. and Jackie T. Griffiths</td>
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<td>Anonymous</td>
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<td>Richard and Robin Ray / Hoffman Beverage Co. / Atlantic Dominion Distributors</td>
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<td>Bank of America</td>
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<td>Alison J. &amp; Ella W. Parsons Fund of The Norfolk Foundation</td>
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<td>Ralph G.* and Inez Roop</td>
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<td>James W. Perkins Memorial Trust</td>
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<td>Wendell C. and Martha M. Franklin</td>
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<td>Mark S. and Doris W. Towe</td>
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<tr>
<td>Women of Wesleyan</td>
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<td>Gary D. ’79 and Deborah L. Bonnewell</td>
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<td>Kress Foundation</td>
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<td>Marshall D. and Rhonda Wingo</td>
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<td>Costas and Myrtle Maroulis*</td>
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<td>James and Jane Eilertsen</td>
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<td>Frederick V. and Ann M. Martin</td>
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<td>John W. and Linda Vakos</td>
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<td>BB&amp;T</td>
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<td>V. H. Nusbaum, Jr.</td>
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<td>P. Marshall Fleming</td>
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<tr>
<td>United Methodist Church General Board of Higher Education and Ministry</td>
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</table>
### Key to the Future Campaign Partners (continued)

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
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<tr>
<td>Tassos J. Paphites '79</td>
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<td>Charles Bair Trust Fund</td>
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<td>Dickinson and Laura Phillips</td>
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<td>Joseph E.*, and Edna Cralle Johnston</td>
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<tr>
<td>David E. and Linda Buckingham</td>
<td>$30,329</td>
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<tr>
<td>Jay M. Weinberg</td>
<td>$30,250</td>
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<tr>
<td>Jack and Pat Sims</td>
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<td>Charles '79 and Nancy '79 Moon</td>
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<td>Verna Harrell*</td>
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<td>Joshua and Elizabeth Darden</td>
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<td>Virginia Natural Gas</td>
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<td>Raymond and Rena Wrenn</td>
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<td>John O. and Susan Wynne</td>
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<td>United Jewish Federation of Tidewater</td>
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<td>Stephen and Dawn Mansfield</td>
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<td>Robert W., Sr. and Pamela S. Collenberg</td>
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<td>The Capital Group</td>
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<td>Charles M. and Jennifer M. ’97 Simpson</td>
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<td>Mary W. Thrasher</td>
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<td>David Kaufman</td>
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<td>Larry R. Hill</td>
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<td>Vubay Foundation</td>
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<td>Virginia H. Breeden</td>
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<td>Martha Jo Wilson</td>
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<td>Jesse H. ’72 and Mary L. Fanshaw</td>
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<td>John P. and Joyce G. Clarke</td>
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<tr>
<td>Arthur and Annie Sandler</td>
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<td>Charles E. Burroughs, Jr.</td>
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<td>Jack Rabbit Self Storage</td>
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<td>Lewis H. and Gay W. Shulman</td>
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<tr>
<td>Glenda and William McKimmon, Jr.</td>
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<tr>
<td>James S. ’71 and Lisa G. Avery</td>
<td>$14,400</td>
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</tbody>
</table>

### Key to the Future Campaign Partners (continued)

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bruce and Jennifer Vaughan</td>
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<tr>
<td>Harold and Joyce Mauney</td>
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<tr>
<td>Cho Benn Holback and Associates</td>
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<td>Norma W. Granger*</td>
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<td>Benjamin J. and Blair Willli</td>
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<td>Barbara Wool ’83</td>
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<tr>
<td>Ruth C. Bray</td>
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</tr>
<tr>
<td>Frank and Susan Wagner</td>
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<tr>
<td>James and Elaine Kasteberg</td>
<td>$12,100</td>
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<tr>
<td>Richard and Lou Ann Hinshaw</td>
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<tr>
<td>James W. and Virginia Philbrick</td>
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<tr>
<td>Dorris W. McNeal</td>
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<tr>
<td>Helen O. Kellam</td>
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<tr>
<td>Richard and Clare Davison</td>
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<tr>
<td>Russell ’84 and Margaret Ball</td>
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<tr>
<td>Cary A. and Daphne Sawyer</td>
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<td>Linda A. Ferguson, EdD</td>
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<tr>
<td>June Marie Lams ’84</td>
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<td>Quality Suites at Lake Wright</td>
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<td>Vincent J. and Betty Thomas</td>
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<tr>
<td>Richard and Carol Linchan</td>
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<tr>
<td>Daniel A. Mason ’88</td>
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<tr>
<td>James N. Crumbley</td>
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<tr>
<td>W. Taylor Franklin ’04</td>
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<td>David and Katharine ’02 Best</td>
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</tr>
<tr>
<td>Susan ’72 and Jim Torma</td>
<td>$10,250</td>
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<tr>
<td>P. Ward Robinett, Jr.</td>
<td>$10,250</td>
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<tr>
<td>Anne B. Nock</td>
<td>$10,100</td>
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<tr>
<td>Ronald and Cynthia Kramer</td>
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<tr>
<td>Phillip and Melissa Pedue</td>
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<td>Maitri Leela Bavana</td>
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<td>Michael Brewer and Deborah Paxson ’75</td>
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<td>David M. and Constance S. DelBord</td>
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<td>Gloria Gifford</td>
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<tr>
<td>Helen G. Gifford Foundation</td>
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<tr>
<td>R.K. Chevrolet and Toyota</td>
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<td>Jayne E. Sullivan</td>
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<tr>
<td>First Team Honda</td>
<td>$10,000</td>
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<tr>
<td>Texas Instruments Foundation</td>
<td>$10,000</td>
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</tbody>
</table>

*Deceased

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