

Regent University, VA

1 Virginia College Building Authority, Educational Facilities Revenue Bonds (Regent University Project), Series 2021, \$72,185,000, Dated: May 25, 2021

Series 2021

End of Term Total Enrollment (Headcount)

| <u>Year</u> | <u>Fall</u> | <u>Spring</u> | <u>Summer</u> | <u>Annual Total (Unduplicated)</u> |
|-------------|-------------|---------------|---------------|------------------------------------|
| 2023-24 | 10,207 | 10,198 | 7,047 | 13,591 |
| 2022-23 | 10,380 | 10,043 | 6,939 | 13,625 |
| 2021-22 | 10,386 | 10,170 | 7,008 | 13,640 |
| 2020-21 | 10,561 | 10,245 | 6,901 | 13,618 |
| 2019-20 | 10,240 | 10,330 | 7,054 | 13,900 |

The following table shows undergraduate, graduate, and total headcount for **Fall 2024 and Fall 2023** and **Spring 2024 and Spring 2023**.

| | <u>Fall 2024</u> | <u>Fall 2023</u> | <u>Var.</u> | <u>Spring 2024</u> | <u>Spring 2023</u> | <u>Var.</u> |
|-------------------------|------------------|------------------|-------------|--------------------|--------------------|-------------|
| Undergraduate Headcount | 5,048 | 4,594 | 9.9% | 4,534 | 4,386 | 3.4% |
| Graduate Headcount | 5,609 | 5,613 | -0.1% | 5,664 | 5,657 | 0.1% |
| Total | 10,657 | 10,207 | 4.4% | 10,198 | 10,043 | 1.5% |

Series 2021

Undergraduate Enrollment (Headcount)

| <u>Year</u> | <u>Fall</u> | <u>Spring</u> | <u>Summer</u> | <u>Annual Total (Unduplicated)</u> |
|-------------|-------------|---------------|---------------|------------------------------------|
| 2023-24 | 4,594 | 4,534 | 2,504 | 6,289 |
| 2022-23 | 4,552 | 4,386 | 2,369 | 6,223 |
| 2021-22 | 4,519 | 4,315 | 2,183 | 6,004 |
| 2020-21 | 4,541 | 4,386 | 2,094 | 5,893 |
| 2019-20 | 4,321 | 4,440 | 2,193 | 5,975 |

Series 2021

Graduate Enrollment (Headcount)

| <u>Year</u> | <u>Fall</u> | <u>Spring</u> | <u>Summer</u> | <u>Annual Total (Unduplicated)</u> |
|-------------|-------------|---------------|---------------|------------------------------------|
| 2023-24 | 5,613 | 5,664 | 4,543 | 7,302 |
| 2022-23 | 5,828 | 5,657 | 4,570 | 7,402 |
| 2021-22 | 5,867 | 5,855 | 4,825 | 7,636 |
| 2020-21 | 6,020 | 5,859 | 4,807 | 7,725 |
| 2019-20 | 5,919 | 5,890 | 4,861 | 7,925 |

Series 2021

Annual FTE Enrollment

| <u>Year</u> | <u>Traditional Undergraduate Annual FTE</u> | <u>Online Undergraduate Annual FTE</u> | <u>Graduate Annual FTE</u> | <u>Law (JD) Annual FTE</u> | <u>All Students Annual FTE</u> |
|-------------|---|--|----------------------------|----------------------------|--------------------------------|
| 2023-24 | 1,356 | 3,271 | 4,131 | 564 | 9,321 |
| 2022-23 | 1,332 | 3,081 | 4,702 | 482 | 9,597 |
| 2021-22 | 1,369 | 2,853 | 4,825 | 475 | 9,522 |
| 2020-21 | 1,451 | 2,883 | 4,988 | 416 | 9,738 |
| 2019-20 | 1,530 | 2,696 | 4,898 | 395 | 9,519 |

Series 2021

Admissions Data

| <u>Year</u> | <u>Applicants</u> | <u>Admits</u> | <u>Enrolls</u> |
|-------------|-------------------|---------------|----------------|
| 2023-24 | 29,539 | 15,567 | 5,764 |
| 2022-23 | 30,957 | 16,226 | 5,697 |
| 2021-22 | 25,495 | 14,461 | 5,572 |
| 2020-21 | 25,174 | 14,973 | 5,571 |
| 2019-20 | 21,341 | 11,588 | 5,934 |

Series 2021

Tuition and Fees

| <u>Year</u> | <u>Undergraduate Rate - On Campus (two semesters)</u> | <u>Undergraduate Rate - Online (per credit hour)</u> | <u>Graduate Rate (average per credit hour)</u> | <u>Law School Rate (per credit hour)</u> | <u>University Fees (on campus/online)</u> |
|-------------|---|--|--|--|---|
| 2024-2025 | \$ 19,950 | \$ 395 | \$ 695 | \$ 1,360 | \$700-850 |
| 2023-2024 | \$ 18,986 | \$ 395 | \$ 695 | \$ 1,295 | \$700-850 |
| 2022-2023 | \$ 18,080 | \$ 395 | \$ 695 | \$ 1,235 | \$650-800 |
| 2021-2022 | \$ 17,220 | \$ 395 | \$ 690 | \$ 1,200 | \$650-800 |
| 2020-2021 | \$ 17,220 | \$ 395 | \$ 705 | \$ 1,200 | \$600-750 |

Series 2021

Student Financial Aid

| <u>Year</u> | <u>Institutional Aid</u> | <u>Student Loans</u> | <u>VA Funding</u> | <u>State/Federal Aid</u> | <u>Other</u> | <u>Total</u> |
|-------------|--------------------------|----------------------|-------------------|--------------------------|--------------|----------------|
| 2023-2024 | \$ 24,225,536 | \$ 118,405,094 | \$ 12,594,281 | \$ 17,992,224 | \$ 2,030,736 | \$ 175,247,871 |
| 2022-2023 | \$ 23,943,040 | \$ 114,919,285 | \$ 11,356,673 | \$ 15,053,457 | \$ 1,720,939 | \$ 166,993,394 |
| 2021-2022 | \$ 22,645,993 | \$ 110,197,610 | \$ 9,420,792 | \$ 13,462,001 | \$ 1,540,442 | \$ 157,266,838 |
| 2020-2021 | \$ 22,071,719 | \$ 117,584,768 | \$ 13,288,523 | \$ 13,170,381 | \$ 1,119,532 | \$ 167,234,923 |
| 2019-2020 | \$ 23,554,666 | \$ 117,583,510 | \$ 13,873,604 | \$ 12,908,784 | \$ 1,125,532 | \$ 169,046,096 |

Series 2021

Consolidated Statements of Financial Position - Regent University and Affiliated Organizations

(dollars in thousands)

| | <u>2024</u> | <u>2023</u> | <u>2022</u> | <u>2021</u> | <u>2020</u> | <u>2019</u> |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| Assets | | | | | | |
| Current Assets: | | | | | | |
| Cash and Cash Equivalents | \$ 41,759 | \$ 37,676 | \$ 32,516 | \$ 24,730 | \$ 10,276 | \$ 4,502 |
| Investments | \$ 1,778 | \$ 1,039 | \$ 4,759 | \$ 3,157 | \$ 3,206 | \$ 6,328 |
| Accounts and loans receivable, less allowance | \$ 8,472 | \$ 8,397 | \$ 9,764 | \$ 6,668 | \$ 4,647 | \$ 4,386 |
| Contributions receivable, net | \$ 25 | \$ 39 | \$ 149 | | | |
| Prepaid expenses and other assets | \$ 1,701 | \$ 1,728 | \$ 1,309 | \$ 979 | \$ 842 | \$ 951 |
| Total Current Assets | \$ 53,735 | \$ 48,879 | \$ 48,497 | \$ 35,534 | \$ 18,971 | \$ 16,167 |
| Contributions receivable, net | \$ 5 | \$ 67 | \$ 113 | | | |
| Investments | \$ 74,711 | \$ 66,590 | \$ 57,376 | \$ 66,550 | \$ 81,574 | \$ 77,373 |
| Assets whose use is limited | \$ 4,621 | \$ 4,824 | \$ 4,616 | \$ 4,800 | \$ 8,595 | \$ 8,608 |
| Operating lease right-of-use asset | \$ - | \$ 451 | \$ 893 | \$ 1,326 | \$ - | \$ - |
| Property, plant, and equipment, net | \$ 91,385 | \$ 92,993 | \$ 95,505 | \$ 98,143 | \$ 103,584 | \$ 109,703 |
| Total Assets | \$ 224,457 | \$ 213,804 | \$ 207,000 | \$ 206,353 | \$ 212,724 | \$ 211,851 |
| Liabilities and Net Assets | | | | | | |
| Liabilities: | | | | | | |
| Current liabilities: | | | | | | |
| Accounts payable and accrued expenses | \$ 16,032 | \$ 15,764 | \$ 16,433 | \$ 17,460 | \$ 15,429 | \$ 13,037 |
| Deferred revenue | \$ 10,088 | \$ 10,455 | \$ 10,832 | \$ 11,018 | \$ 10,511 | \$ 10,237 |
| Current portion of bonds payable | \$ 1,920 | \$ 1,825 | \$ 1,740 | \$ 1,610 | \$ 750 | \$ 715 |
| Current portion of operating lease liabilities | \$ - | \$ 431 | \$ 417 | \$ 438 | \$ - | \$ - |
| Total Current Liabilities | \$ 28,040 | \$ 28,475 | \$ 29,422 | \$ 30,526 | \$ 26,690 | \$ 23,989 |
| Bonds payable, net | \$ 71,813 | \$ 74,297 | \$ 76,705 | \$ 79,055 | \$ 83,009 | \$ 83,776 |
| Operating lease liabilities, net of current | \$ - | \$ - | \$ 425 | \$ 888 | | |
| Line of credit facility | \$ - | \$ - | \$ - | \$ - | \$ 33,500 | \$ 37,476 |
| Other long-term liabilities | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Liabilities | \$ 99,853 | \$ 102,772 | \$ 106,552 | \$ 110,469 | \$ 143,199 | \$ 145,241 |
| Net Assets: | | | | | | |
| Without Donor Restrictions | \$ 84,280 | \$ 74,823 | \$ 66,314 | \$ 60,954 | \$ 44,256 | \$ 41,280 |
| With Donor Restrictions | \$ 40,324 | \$ 36,209 | \$ 34,134 | \$ 34,930 | \$ 25,269 | \$ 25,330 |
| Total Net Assets | \$ 124,604 | \$ 111,032 | \$ 100,448 | \$ 95,884 | \$ 69,525 | \$ 66,610 |
| Total Liabilities and Net Assets | \$ 224,457 | \$ 213,804 | \$ 207,000 | \$ 206,353 | \$ 212,724 | \$ 211,851 |

Series 2021

Consolidated Statements of Activities - Regent University and Affiliated Organizations

(dollars in thousands)

| | <u>2024</u> | <u>2023</u> | <u>2022</u> | <u>2021</u> | <u>2020</u> | <u>2019</u> |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| Operating Revenues and Other Support: | | | | | | |
| Tuition and fees: | | | | | | |
| Gross tuition and fees | \$ 140,307 | \$ 135,444 | \$ 133,089 | \$ 131,806 | \$ 127,714 | \$ 124,034 |
| Institutional scholarships | \$ (25,867) | \$ (25,600) | \$ (24,574) | \$ (23,225) | \$ (23,318) | \$ (24,672) |
| Tuition and fees, net | \$ 114,440 | \$ 109,844 | \$ 108,515 | \$ 108,581 | \$ 104,396 | \$ 99,362 |
| Gifts and grants | \$ 4,076 | \$ 4,537 | \$ 4,886 | \$ 2,795 | \$ 2,580 | \$ 7,024 |
| Investment return designated for ops | \$ 2,350 | \$ 2,715 | \$ 2,742 | \$ 3,430 | \$ 4,142 | \$ 5,250 |
| Auxiliary services | \$ 6,471 | \$ 5,555 | \$ 5,013 | \$ 4,594 | \$ 4,647 | \$ 5,462 |
| Hospitality revenue | \$ 12,964 | \$ 11,969 | \$ 10,268 | \$ 6,652 | \$ 8,564 | \$ 11,136 |
| Other | \$ 635 | \$ 1,011 | \$ 2,705 | \$ 1,625 | \$ 914 | \$ 850 |
| Oil and gas revenue | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Op. Revenues and Other Support | \$ 140,936 | \$ 135,631 | \$ 134,129 | \$ 127,677 | \$ 125,243 | \$ 129,084 |
| Operating Expenses: | | | | | | |
| Program services: | | | | | | |

| | | | | | | |
|--|------------|------------|------------|------------|------------|------------|
| Instruction | \$ 37,664 | \$ 35,845 | \$ 33,506 | \$ 33,843 | \$ 34,985 | \$ 34,880 |
| Research and public services | \$ 574 | \$ 681 | \$ 588 | \$ 652 | \$ 721 | \$ 971 |
| Student services | \$ 44,930 | \$ 45,477 | \$ 42,795 | \$ 41,661 | \$ 40,189 | \$ 42,737 |
| Auxiliary services | \$ 5,403 | \$ 4,649 | \$ 4,450 | \$ 5,062 | \$ 4,582 | \$ 4,647 |
| Hospitality services | \$ 6,835 | \$ 6,159 | \$ 5,377 | \$ 3,947 | \$ 5,945 | \$ 7,223 |
| Other | \$ - | \$ - | \$ - | \$ 103 | \$ 198 | \$ 417 |
| Total Program Services | \$ 95,406 | \$ 92,811 | \$ 86,716 | \$ 85,268 | \$ 86,620 | \$ 90,875 |
| Supporting Services: | | | | | | |
| Academic support | \$ 10,485 | \$ 10,299 | \$ 9,833 | \$ 9,267 | \$ 9,507 | \$ 9,541 |
| Fundraising | \$ 2,131 | \$ 1,827 | \$ 1,832 | \$ 1,322 | \$ 1,530 | \$ 1,401 |
| Institutional support | \$ 20,421 | \$ 16,836 | \$ 15,847 | \$ 14,993 | \$ 16,228 | \$ 16,322 |
| Hospitality support | \$ 6,194 | \$ 6,233 | \$ 5,448 | \$ 4,651 | \$ 5,317 | \$ 5,584 |
| Total Supporting Services | \$ 39,231 | \$ 35,195 | \$ 32,960 | \$ 30,233 | \$ 32,582 | \$ 32,848 |
| Total Operating Expenses | \$ 134,637 | \$ 128,006 | \$ 119,676 | \$ 115,501 | \$ 119,202 | \$ 123,723 |
| Net Income (loss) from Operations | \$ 6,299 | \$ 7,625 | \$ 14,453 | \$ 12,176 | \$ 6,041 | \$ 5,361 |
| Change in value of split-interest agreements | \$ - | \$ - | \$ (6) | \$ (48) | \$ (45) | \$ (49) |
| Losses on uncollectable contributions receivable | \$ (44) | \$ - | \$ - | \$ - | \$ - | \$ - |
| Investment income, net | \$ 3,335 | \$ 1,671 | \$ 1,798 | \$ 1,177 | \$ 1,352 | \$ 1,705 |
| Realized/Unrealized gains (losses) on investments, net | \$ 6,332 | \$ 4,003 | \$ (8,939) | \$ 15,625 | \$ (291) | \$ 544 |
| Gain on debt refinancing | \$ - | \$ - | \$ - | \$ 859 | \$ - | \$ - |
| Investment return designated for operations | \$ (2,350) | \$ (2,715) | \$ (2,742) | \$ (3,430) | \$ (4,142) | \$ (5,250) |
| Change in Net Assets | \$ 13,572 | \$ 10,584 | \$ 4,564 | \$ 26,359 | \$ 2,915 | \$ 2,311 |
| Net Assets at Beginning of Year | \$ 111,032 | \$ 100,448 | \$ 95,884 | \$ 69,525 | \$ 66,610 | \$ 64,299 |
| Adjustments due to revenue recognition changes | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Net Assets at End of Year | \$ 124,604 | \$ 111,032 | \$ 100,448 | \$ 95,884 | \$ 69,525 | \$ 66,610 |

Series 2021

Fundraising Results

| Type | 2023-24 | 2022-23 | 2021-22 | 2020-21 | 2019-20 | 2018-19 |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Unrestricted | \$ 637,692 | \$ 714,586 | \$ 673,574 | \$ 663,312 | \$ 1,826,549 | \$ 6,298,800 |
| Restricted | \$ 2,747,747 | \$ 1,049,142 | \$ 1,357,883 | \$ 414,882 | \$ 563,633 | \$ 548,212 |
| Endowed | \$ 370,038 | \$ 333,931 | \$ 485,074 | \$ 324,037 | \$ 72,604 | \$ 173,736 |
| Total | \$ 3,755,477 | \$ 2,097,659 | \$ 2,516,531 | \$ 1,402,231 | \$ 2,462,786 | \$ 7,020,748 |

Series 2021

Cash and Investments

| Category | 2023-24 | 2022-23 | 2021-22 | 2020-21 | 2019-20 | 2018-19 |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Cash and Money Market Accounts | \$ 1,778 | \$ 1,039 | \$ 4,759 | \$ 3,157 | \$ 3,206 | \$ 6,328 |
| Common Stock-Domestic | \$ 31,495 | \$ 28,889 | \$ 22,258 | \$ 23,985 | \$ 33,224 | \$ 36,627 |
| Common Stock-Foreign | \$ 2,703 | \$ 3,219 | \$ 7,846 | \$ 10,505 | \$ 13,188 | \$ 9,482 |
| Emerging Markets Equities | \$ 2,824 | \$ 2,318 | \$ 2,203 | \$ 1,656 | \$ 2,872 | \$ 2,994 |
| Venture Capital and Private Equities | \$ 4,163 | \$ 1,217 | \$ 344 | \$ 2,082 | \$ 2,180 | \$ 3,278 |
| Fixed Income | \$ 21,390 | \$ 17,424 | \$ 11,289 | \$ 14,286 | \$ 26,345 | \$ 23,025 |
| Hedge Funds (primarily overseas) | \$ 9,372 | \$ 10,978 | \$ 10,455 | \$ 10,334 | \$ 1,195 | \$ 539 |
| Real Estate | \$ - | \$ 204 | \$ 756 | \$ 1,734 | \$ - | \$ - |
| Commodities | \$ 2,270 | \$ 1,856 | \$ 1,707 | \$ 1,449 | \$ 921 | \$ - |
| Other Investments | \$ 494 | \$ 485 | \$ 518 | \$ 519 | \$ 1,649 | \$ 1,428 |
| DSRF for 2006/2021 Bonds | \$ 4,621 | \$ 4,824 | \$ 4,616 | \$ 4,800 | \$ 8,595 | \$ 8,608 |
| Total Investments | \$ 81,110 | \$ 72,453 | \$ 66,751 | \$ 74,507 | \$ 93,375 | \$ 92,309 |

Series 2021

Regent University Endowment

| Endowment Designation | 2023-24 | 2022-23 | 2021-22 | 2020-21 | 2019-20 | 2018-19 |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Donor-Restricted Funds | \$ 39,500 | \$ 35,455 | \$ 32,807 | \$ 33,849 | \$ 23,491 | \$ 23,104 |

| | | | | | | | | | | | | |
|------------------------|----|--------|----|--------|----|--------|----|--------|----|--------|----|--------|
| Board-Designated Funds | \$ | 38,037 | \$ | 32,045 | \$ | 28,685 | \$ | 34,264 | \$ | 59,496 | \$ | 59,020 |
| Total | \$ | 77,537 | \$ | 67,500 | \$ | 61,492 | \$ | 68,113 | \$ | 82,987 | \$ | 82,124 |

Series 2021
If the Annual Financial Information contains modified operating data or financial information different from the Annual Financial Information agreed to in the continuing disclosure undertaking related to the Bonds, the Obligated Person is required to explain, in narrative form, the reasons for the modification and the impact of the change in the type of operating data or financial information being provided.

Fiscal Year Ended June 30, 2024

Note that for Fundraising Results, unrestricted totals exclude grant totals connected to HEERF (COVID) funding since those funds are not as a result of direct fundraising, though they are listed among the gifts and grants to the university in each year received.

Regent University

Bond Covenant Calculations

FY24 Year End

11/15/2024

Long-Term Debt Service Coverage Ratio

Requirement: 1.10x MADS (MADS = \$4,587,750; 1.10x = \$5,046,525)

| | 2024 | 2023 | 2022 | 2021 | 2020 |
|---|-------------|---------------|---------------|---------------|---------------|
| Net Operating Income (Unrestricted) | 5,815,000 | \$ 7,864,000 | \$ 13,716,000 | \$ 12,501,000 | \$ 6,510,000 |
| plus Depreciation & Amortization | 5,900,000 | \$ 6,001,000 | \$ 6,492,000 | \$ 6,860,000 | \$ 7,477,000 |
| plus Interest Expense (related to long-term debt) | 1,951,000 | \$ 1,979,000 | \$ 2,167,000 | \$ 4,140,583 | \$ 4,585,000 |
| Adjusted Operating Surplus/(Loss) | 13,666,000 | \$ 15,844,000 | \$ 22,375,000 | \$ 23,501,583 | \$ 18,572,000 |
| Maximum Annual Debt Service (MADS) | 4,587,750 | \$ 4,587,750 | \$ 4,587,750 | \$ 4,587,750 | \$ 9,040,000 |
| Debt Service Coverage Ratio | 2.98 | 3.45 | 4.88 | 5.12 | 2.05 |

Liquidity Covenant

Requirement: 25%

| | 2024 | 2023 | 2022 | 2021 | 2020 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|
| Cash & Cash Equivalents | \$ 41,759,000 | \$ 37,676,000 | \$ 32,516,000 | \$ 24,730,000 | \$ 10,276,000 |
| Current Portion of Investments | \$ 1,778,000 | \$ 1,039,000 | \$ 4,759,000 | \$ 3,157,000 | \$ 3,206,000 |
| Non-Current Portion of Investments | \$ 74,711,000 | \$ 66,590,000 | \$ 57,376,000 | \$ 66,550,000 | \$ 81,574,000 |
| Assets Whose Use is Limited (DSRF) | \$ 4,621,000 | \$ 4,824,000 | \$ 4,616,000 | \$ 4,800,000 | \$ 8,595,000 |
| Total Cash & Investments | \$ 122,869,000 | \$ 110,129,000 | \$ 99,267,000 | \$ 99,237,000 | \$ 103,651,000 |
| Unrestricted Operating Expenses | \$ 134,637,000 | \$ 128,006,000 | \$ 119,676,000 | \$ 115,501,000 | \$ 119,202,000 |
| Total Cash on Hand Ratio | 91.26% | 86.03% | 82.95% | 85.92% | 86.95% |