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Our Mission

The mission of The Consortium for Graduate Study in Management, an alliance of leading American business schools and some of our country’s top corporations, is to enhance diversity in business education and leadership by helping to reduce the serious underrepresentation of African Americans, Hispanic Americans and Native Americans in both our member schools’ enrollments and the ranks of management.

We will achieve this mission by recruiting for graduate business education qualified U.S. citizens and U.S. permanent residents from these underrepresented groups, as well as other persons who can demonstrate a commitment to The Consortium’s mission and can best assist The Consortium in pursuing this mission.

Our Vision

The vision of The Consortium is to work toward the day when African Americans, Hispanic Americans and Native Americans are no longer underrepresented in management careers in the business community of the United States.
In 1966, Professor Sterling Schoen recognized a need for African American males to develop the business skills necessary to compete for entry level positions. To test his belief, he organized a feasibility conference that included 60 educators, business managers and community action leaders. The conference participants agreed that a cooperative university program to hasten the entry of minority people into management positions in business was both desirable and feasible.

Today, over 600 Consortium students are enrolled in our member schools. Following are the moments leading to our successes.

1967: Dr. Wallace L. Jones assumed the role of The Consortium's associate director.

1970: The Consortium awarded fellowships to black women.


1971: The state of Missouri granted the newly named The Consortium for Graduate Study in Management a charter as a not-for-profit corporation. The Internal Revenue Service recognized the organization as tax exempt, described in section 501(c)(3) of the Internal Revenue Code.

1972: The Consortium added one currently enrolled student and one alumnus to the Board of Directors.


1974: University of Wisconsin – Madison hosted the 8th Annual Orientation Program, the first held outside of St. Louis.

1975: The Consortium began attending graduate management career fairs. Until then, recruiting efforts were primarily focused on college campuses, the U.S. Department of Defense and the Peace Corps.

1980: Dr. Schoen resigned the directorship of The Consortium to return to teaching full time as professor of management at the Washington University School of Business.

1980: Dr. Wallace L. Jones was appointed executive director to The Consortium upon Dr. Schoen's resignation.

1987: Robert L. Virgil accepted the appointment of chairman of The Consortium’s Board of Directors, becoming the first person to hold the position.

1989: The Consortium established a Corporate Advisory Board which held its first meeting during the Annual Orientation Program.

1996: The Consortium created an alumni relations department and hired a director.

1996: Dr. Wallace L. Jones retired as President and CEO of The Consortium. Phyllis Scott Buford accepted the position later that year.

1999: No longer a department within Washington University, The Consortium became an independent 501(c)(3).

2001: The Consortium established the Sterling Schoen Achievement Award. Robert L. Virgil, the first recipient, accepted the award at the 2001 Orientation Program in Cincinnati, Ohio.

2003: Peter J. Aranda began as Executive Director and CEO of The Consortium.

2004: The Consortium established the Alumni Lifetime Achievement Award.

2005: The Consortium’s mission evolved to include U.S. citizens and permanent residents of all races and ethnicities who demonstrate a commitment to The Consortium’s mission and can best assist The Consortium in pursuing this mission.

2006: The Consortium celebrated its 40th anniversary by hosting the Orientation Program in St. Louis.

2009: The Consortium extended membership to its largest class to date of 315 students and added a 15th member school.
The Consortium Member Schools

Carnegie Mellon University
Tepper School of Business
Member since 2001

Cornell University
The Johnson School
Member since 2009

Dartmouth College
Tuck School of Business
Member since 1999

Emory University
Goizueta Business School
Member since 2001

Indiana University – Bloomington
Kelley School of Business
Member since 1966

University of Michigan – Ann Arbor
Stephen M. Ross School of Business
Member since 1987

New York University
Leonard N. Stern School of Business
Member since 1984

University of North Carolina at Chapel Hill
Kenan-Flagler Business School
Member since 1973

University of Rochester
Simon Graduate School of Business
Member since 1968

University of Southern California
Marshall School of Business
Member since 1969

The University of Texas at Austin
McCombs School of Business
Member since 1985

University of Virginia
Darden School of Business
Member since 1992

Washington University in St. Louis
Olin Business School
Member since 1966

University of Wisconsin - Madison
Wisconsin School of Business
Member since 1966

Yale University
Yale School of Management
Member since 2008
The Consortium Staff

EXECUTIVE
Peter J. Aranda III
Executive Director and CEO
Diane Harris
Executive Assistant

FINANCE AND ADMINISTRATION
Glenn Wilen
Vice President
Carmel McCain
Systems Manager
Karen Stocking
Accounting Manager

PROGRAM ADMINISTRATION
Janice Wells-White
Vice President
Stacy Abeles, CSEP
Special Events Manager
Rebecca Dockery
Recruiting Manager
Elizabeth Macanufo
Communications Manager
Angelia Piper
Receptionist/Administrative Assistant
Stacey R. Thomas, MA
Recruiting Director
David Tucker
Recruiting Associate

DEVELOPMENT
Anthony J. Davis
Vice President
Monica Black
Fund Development Manager
Miriam Chapman
Corporate Relations Manager
Rachel Delcau
Student and Alumni Relations Manager
Erica Reddick
Development Services Coordinator
In 2007 the Board of Trustees and I implemented a growth oriented Strategic Plan for the organization. I am pleased to report that we made much progress during the past fiscal year in securing these goals.

In this plan, we set on a course to add an additional four schools within five years. We are halfway to our goal as two schools in two years, Yale University in 2008, and Cornell University in 2009, joined The Consortium. Within this five year span, the average number of Consortium students per member school has increased from 14 to 22.

The Strategic Plan also directed us to reorganize our top management team and add functional leaders to oversee three distinct divisions. As of May, 2009, The Consortium hired Program Administration, Finance and Administration and Fund Development vice presidents.

Recently, this leadership team carefully reviewed and revised the Strategic Plan, keeping our goals current. Our organization, with more than forty years of success, realizes we must continue to evolve to remain relevant and successful.

Thank you for helping The Consortium achieve our mission of enhancing diversity in business education and leadership. Please know that I am available should you have any questions about our Annual Report, or feedback about The Consortium.

I hope to see you at the 44th Annual Orientation Program and Career Forum in Orlando, Florida June 13th through 16th, where we will welcome our incoming students and continue celebrating our successes.

Sincerely,

Peter J. Aranda III

Executive Director and CEO
A s a partner institution with The Consor-
tium for nearly twenty years, I am proud
to lead the Board of Trustees for The Con-
sortium for Graduate Study in Management.
The Board of Trustees, the senior leadership
team and the staff of The Consortium are
committed to building and sustaining an
organization that will continue to deliver on
the mission.

As I have witnessed at the Darden School,
diversity is important in and outside of the
classroom. The richness of learning in the
classroom depends on having a diverse range
of backgrounds and views. High-engagement
culture needs heterogeneity as a basis for
good discussion. Diversity also prepares in-
dividuals for success in professional life: the
trend in all major business markets is toward
more, not less, diversity.

Our partnership with The Consortium con-
tinues to enrich our community, as well as
those of the other 14 member schools. I look
forward to this coming year as we continue
to promote The Consortium and make diver-
sity a priority for American businesses.

Sincerely,

Robert Bruner

Dean

University of Virginia

Darden School of Business
Fund Development

The Fund Development department seeks to engage, empower and equip each of our constituency groups in an effort to enhance the organization’s overall development capacity. Through the development of a comprehensive fundraising plan grounded in best practices, we seek to create a sustainable philanthropic culture which promotes our long-term fiscal health and growth.

This year, during one of the most critical economic periods in our nation’s history, The Consortium witnessed a 23 percent decrease in philanthropic support. Although this decrease was significant, our overall operation was not severely impacted, and we extended 330 fellowships. Many of our key stakeholders maintained their level of philanthropic support while taking advantage of a number of branding opportunities. This validated their commitment to advancing the over 40 year mission of The Consortium.

Next year, our goal is to expand the fund development capacity of the organization by taking advantage of the following opportunities:

- To enhance the current Alumni Giving program in an effort to increase both alumni participation and amounts
- To establish an individual giving program (non-alumni) by acquiring new donors
- To identify, cultivate, solicit and sustain 80 mutually beneficial corporate partnerships annually
- To develop programs and activities that will engage private and corporate foundations in the philanthropic process
- To provide professional development opportunities to The Consortium staff that will enhance the philanthropic capacity of the organization

Your continued support will enable The Consortium to make a quantum leap into the future, while advancing our very important mission.
The Program Administration department continues engaging prospective Consortium students. Reaching our goal of building a robust prospect database, we implemented a new Customer Relationship Management (CRM) system in July.

This software allows prospective students to create an Interest Form and a VIP Page. Applicants then receive frequent automated communications guiding them through the application process and customized views introducing them to member schools of interest.

A new application, which launched in the beginning of September, offers potential students a more user-friendly experience. The application also yields reliable data that will allow us to use consistent and reliable metrics to improve recruiting efforts.

Our outreach initiatives also included launching a Web site specifically for prospective students. We launched the site, www.makeyourcareermove.com, in early September. The site is equipped with analytics to help track daily site visits.

Expanding our online presence, we transitioned the print version of our alumni magazine IN: Where Inclusion Meets Business to an online only version. We hope the site will be recognized as a resource on diversity issues in business, not only for our current constituents, but for the general public as well.

Planning for our 44th Annual Orientation Program & Career Forum (OP) is underway. We look forward to welcoming the class of 2012 this June in Orlando, Florida. Improvements to the 2010 OP include increased opportunities for students, alumni, member school representatives and corporate sponsors to network.

As we position ourselves for 2010 with the intention of growing our applicant pool, we plan to develop a macro-level plan so that we can base our strategy on data driven decisions.
The group is charged with the responsibility of maintaining the integrity of The Consortium’s assets, business planning and using financial information and market data to help The Consortium attain its mission. Practically speaking, this translates into a variety of day to day tasks, including but not limited to:

- Preparation of monthly financial statements
- Expense control
- Administration of employee benefit programs
- Facilities maintenance and insurance
- Business affairs and contract reviews
- Banking and endowment management
- Information technology

In the past year operating savings were realized across a number of categories: cash management, telephone and internet service, insurance and facility maintenance.

Beyond stewardship of assets, The Consortium allocates resources to recruit students in a variety of ways. Using financial information to understand where we are getting the greatest return on our investment helps to preserve assets and allows us to extend our reach. In fact, 87¢ of every revenue dollar was spent to provide student services, well above the category norm. And despite a 16% decline in philanthropic contributions and spending reductions across a variety of categories, member schools enrolled a record number of Consortium Fellows in 2009, and net assets reached an all time high.

Moving forward, we will continue to search for operating efficiencies as well as support Fund Development and Program Administration with insightful analysis and business judgment.
# Class of 2011 Student Profile

**Undergraduate Majors**
- Business: 33%
- Engineering: 17%
- Economics: 12%
- Science: 11%
- Accounting: 2%
- Other: 25%

**Average Age Range**: 21-39
**Average Age**: 27.9
- **Male**: 62%
- **Female**: 38%

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>African American</td>
<td>57%</td>
</tr>
<tr>
<td>Hispanic American</td>
<td>22%</td>
</tr>
<tr>
<td>Asian American</td>
<td>4%</td>
</tr>
<tr>
<td>Native American</td>
<td>4%</td>
</tr>
<tr>
<td>Caucasian</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
</tr>
<tr>
<td>Hispanic American</td>
<td>22%</td>
</tr>
<tr>
<td>Caucasian</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
</tr>
</tbody>
</table>
Alumni Profile

Khary Dickerson
University of Indiana - Bloomington ’07

After graduating from the University of Arkansas at Little Rock, Khary Dickerson felt satisfied ending his formal education. The finance major worked in financial services for a few years, but ultimately wanted a career change.

Dickerson remembered learning about The Consortium during college as a member of the McNair Scholars program. In 2005, he applied, hoping business school would help him advance his professional skills and personal development.

He selected Indiana University - Bloomington before visiting the campus. The school’s history as a founding member of The Consortium led to his decision.

Concentrating in marketing, Dickerson spent spring break 2006 in New Orleans helping Hurricane Katrina victims. He realized “I could go anywhere and make an impact.” That same year, Dickerson participated in a summer exchange in Germany, his first trip outside of the U.S., giving him the bug to travel.

In determining his career, Dickerson “knew financial rewards from a corporate position wouldn’t satisfy me.” He met with the director of MBA Enterprise Corps (MBAEC), a non-profit organization that sends MBA professionals abroad to provide business advisory services. MBAEC assigned Dickerson to Southern Sudan, a region with high mortality, low literacy rates and little infrastructure development.

During his time in Wau and Jabu Sudan, Dickerson secured funding for a plastic recycling project, created a partnership between a local farming cooperative and a large food supplier, and coordinated a forum for business owners, non-governmental organizations and the Southern Sudan government to discuss economic development. He credits The Consortium with his success. “I formed a great relationship with a Consortium alum in Sudan who helped me get projects approved.”

Dickerson views his time in Southern Sudan as the best experience of his life. “Most people don’t get to experience working in a start-up company, but I have worked in a ‘start-up’ country.”

Back in Arkansas, Dickerson works for a small business economic development agency where he applies his experience to facilitating economic development in both affluent and distressed areas of the state.

Ultimately, he would like to pursue international development and help those in need around the world.
Alumni Profile

Evy Engrav-Lano
The University of Texas at Austin '98

“My classmates would ask how I was doing it and I would cry,” Evy Engrav-Lano remembers. The single mom who got an “F” on her first economics quiz graduated two years later with a 3.7 grade point average.

Engrav-Lano attended University of California, Santa Barbara, hoping to progress beyond her underprivileged upbringing. She majored in economics, but entered the job market during a recession. Moving across the country to North Carolina, Engrav-Lano worked for Fayetteville State University where she also pursued a master’s degree in human resources part-time.

There, she learned about The Consortium and determined that a full time MBA program would help her reach her goals faster. “I wanted to support my son financially and I thought going to a top 20 business school would help me do that. Once I learned about The Consortium, it seemed like the best option.”

With her four-year old son in tow, Engrav-Lano moved to Austin to attend The University of Texas at Austin. “I knew it would be challenging for me,” she says. “My MBA class was 80 percent male and very competitive.”

Skipping social events, Engrav-Lano approached business school as a full-time job. Balancing parenting and school proved challenging, but Engrav-Lano created solutions. “I couldn’t meet with my economics study group on Sunday afternoons because I had to watch my son, so the professor agreed to meet for one-on-one sessions.” She aced the course.

Her dedication paid off. Focusing on a career in human resources, she tripled her pre-MBA salary. Networking at the Annual Orientation Program & Career Forum (OP) paved her professional path when she secured an internship with Chevron. After a marketing stint with Proctor & Gamble and an HR track with General Mills, she has spent the past four year with Medtronic as a senior talent manager.

Engrav-Lano maintains her connection with The Consortium by attending OP as an alum. “The incoming students are our future leaders. They’re the best of the best.”

Looking back on her experience as a Consortium student, Engrav-Lano says, “If I can do it as a single parent anyone can do it.” Her now 17-year old son aspires to become a biomedical engineer. “He appreciates the life he has now. It wouldn’t have been possible without The Consortium.”
"The look on my mother’s face was one of vindication," says Eddie Galvan remembering his college graduation. He was the first member of his family to do so.

As a high school student in Downey, Calif., Galvan lacked guidance about higher education. He looked to his older brother, a U.S. Navy Petty Officer for direction. With his encouragement, Galvan entered the Navy’s Broadened Opportunity for Officer Selection and Training program, a college preparatory school. He graduated with honors and received a Naval Reserve Officers Training Corps (NROTC) Scholarship to attend the University of Southern California.

Majoring in industrial and systems engineering, Galvan maintained his NROTC commitment, worked 20 hours a week and invested in his community. He co-founded a chapter of the Institute of Industrial Engineers and a youth mentorship program, Serving Youth Through Education. Four years later, he graduated as a member of the All University Honor Society.

Following college, Galvan entered the U.S. Navy as a Surface Warfare Officer, spending two years in Yokosuka, Japan. Galvan then transitioned to an Aircraft Carrier in San Diego, Calif., where he served as a nuclear engineer.

With his obligation to the military ending, Galvan’s growing interest in finance led him to business school. “Investment Banking is attractive because you’re working in a team oriented, fast-paced, and intellectually stimulating environment.”

He learned about The Consortium from a friend, and felt strongly about the organization’s mission. “I think promoting and helping to implement ethnic diversity in all aspects of education and business is key to continuing to erode social barriers. Helping to close the achievement gap is of particular interest to me.”

Prior to starting business school, Galvan attended Goldman Sachs’ MBA Camp to learn more about the financial services industry. “Before that program everything I knew about finance I learned on my own. There, I realized I had a passion for markets and a passion for working with people.”

Galvan hopes to continue giving back to the Los Angeles community and, upon graduation, to secure a job in finance and become an associate at an investment banking firm.

Eddie Galvan
University of Southern California ’11
A member of the Choctaw Nation of Oklahoma, Kristina Wright attended her first pow wow during college. The experience led her to join Native American affinity groups at the University of Oklahoma, becoming more connected to her heritage.

After graduating with a degree in political science, Wright worked for a mortgage company in Oklahoma City, but yearned for change.

She accepted a position in Bethel, Alaska as a finance and compliance manager with the Yukon Kuskokwim Health Corporation, a non-profit health care organization affiliated with Indian Health Service.

Serving the Native Alaskan Yupik tribe, Wright learned about the Native American approach to health care. “Native American populations have high rates of alcoholism and diabetes so the hospital proactively addresses these issues.”

Wright developed and managed an operating budget for behavioral health programs including alcohol treatment and preventative education.

Far from Oklahoma, her work in rural Alaska helped her connect to her tribe and led her to consider her career path.

“I liked my job, but wanted to make a difference on a broader scale. I was helping a village of 5,500 people, but I wanted to gain even more knowledge to help the native community as a whole.” Wright believed business school would help her reach her goals.

In Bethel, Wright met a current Consortium student and member of the Sioux Nation who told her about the organization. The Consortium’s mission immediately resonated with Wright. “I believe in promoting minorities through education. Growing up in Oklahoma City in a not very affluent neighborhood, I went to a public school with metal detectors. I was not as prepared for college as my classmates.”

At The Consortium’s Orientation Program & Career Forum Wright met a recruiter from her future employer - Eli Lilly and Company. Their conversation led Wright to realize “that pharmaceutical companies play a big part in the healthcare system.”

During the summer between her first and second years of business school, Wright interned for Eli Lilly. “I learned a lot about the healthcare industry from a different perspective. The company provides a good model for efficiency and process.”

Wright hopes to continue working to improve access to healthcare for Native Americans and other minorities.
Driven by a record number of fellowship recipients, The Consortium revenues reached $20 million for the first time.

The increased popularity of the program drove a +22% increase in application fees.

Cut backs in corporate and individual donor support reduced those revenue categories by -22%.
By delivering services at the school level, 87% of all expenses are directly student related.

The Annual Orientation Program & Career Forum, which brings together students, schools, and corporate sponsors, represents another 6% of spending.

The 7% balance is well below category norms, and includes a -15% reduction in controllable spending.
Although at lower levels than previous years, FY2009 represented the fifth consecutive annual surplus.

The Trustees remain committed to operating without a deficit.

Despite the lower levels of support, year end net assets were a healthy $2.1 million.
• The combination of program growth, fiscal prudence and the Trustee’s commitment to The Consortium’s mission has doubled the net asset base over the last four years.
To the Board of Trustees  
Consortium for Graduate Study in Management  
St. Louis, Missouri  

INDEPENDENT AUDITORS' REPORT  

We have audited the accompanying statements of financial position of the Consortium for Graduate Study in Management (a non-profit organization) (the "Organization") as of June 30, 2009 and 2008, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization’s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2009 and 2008, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

October 29, 2009  
St. Louis, Missouri  

MPP&W, P.C.  
Certified Public Accountants
# Financial Review

## STATEMENTS OF FINANCIAL POSITION

### JUNE 30, 2009 AND 2008

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2009</th>
<th>2008</th>
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<tbody>
<tr>
<td><strong>Current Assets</strong></td>
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<tr>
<td>Cash and cash equivalents</td>
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<td>Certificate of deposit</td>
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<td>Pledges receivable</td>
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<td>Accounts receivable</td>
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<td>4,159</td>
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<td>Orientation program receivables</td>
<td>111,800</td>
<td>91,444</td>
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<td>Prepaid expenses</td>
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<td>81,871</td>
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<td>Deposits</td>
<td>10,078</td>
<td>10,078</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
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<td>2,761,419</td>
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<td><strong>Fixed Assets</strong></td>
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<tr>
<td>Furniture and fixtures</td>
<td>418,216</td>
<td>386,152</td>
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<tr>
<td>Less: accumulated depreciation</td>
<td>360,567</td>
<td>324,257</td>
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<td><strong>Total Fixed Assets, Net</strong></td>
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<td><strong>Other Non-Current Assets</strong></td>
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<tr>
<td>Permanently restricted investments</td>
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<tr>
<td>Wallace L. Jones Fellowship Fund</td>
<td>356,785</td>
<td>324,846</td>
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<td>Permanently restricted cash</td>
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<td>31,838</td>
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<tr>
<td><strong>Total Other Non-Current Assets</strong></td>
<td>377,434</td>
<td>356,684</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$2,875,840</td>
<td>$3,179,998</td>
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</tbody>
</table>

| LIABILITIES AND NET ASSETS |         |         |
| Liabilities |         |         |
| Accounts payable | $707,238 | $1,103,286 |
| Accrued expenses | 907      | 710     |
| Accrued vacation | 19,586   | 19,586  |
| Deferred revenue | 35,000   | 3,600   |
| **Total Liabilities** | 762,731  | 1,127,182 |
| Net Assets |         |         |
| Unrestricted | 1,741,528 | 1,669,909 |
| Wallace L. Jones Fellowship Fund, Permanently restricted | | |
| **Total Net Assets** | 2,113,109 | 2,052,816 |
| **Total Liabilities and Net Assets** | $2,875,840 | $3,179,998 |
# Financial Review

## STATEMENTS OF CASH FLOWS

**JUNE 30, 2009 AND 2008**

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
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<tbody>
<tr>
<td><strong>Cash Flows From Operating Activities</strong></td>
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</tr>
<tr>
<td>Change in net assets</td>
<td>$ 60,293</td>
<td>$ 272,149</td>
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<td>Adjustments to reconcile change in net assets to net cash used by operating activities</td>
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<td>Depreciation</td>
<td>36,310</td>
<td>38,727</td>
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<tr>
<td>In-kind contributions for fixed assets</td>
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<td>(38,907)</td>
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<tr>
<td>Change in assets - (increase) decrease</td>
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<tr>
<td>Certificate of deposit</td>
<td>(500,000)</td>
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<td>Pledges receivable</td>
<td>178,099</td>
<td>56,376</td>
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<td>Accounts receivable</td>
<td>3,488</td>
<td>3,727</td>
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<td>Orientation program receivables</td>
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<td>41,181</td>
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<td>Prepaid expenses</td>
<td>(30,671)</td>
<td>(22,104)</td>
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<td>Permanently restricted investments</td>
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<tr>
<td>Wallace L. Jones Fellowship Fund</td>
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<td>(5,519)</td>
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<tr>
<td>Permanently restricted cash</td>
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<td>(31,838)</td>
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<td>Change in liabilities - increase (decrease)</td>
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<tr>
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<td>(373,749)</td>
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<td>Accrued expenses</td>
<td>197</td>
<td>(390)</td>
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<td>Deferred revenue</td>
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<td>Total Adjustments</td>
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<td>(328,896)</td>
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<tr>
<td>Net Cash Used by Operating Activities</td>
<td>(658,038)</td>
<td>(56,747)</td>
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<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows From Investing Activities</strong></td>
<td></td>
<td></td>
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<tr>
<td>Purchase of furniture and fixtures</td>
<td>(32,064)</td>
<td>-</td>
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<tr>
<td>Net Cash Used by Investing Activities</td>
<td>(32,064)</td>
<td>-</td>
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<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>Net Decrease in Cash and Cash Equivalents</strong></td>
<td></td>
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<tr>
<td></td>
<td>(690,102)</td>
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<tbody>
<tr>
<td><strong>Cash and Cash Equivalents - Beginning of Year</strong></td>
<td></td>
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<tr>
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<td>2,050,263</td>
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<tr>
<td><strong>Cash and Cash Equivalents - End of Year</strong></td>
<td></td>
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<tr>
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<td>1,360,161</td>
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## Financial Review

### STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS POSITION

**JUNE 30, 2009 AND 2008**

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
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<tbody>
<tr>
<td><strong>Net Public Support and Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporations and foundations</td>
<td>$1,527,045</td>
<td>$2,014,845</td>
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<tr>
<td>Alumni and corporate matching</td>
<td>145,995</td>
<td>176,779</td>
</tr>
<tr>
<td>Orientation program</td>
<td>959,225</td>
<td>1,062,842</td>
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<tr>
<td>Tuition remission</td>
<td>16,947,074</td>
<td>13,911,499</td>
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<tr>
<td>Wallace L Jones Fellowship Fund</td>
<td>28,925</td>
<td>58,975</td>
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<tr>
<td>Bad debt loss</td>
<td>(40,2510)</td>
<td>(4,000)</td>
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<tr>
<td>Application fees</td>
<td>177,960</td>
<td>146,365</td>
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<tr>
<td>Investment income</td>
<td>2,703</td>
<td>39,825</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>72,968</td>
<td>122,816</td>
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<tr>
<td><strong>Total Net Public Support and Revenue</strong></td>
<td>$19,821,644</td>
<td>$17,529,946</td>
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<table>
<thead>
<tr>
<th><strong>Expenses</strong></th>
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<tr>
<td><strong>Program services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Student costs</td>
<td>$17,273,074</td>
<td>$14,562,499</td>
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<td>Student recruiting</td>
<td>433,525</td>
<td>356,619</td>
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<tr>
<td>Alumni relations</td>
<td>234,720</td>
<td>288,076</td>
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<td>Placement services</td>
<td>-</td>
<td>21,522</td>
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<tr>
<td>Orientation program</td>
<td>953,980</td>
<td>629,069</td>
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<td><strong>Total program services</strong></td>
<td>$18,895,299</td>
<td>$15,857,785</td>
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<table>
<thead>
<tr>
<th><strong>Supporting Services</strong></th>
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<tr>
<td>Fundraising</td>
<td>269,986</td>
<td>518,930</td>
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<tr>
<td>Management and general</td>
<td>569,066</td>
<td>881,082</td>
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<tr>
<td><strong>Total supporting services</strong></td>
<td>$866,052</td>
<td>$1,400,012</td>
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| **Total expenses**       | 19,761,351 | 17,257,797 |

<table>
<thead>
<tr>
<th><strong>Change in Net Assets</strong></th>
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<tbody>
<tr>
<td></td>
<td>$60,293</td>
<td>$272,149</td>
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**Founder**
$50,000 and Above
3M
Bank of America
Consortium Alumni Fellowship Fund & Corporate Matching Gifts
General Mills, Inc.
Johnson & Johnson
National Society of Hispanic MBAs

**Patron**
$35,000 – $49,999
Abbott Laboratories
American Express Company
The Bank of New York Mellon
Barclays Capital
Cargill, Incorporated
Chevron Corporation
Citi
Colgate-Palmolive Company
ConAgra Foods
Deloitte
Delta Air Lines
Eli Lilly and Company
Emerson
ExxonMobil Corporation
IBM
Kraft Foods
Liberty Mutual Group

Monsanto Company
Nestlé USA, Inc.
PepsiCo
Pfizer Inc.
S.C. Johnson & Son, Inc.
Target Corporation
Toyota Motor Sales, U.S.A., Inc.
Wal-Mart Stores, Inc.
WellPoint

**Sustaining**
$20,000 – $34,999
Air Products & Chemicals, Inc.
American Airlines
AT&T
Bank of America Endowment
Bristol-Myers Squibb
The Broad Center for the Management of School Systems
Centene Corporation
Comcast
Credit Suisse
Eaton Corporation
Federal Reserve Bank of New York
Genentech
Goldman, Sachs & Co.
Hess Corporation
Humana Inc.
Kellogg Company
Mattel, Inc.
Moody's Investors Service
NIKE Inc.
Northwestern Mutual
Peabody Energy
PPG Industries
The Procter & Gamble Company
T. Rowe Price Associates, Inc.
T. Rowe Price Foundation
Unilever United States, Inc.

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$19,999 and Below
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The Coca-Cola Company
Cummins Inc.*
Education Pioneers
Mays Chemical Co., Inc.
Medtronic, Inc.
National Black MBA Association, Inc.
The PhD Project

*New FY10 Sponsor
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<thead>
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<th>Charlotte Host</th>
<th>Gold</th>
<th>Bronze</th>
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<tr>
<td>Bank of America</td>
<td>Barclays Capital</td>
<td>The Bank of New York Mellon</td>
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<td>PepsiCo</td>
<td>Colgate-Palmolive Company</td>
<td>Centene Corporation</td>
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<td>Delta Air Lines</td>
<td>Chevron Corporation</td>
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<td>Kraft Foods</td>
<td>Emerson</td>
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<td>Liberty Mutual Group</td>
<td>ExxonMobil Corporation</td>
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<td>Federal Reserve Bank of New York</td>
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<td>Goldman Sachs, &amp; Co.</td>
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<td>ConAgra Foods</td>
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<td>Eli Lilly and Company</td>
<td>Nestlé USA, Inc.</td>
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<td>General Mills, Inc.</td>
<td>Peabody Energy</td>
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<td>Pfizer Inc.</td>
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<td>S.C. Johnson &amp; Son, Inc.</td>
<td>PPG Industries</td>
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<td>Target Corporation</td>
<td>T. Rowe Price Associates, Inc.</td>
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<td>WellPoint</td>
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</tbody>
</table>
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