



150 YEARS

Serving West Point & the Long Gray Line

November 1, 2019

Class of 1978
c/o Mr. Les Szabolcsi
245 Townpark Dr NW Ste 100
Kennesaw, GA 30144-5888

Dear Mr. Szabolcsi: *Les,*

On behalf of the West Point Association of Graduates (WPAOG), I am pleased to present Class of 1978 with the **2018-2019 Annual Report** for the **Class of 1978 Superintendent's Endowment, Class of 1978 Student Conference Endowment for WP Center Study Civil-Military Operations, The Class of 1978 Army West Point Rifle Team Endowment, The Class of 1978 Endowment for the Pistol and Combat Weapons Team, and the Frederic V. Malek West Point Visitors Center.** These reports include narratives on the activities supported by these endowments during the 2018-2019 Academic Year, and the endowment performance report as of December 31, 2018.

The endowments of WPAOG are invested under the direction of the Association's Investment Committee, using policy guidelines established by the Board of Directors. The Committee retains a professional investment management consultant and allocates assets to various investment managers and asset classes to minimize risk. For the year ending December 31, 2018, the investment returns of WPAOG were slightly lower than our related benchmarks, while the cumulative three years and five years returns were favorable to those benchmarks. For more information on how WPAOG manages and invests endowments, see the enclosed Investments Overview.

Please feel free to contact Amanda Kennedy, our Stewardship Coordinator, at (845) 446-1570 or via email at Amanda.Kennedy@wpaog.org if you have any questions pertaining to the report. Thank you for sharing in our mission to serve West Point and the Long Gray Line. We appreciate your generosity and commitment.

Sincerely,


Kristin E. Sorenson
Vice President of Development

Proud and Great!

West Point Association of Graduates Investments Overview

While all gifts to West Point Association of Graduates (WPAOG) and the United States Military Academy (USMA) make a real difference in the lives of the West Point cadets, faculty, and staff, an endowment gift is especially meaningful because it provides a long-term source of support. Endowment donors have the opportunity to have a lasting influence on the programs and to honor or memorialize loved ones, friends, or other individuals.

Of course, Gifts other than Endowments are also critical to the operations of USMA and WPAOG in providing specific program support and / or unrestricted gifts for use by the Superintendent of USMA or the CEO of WPAOG.

What are WPAOG's responsibilities with regards to my endowment and other gifts?

- Managing endowments and other gifts to maximize total return within prudent risk guidelines as established by the Board of Directors
- Ensuring proceeds are provided and utilized for the intended purpose
- Prudent spending of endowment earnings to provide an income stream sufficient to support the activity designated, in perpetuity
- Providing an annual endowment report outlining the financial performance along with the Academy's report of the activity as supported by the endowment

Will or can the WPAOG spend the principal of my endowment?

The WPAOG follows New York State non-profit law, which requires standards of prudence in developing spending policies, and **may** permit spending into the original gift value (principal). Spending policy is considered imprudent if the spending rate is greater than 7% over a trailing 5 years average. The WPAOG current policy is **not** to spend into the principal and to spend 4% of the average balance of the prior 12 quarters. However, there may be times when some or all of the annual distribution is not required by the Academy due to various reasons. Any unused distribution remains in a deferred account in the endowment to support future needs; these funds are available to the Academy when requested.

How are endowments managed at the WPAOG?

The primary investment objective of the WPAOG is to maximize total return within prudent risk guidelines. The secondary objective is to preserve capital—less risk will be assumed for funds intended for near-term use; greater risk may be assumed for longer-term funds including endowments.

The WPAOG Board of Directors (BOD) has overall responsibility for the endowments. The BOD assigns the operating and supervisory responsibility for endowments to the Investment Committee. The Investment Committee provides advice and recommendations to the BOD and is comprised of volunteer graduates who are professionals in the field. The WPAOG also utilizes an Investment Consultant, LCG Associates, and Cliffwater LLC, an Alternative Investment Consultant, to work with the WPAOG Chief Financial Officer and the Investment Committee to implement policy and to manage the day-to-day operations of the portfolio; in line with the Investment Policy, the BOD

S400Z-01 – Class of 1978 Superintendent's Endowment

Endowment Performance Report
As of 12/31/2018

Endowment Description

Earnings from the endowment can be used for Margin of Excellence programs for the benefit of the Corps of Cadets.

Distribution Taken in AY 18-19	\$49,740
Endowment Balance.....	\$1,265,481
Distribution Available for AY 19-20.....	\$52,278

* for AY 18-19 the distribution for this endowment was reinvested



DEPARTMENT OF THE ARMY
UNITED STATES MILITARY ACADEMY
West Point, New York 10996

19 July 2019

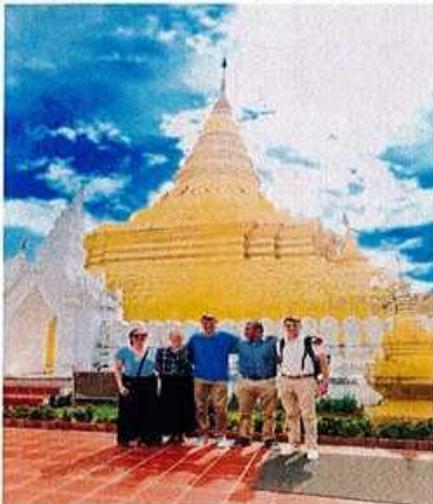
Subject: The Class of 1978 Superintendent's Endowment 2018-2019 Academic Year

Dear Class of 1978, Mr. Les Szabolcsi,

The purpose of the Class of 1978 Superintendent's Endowment is to provide funding, at the Superintendent's discretion, for programs that go above and beyond the core elements supported by government funding. These programs are referred to as the Margin of Excellence, and they benefit every cadet.

In the 2018-2019 academic year, the available distribution from the Class of 1978 Superintendent's Endowment supported cadet programs, projects, and clubs. The following are some examples of how your funds were used:

Academic Individual Advanced Development Program (AIAD)



Your generous gifts enabled us to send Dr. Susan Carter and Cadets Pierre Groenewald, Tyler Skidmore, Lauren McNevin, and Alexander Yanez to the Nan Province of Thailand to experience cultural immersion and volunteer with the Cross-Cultural Solutions organization. During the week, the cadets spent the mornings teaching elementary school-aged children how to read, write, and speak English. They came up with lesson plans and new methods to engage children. Afternoons were spent learning about Thai culture and included guided tours to Buddhist temples, lessons in traditional Thai massages, and Thai boxing lessons (Muay Thai). During the weekends, the group traveled on various excursions to experience the rest of what Thailand has to offer. They visited the Grand Palace in Bangkok, Chang Mai (northern region of Thailand), the Thai Royal Military Academy, the beaches and beautiful scenery of Krabi, and an elephant sanctuary.

Your gifts also enabled us to send Captain Aaron Stark and Cadets Kenneth Englert, Lauren Hudak, Christopher Rieping, Christopher Dao, and Jessica Jin to Vietnam to experience cultural immersion and volunteer with the Projects Abroad organization. The itinerary consisted of a mix of both cultural and historic excursions and a variety of service-related activities in conjunction with ongoing projects in and around Hanoi. Their first volunteer placement was at Hanoi College of Technology and Trade, where they taught English to college-aged students who were training to become tour guides. For their second placement, the cadets worked at Friendship Village, a care facility for physically disabled children and veterans who have been affected by the Vietnam War and Agent Orange. It was founded by a U.S. veteran and is run mostly

by Vietnamese Veterans of the Vietnam (aka American) War. The cadets helped by making soap that can be sold to raise money to fund the village. The highlight of this experience was meeting with the veterans of the War, who shared incredible stories, interesting perspectives, and how they believe Friendship Village has made a positive impact on friendly relationships between the American and Vietnamese militaries and citizens. The cadets also worked at the Phuc Tue Center, day care for children from low-income families. While there, they painted a fence, helped build a wall, and played with the kids.



Extracurricular Programs

There were one thousand forty-eight individual procurement actions for the Extracurricular Programs alone. Your continued financial support contributed to winning National Championships in Orienteering, Combat Weapons, Men's Team Handball, Women's Team Handball, Climbing, Parachute, Judo, Cycling, Track, Karate, and Men's Boxing.

Additional notable achievements include the following:

- Women's Boxing – 2nd at Nationals
- Taekwondo- Bronze medal
- 665 Trip Sections away from West Point
- Traveled to 8 different countries; Spain, Canada, Brazil, Cuba, Korea, Qatar, Mexico, and Japan
- CDTs Monica Schmelzenbach '20 and Megan Kinsey '19 qualified for the World University Games in Naples, Italy to compete in the Judo event.
- CDT Elizabeth Irving, '19 qualified for the World University Games in Naples, Italy to compete in the Pistol event.

Glee Club



The Glee Club performed for a wide range of dignitaries. The Secretary of Defense was present during a command performance at historic Mount Vernon on the eve of strategic talks with the Chinese Defense Minister, and one month later enjoying a private visit with Secretary Mattis before a Union League Club event at which they sang in his honor. The Glee Club also represented West Point

before important dignitaries including: Vice President Mike Pence, Associate Justice of the Supreme Court Ruth Bader Ginsburg, former Secretaries of State Henry Kissinger, Madeline Albright, and GEN Colin Powell, former Cabinet members, senators, and other dignitaries.

Thank you for providing the Academy the greatest flexibility to respond to changing priorities and support emerging needs. With your support, we can ensure that West Point remains one of the Nation's most outstanding institutions.

Sincerely,

for 
Kenneth G. Heckel
Lieutenant Colonel, U.S. Army
Director, Academy Advancement

**S800E – Class of 1978 Student Conference Endowment for WP Center Study
Civil-Military Operations**

Endowment Performance Report
As of 12/31/2018

Endowment Description

The purpose of this endowment is to support the Student Conference for the West Point Center for the Study of Civil-Military Operations. Funds from this endowment may be used to support, but are not limited to, costs associated with hosting guest speakers (e.g. honorarium, travel, lodging, etc.) as well as the staffing, administrative expenses, meals, and technology associated with this conference.

Distribution Taken in AY 18-19 n/a *

Endowment Balance..... \$816,803

Distribution Available for AY 19-20 none **

* this endowment was recently established and has not yet reached maturity; no distribution was available for AY 18-19

** due to investment returns for the year ending 12/31/2018 no distribution is available for AY 19-20



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
UNITED STATES MILITARY ACADEMY
DEPARTMENT OF GEOGRAPHY & ENVIRONMENTAL ENGINEERING
WEST POINT, NEW YORK 10996-1695

19 April 2019

USMA Class of '78 Student Workshop Endowment

The Center for the Study of Civil Military Operations (CSCMO) has not yet received an installment from the generous gift of the USMA '78 to endow our Student Workshop. However, for the second year in a row, the Class of '78 was headlined as the sponsors of the event, and the Class's support and participation in this year's workshop was exceptional. Starting after last year's event on 18 April 2018, Mr. Jose Morales and COL (Ret) PJ Zeller, the Class's liaisons with the Center's leadership, have provided exceptional support, guidance, and mentorship in developing this year's program. Through their insights and assistance, the overwhelming feedback from Cadets who have attended previous events is that this year's Workshop was the best yet.

The topic was Operating in Dense Urban Environments and took a focused look at some of the most recent experiences in Iraq and Syria. The event featured some incredible contributions from panelists and keynotes that represented the wide array of actors in conflict. Dr. Louis DiMarco of the Combined Arms Center at Fort Leavenworth provided a great introduction to the history of urban warfare to present and laid out many of the challenges that military forces will face in the future. That was followed up by a riveting account by CPT Brett Reichert and SGM Rob Absher on the challenges faced by an 82nd Airborne Division company command team during the battles to liberate Mosul. We were fortunate to welcome back a frequent contributor Mr. Jacob Kurtzer of CSIS who shared his extensive experience in Humanitarian Assistance and in the NGO community. MG (Ret) Al Aycock (USMA '78) of the John F Kennedy Special Warfare Center and School at Fort Bragg, on behalf of MG Kurt Sonntag, offered insights on how the Special Operations community is responding to these challenges. The afternoon featured some perspectives on the current and future roles of Civil Affairs from BG Rob Cooley and LTC Jon Bleakley. The CSCMO Distinguished Chair LTG (Ret) Ken Hunzeker offered some closing remarks on the over-arching role of Civil-Military Operations as it relates to future service for our cadets in environment like that presented and beyond.

In previous workshops the panelists and discussants spoke to the audience in rows of seating in one of the academic rooms. This year, the event was held at the West Point Club, with Cadets seated in groups around tables at which the other speakers sat as well. But also spread around the room and seated at the tables were ten members of the Class of '78, who volunteered their time to travel to USMA and participate and engage with our Cadets.

We also built time in the schedule for the Cadets and distinguished guests and visitors to reflect and discuss the speaker's comments after each session. Again, the feedback from Cadets was that they found this extremely valuable, to not only dissect the speakers' comments, but to hear the insights and thoughts of the Class of '78. Each of the Class members provided a wide and diverse array of military, government, and private sector perspectives and experiences. The Cadets overwhelmingly found these conversations personally and professionally rewarding, and gave them a lot to think about as they approach graduation in a few short weeks.

Center for the Study of Civil Military Operations (CSCMO) Endowment

Another change from previous years was the lunch forum. In past workshops, conversations were cut off in the effort to move to lunch; holding the event in the Club allowed us only a short intermission so the discussions could continue over a working lunch at each table. We found it was a much more effective use of time and allowed the conversations and dialogues to continue.

The Center and Department of Geography and Environmental Engineering leadership will finalize our after-action review of this year's event in the next few weeks and begin planning for next year. We fully anticipate that next year's event will be fully funded from the Class's generous endowment of this event, and we look forward to our continued partnership with the Class through Mr. Morales and COL (Ret) Zeller and welcoming any Class members who wish to participate next year.



ANDREW D. LOHMAN
COL, U.S. Army
Associate Professor
Director, CSCMO

S800F – The Class of 1978 Army West Point Rifle Team Endowment

Endowment Performance Report
As of 12/31/2018

Endowment Description

The purpose of the Class of 1978 Army West Point Rifle Team Endowment is to support the team's needs to enhance cadets' Division 1 athletic experience. This endowment may cover, but is not limited to, the costs of equipment, uniforms, practice and competition expenses, team-specific facility enhancements, staffing, recruiting and team travel, technological infrastructure, as well as the administrative expenses associated with this team.

Endowment Balance..... \$269,097

Distribution Available for AY 19-20..... n/a **

** this endowment was recently established and has not yet reached maturity; no distribution is available for AY 19-20



ARMY WEST POINT®

ATHLETICS

Dear Class of 1978, Mr. Les Szabolcsi,

Thank you for your dedication and support of Army West Point Athletics and the Rifle program. The Class of 1978 Army West Point Rifle Team Endowment is vital to the program as it provides our coaches and cadet-athletes with the necessary support and security to continue competing at the highest level and does so in perpetuity.

The rifle team had a successful 2018-19 season, finishing with a 6-7 overall record and placing 6th place at the NCAA Championships. This result led to the team finishing the season ranked sixth in the final College Rifle Coaches Association Poll, the highest ranking all season. The Black Knights were led by Clayton Hanson who recorded the fifth-highest air rifle score of 593. Payne Nunn finished his Army career at the championships with a score of 590 and exits as the program record-holder in air rifle with a 597 score earlier this season.

Army Rifle had two members honored by the Great America Rifle Conference as well, with Payne Nunn receiving second team All-GARC honors and Andrew Solomonides being named as Army's Scholar Athlete of the Year Recipient for the third year in a row. Lastly, Payne Nunn was named to the Second Team All American team in Air Rifle by the NRA and received honorable mention All-America honors from the CRCA.

Building successful programs and leaders of character, while remaining competitive at the highest level, is only possible because of the support from donors, like you. On behalf of our cadet-athletes and coaches, thank you for your generosity to the Rifle program.

Garrett Munro
Senior Associate Athletic Director, Development
Army West Point

Garrett Munro, Senior Associate Athletic Director, USMA, 845-938-2322

**S800G – The Class of 1978 Endowment for the Pistol and Combat Weapons
Team**

Endowment Performance Report
As of 12/31/2018

Endowment Description

The purpose of the Class of 1978 Endowment for the Pistol and Combat Weapons Teams endowment is to support the operations and activities of the Pistol and Combat Weapons Teams. This endowment may cover, but is not limited to, the costs of equipment, uniforms, practice and competition expenses, team-specific facility enhancements, staffing, team travel, technological infrastructure, as well as the administrative expenses associated with these teams.

Endowment Balance.....\$538,194

Distribution Available for AY 19-20..... n/a **

** this endowment was recently established and has not yet reached maturity; no distribution is available for AY 19-20



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
UNITED STATES MILITARY ACADEMY
West Point, New York 10996

May 10, 2019

The Class of 1978 Endowment for the Pistol and Combat Weapons Team

TO: Class of 1978, Mr. Les Szabolcsi

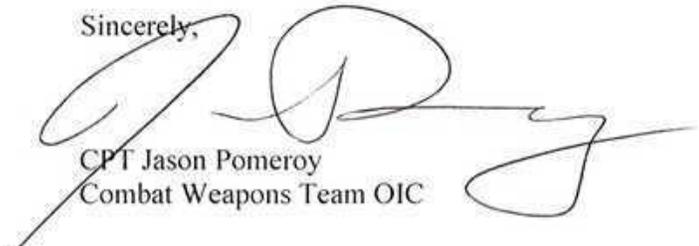
The purpose of this letter is to outline the accomplishments and activities conducted by the Combat Weapons Team during AY19 and to provide the Stewardship Report for The Class of 1978 Endowment for the Pistol and Combat Weapons Team.

The Combat Weapons Team had one of its most successful years to date. The team won the Sig Sauer Relentless Warrior Championship in Epping, NH, an annual shooting competition held between our nation's service academies and senior military colleges. In addition to winning the national championship, the team took 6 of the top 10 individual places, including the top shooter Cadet Bobby Sobeski. The team also competed in various three gun and pistol match across the country. In March, five cadets travelled to Mesa, AZ to compete against some of the best shooters in the country at the Superstition Mystery Mountain 3-gun match. Other competitions included local pistol matches at the Long Island Practical Shooters Association and the Ontelaunee Shooting Club in Pennsylvania. Competition is vital to the team's development and success as it allows members to validate and implement what they are being taught as well as interact with other shooters, developing and learning from others with years of shooting experience.

The team uses their skills learned in practice and competition to benefit the Corps of Cadets and community. One of the large parts of the mission of the team is to produce members that are not only proficient shooters but also proficient instructors. Team members are spread all throughout the Corps of Cadets, instructing their fellow cadets during trainings, in conjunction with Sandhurst ranges and during Cadet Summer Training to develop better shooters throughout the Corps. The team also hosted its annual law enforcement clinic once again this spring. During this event, local law enforcement officers came to West Point to receive marksmanship training and gain proficiency with more advanced shooting techniques. The instruction was led entirely by cadets and serves as a great validation of team member's proficiency as instructors.

The Combat Weapons Team hopes to build upon its success into next year, bolstering the competition schedule and conducting marksmanship instruction clinics for the Corps of Cadets to raise the overall marksmanship proficiency of the Corps. The team cannot do what it does without its donors. Your generous gifts allow us to continue to operate at the high level that we do to develop proficient shooters, instructors and lieutenants on the Combat Weapons Team. Thank you for continuing to provide us the ability to resource and execute our training, we would not be able to do so without your support.

Sincerely,



CPT Jason Pomeroy
Combat Weapons Team OIC



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
UNITED STATES MILITARY ACADEMY
West Point, New York 10996

May 15, 2019

The Class of 1978 Endowment for the Pistol and Combat Weapons Team

TO: Class of 1978, Mr. Les Szabolcsi

The purpose of this letter is to outline the accomplishments and activities conducted by the Pistol Team during AY18-19 and to provide the Stewardship Report for The Class of 1978 Endowment.

The primary purpose of the Pistol Team is to compete and win at the highest levels of intercollegiate pistol competition and, in so doing, develop Pistol Team members into outstanding leaders of character for the U.S. Army. The Team competes in three venues: International Bullseye Pistol, the Scholastic Action Shooting Program (Steel Challenge), and Conventional Bullseye Pistol (Presidents Hundred).

International Bullseye Pistol is our main effort and the Team finished 3rd Overall at the National Intercollegiate Pistol Championships in March 2019. At the Scholastic Action Shooting Program Intercollegiate Championship, the Team finished a disappointing 11th – primary due to range limitations that prevent us from shooting steel targets inside Tronsrue Marksmanship Center. There is currently no suitable outdoor range at West Point. The Presidents Hundred Match is held at Camp Perry, Ohio each July. Pistol Team member participation is largely based on USCC summer training commitments.

Each April, the Pistol Team travels to West Union, Ohio to train at Tactical Defense Institute. Here the Team members receive three days and two nights of very intensive tactical live-fire training. This critical training is designed to well prepare the cadets, regardless of branch, with tactical marksmanship skills and proven tactics that will enable them to fight and win in a combat environment.

The Team members also serve as subject matter experts for the Corps of Cadets on small arms marksmanship. This involves training individual cadets for the pistol marksmanship portion of the German Proficiency Badge test and training cadet teams for the annual Sandhurst Competition. As such, Pistol Team members are not only expert marksmen, but are experienced trainers and coaches.

The Pistol Team hopes to build upon this year's success with an aggressive competition schedule in all three venues and increased training opportunities for the Scholastic Action Shooting Program. Our primary expenses are travel related (airfare, lodging, and rental vehicles) and supplies (ammunition, pellets, targets, and cleaning supplies). Your generous support will allow us to compete and win at the highest levels of intercollegiate competition and continue to develop expert marksmen, excellent instructors and leaders of character for the Army. Thank you for all the Class of 1978 does to support the outstanding men and women on the Pistol Team.

Sincerely,

E. Duston Saunders '72
Lieutenant Colonel, USA (Retired)
Officer-in-Charge & Head Coach

Top left – competing against MIT in International Free Pistol

Top right – International Sport Pistol at Nationals

Middle left & Right – Scholastic Action Shooting Program (Steel Challenge)

Bottom left – International Air Pistol at Tronsrue Marksmanship Center

Bottom right – 4 man team having cleared live fire house at Tactical Defense Institute





REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
UNITED STATES MILITARY ACADEMY
West Point, New York 10996

Visitors Center Stewardship Report

The Visitors Center is the gateway to West Point. Its purpose is to inspire, educate and inform the public about the Academy. Over 60 exhibits demonstrate a cadet's 47-month experience and a unique perspective into how the academy develops leaders of character for our Army and nation. It is also home to West Point Tours, the Visitor Control Center, Army West Point Gift Shop, and next door to the West Point Museum.

Hundreds to thousands of visitors come in daily to visit the displays, take a West Point Tour, or visit the Army West Point Athletic Association Gift Shop.

This state-of-art facility, The Frederic V. Malek West Point Visitors Center, opened on Dec. 4, 2017, and through Sept. 30, 2019, has had more than 426,000 visitors come through its doors.

The facility's fame continues to grow as more VIPs and visiting groups continue to flock to the venue.

Notably, we were able to host Mr. Malek's funeral reception on April 4. Other highlights included, Vice President Mike Pence's visit after Graduation for the Class of 2019 on May 25.

Local, regional, national and international groups continue to enjoy the facility on a daily basis. They have included: The Academy's Department of Geography & Environmental Engineering Formal, the Cadet Orienteering Team's Alumni event, the AOG Descendants Visit, the National Purple Heart Association, actor Steven Lang and, again, all of the attendees for the 2019 National Conference on Ethics in America.

For any additional information on this report please contact Jim Fox at 845-938-8365 or e-mail at Jim.Fox@westpoint.edu or LTC Christopher Ophardt at 845-938-8832 or e-mail Christopher.Ophardt@westpoint.edu.