

**BOARD OF TRUSTEES
NORTH CAROLINA STATE UNIVERSITY
Chancellor's Conference Room- Holladay Hall
University Advancement Committee
April 18, 2013**

Ben Jenkins, Chair

Members: Clark, Cozort, Mattocks, Ramsey, Ward

AGENDA

CALL TO ORDER - *Chair Jenkins reads State Government Ethics Act*

1. CONSENT AGENDA Tab 6.1
 - A. Approval of February 21, 2013 Minutes*

2. INFORMATIONAL REPORTS Tab 6.2
 - A. Capital Projects
 - B. Fund Raising Reports February 28, 2013 and March 31, 2013

3. TOPICS FOR DISCUSSION Tab 6.3
 - A. Communications Update and Discussion
Brad Bohlander, Associate Vice Chancellor for University Communications

Bob Brock, President, Educational Marketing Group
 - B. Campaign Planning Update
Nevin Kessler, Vice Chancellor

4. CLOSED SESSION Tab 6.4
 - A. Approval of February 21, 2013 Minutes*
 - B. Request approval for Naming Specific University Facilities ✓

RECONVENE OPEN SESSION

ADJOURN

- * Committee Approval
- ✓ Full Board Approval

University Advancement Committee
Board of Trustees
North Carolina State University
February 21, 2013

The University Advancement Committee of the Board of Trustees of North Carolina State University met in Open Session at 1:00 p.m. in the Chancellor's Conference Room in Holladay Hall. All members were in attendance.

Members Present: Benjamin P. Jenkins III, Chair
Jimmy Clark
Jack L. Cozort
Bob Mattocks
Randy Ramsey

Susan Ward

W. Randolph Woodson, Chancellor
Barbara Mulkey, Board of Trustees, Chair

Others Present: Brad Bohlander, Associate Vice Chancellor, University
Communications

Nevin E. Kessler, Vice Chancellor, University Advancement

Mike Mullen, Vice Chancellor and Dean of Academic and Student
Affairs

Laurie Reinhardt-Plotnik, Associate Vice Chancellor,
University Development (appointment effective March 4, 2013)

Hilda Renfrow, Executive Assistant, University Advancement

John Taylor, Associate Vice Chancellor, Advancement Services

Shawn Troxler, General Counsel

Steve Watt, Interim Associate Vice Chancellor, University

Development

Chair Ben Jenkins called the session to order and read the State of North Carolina's Government Ethics Act.

Chair Jenkins asked Vice Chancellor Nevin Kessler to introduce the new Associate Vice Chancellor for Development, Laurie Reinhardt-Plotnik.

Mr. Kessler noted that Ms. Reinhardt-Plotnik will officially join the University on March 4, but accepted an invitation to visit today. Laurie has 20 years of experience in fund raising, communications and marketing, alumni affairs, and government relations work in higher education, health care and the arts.

Randy Ramsey made a motion to approve the November 15, 2012 minutes, seconded by Susan Ward, and the motion carried.

Steve Watt, Interim Associate Vice Chancellor for University Development, provided an update on capital projects and a progress report on fundraising through January 31, 2013. New gifts and commitments are up 77% year to date, totaling \$100.7 million, compared to \$56.8 million last year. Our Annual Giving program continues to grow, and is on target to exceed its \$2 million goal for the fiscal year. At the end of January, Annual Giving is up 16.5% year to date.

John Taylor, Associate Vice Chancellor for Advancement Services and Interim Campaign Manager reviewed the CASE Campaign Counting Guidelines and led a discussion on campaign counting. Discussion included guidelines on counting government funds, irrevocable deferred gifts and bequest provisions. The proposed guidelines have been reviewed and endorsed with the college-based foundations and other fund raising entities on campus. With only a couple of exceptions, the guidelines meet the industry's CASE Reporting Standard and Management Guidelines.

Questions were raised by members about the University's recommendation to count all documented revocable bequest provisions regardless of the age of the donor. Learning that NC State would track and report the total of bequest provisions separately, and that most of NC State's peers have adopted similar policies, led committee members to voice their support for the exception to the CASE Reporting Standard and Management Guidelines.

Jack Cozort made a motion to approve the counting guidelines proposed for the next campaign which will be implemented July 1, 2013 through June 30, 2021, seconded by Jimmy Clark, and the motion was unanimously approved.

Nevin Kessler, provided an update on the university's process for developing the campaign's fund raising priorities. A task force led by Vice Chancellor and Dean of Academic and Student Affairs, Mike Mullen, has been created and asked to make recommendations to the Provost by April 1, 2013.

Nevin also led a discussion on the proposed volunteer structure for the pre-public phase of the campaign. A proposed job description for the volunteer leadership was distributed to the committee members. Couples are being considered for volunteer leadership roles.

Jack Cozort made a motion to go into closed session to discuss naming of specific university facilities under North Carolina General Statutes §143-318.11(a) (2). Randy Ramsey seconded the motion and it was approved by general consent.

The meeting returned from closed session. With no further items, the meeting adjourned.

Respectfully submitted,

NC State University
Capital Projects Report
University Advancement Committee of the Board of Trustees
From inception of projects through February 28, 2013

Approved Capital Projects

Project	Private Fundraising Goal	Cash Gifts & Pledges Received	Gifts-in-Kind Received	Total Gifts Received	Percent to Private Fundraising Goal	# Proposals Submitted Since Last Report	Total # Proposals Pending	Total Amount of Proposals Pending
Lonnie Poole Golf Course (Note 1)	\$18,100,000	\$13,181,593	\$3,654,254	\$16,835,847	93%	6	8	\$1,211,380
Campaign for the Hunt Library	\$6,000,000	\$2,797,200	\$1,294,239	\$4,091,439	68%	1	14	\$2,155,000
Campaign for Gregg Museum of Art & Design (Note 2)	\$3,870,000	\$1,891,027	\$0	\$1,891,027	49%	6	3	\$225,000
NC State University Club: A Bright Future Ahead (Note 3)	\$1,700,000	\$390,109	\$0	\$390,109	23%	25	10	\$225,000
The Institute for Emerging Issues: Legacy in Action Campaign	\$20,000,000	\$11,183,320	\$0	\$11,183,320	56%	4	4	\$950,000
NC 4-H: Campaign for the Clover	\$11,500,000	\$9,733,212	\$239,608	\$9,972,820	87%	4	17	\$2,689,000
Dairy Campaign for Excellence	\$2,500,000	\$1,329,236	\$0	\$1,329,236	53%	1	3	\$1,550,000

Notes

- (1) Cash goals: Course - \$9.6MM and Clubhouse - \$6MM, In-kind goal: \$3.5MM
(2) Includes a \$750,000 Challenge Grant that is contingent of achieving the \$3.9MM Gregg Campaign Goal
(3) Phase II of campaign includes revised goal for Pack House concept.

NC State University
Gifts and New Commitments by Gift Source
(Outright Gifts and New Commitments - No Pledge Payments)
July 1, 2012 to February 28, 2013

Tab 6.2

	Alumni	Parents	Faculty Staff	Other Individuals	Corporations	Foundations	Other Organizations	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$860,169	\$54,196	\$97,480	\$8,818,497	\$6,833,073	\$814,775	\$3,532,352	\$21,010,541	\$15,383,914	37%	\$25,302,649
College of Design	\$575,596	\$660	\$5,000	\$17,700	\$37,318	\$150,504	\$248,501	\$1,035,278	\$191,831	440%	\$698,606
College of Education	\$69,491	\$500	\$5,900	\$58,920	\$26,310	\$55,250	\$180,025	\$396,396	\$305,875	30%	\$1,052,862
College of Engineering	\$6,608,375	\$30,819	\$8,553	\$319,954	\$2,368,875	\$580,871	\$196,052	\$10,113,498	\$8,365,801	21%	\$11,584,896
College of Humanities & Social Sciences	\$236,496	\$345	\$10,385	\$45,343	\$7,577	\$202,365	\$0	\$502,511	\$471,845	6%	\$904,249
Poole College of Management	\$176,710	\$2,850	\$456,177	\$18,366	\$503,852	\$30,532	\$13,600	\$1,202,087	\$1,405,964	-15%	\$2,106,767
College of Natural Resources	\$355,037	\$150	\$1,420	\$427,062	\$230,172	\$78,791	\$231,018	\$1,323,650	\$1,083,226	22%	\$2,488,007
College of Physical & Mathematical Sciences	\$488,290	\$25,525	\$46,258	\$79,381	\$398,340	\$143,625	\$283,700	\$1,465,118	\$1,746,895	-16%	\$2,397,597
College of Textiles	\$3,221,894	\$850	\$11,110	\$2,146	\$434,171	\$238,005	\$2,500	\$3,910,675	\$325,952	1100%	\$893,636
College of Veterinary Medicine	\$158,759	\$1,380	\$7,205	\$1,917,604	\$399,298	\$2,898,874	\$60,509	\$5,443,628	\$7,378,798	-26%	\$8,906,393
Alumni Association	\$136,272	\$300	\$290	\$112,581	\$41,854	\$55,230	\$5,450	\$351,978	\$623,866	-44%	\$730,435
ARTS NC State	\$220,537	\$1,560	\$9,850	\$304,786	\$57,180	\$28,125	\$4,509	\$626,547	\$717,675	-13%	\$1,000,420
Libraries	\$92,689	\$6,041	\$29,360	\$1,452,927	\$1,247,854	\$563,750	\$9,427	\$3,402,048	\$558,506	509%	\$2,064,903
University-wide	\$36,245,668	\$139,471	\$10,358	\$765,240	\$1,694,103	\$6,418,879	\$224,384	\$45,498,103	\$27,421,444	66%	\$30,326,899
Wolfpack Club/Athletics	\$13,226,504	\$500	\$0	\$75,216	\$157,884	\$0	\$800	\$13,460,904	\$15,588,618	-14%	\$20,906,571
Total	\$62,672,487	\$265,148	\$699,345	\$14,415,721	\$14,437,860	\$12,259,576	\$4,992,827	\$109,742,963	\$81,570,209	35%	\$111,364,891

NC State University
Gifts and New Commitments by Gift Type
(Outright Gifts and New Commitments - No Pledge Payments)
July 1, 2012 to February 28, 2013

Tab 6.2

	Cash Gifts	Gifts-in-Kind	Matching Gifts	PG Life Income	Realized Requests	Bequest Expectancies	Pledges	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$11,768,593	\$313,456	\$42,081	\$5,505	\$5,363	\$123,333	\$8,752,211	\$21,010,541	\$15,383,914	37%	\$25,302,649
College of Design	\$518,884	\$1,500	\$288	\$0	\$0	\$500,000	\$14,606	\$1,035,278	\$191,831	440%	\$698,606
College of Education	\$359,015	\$863	\$400	\$10,647	\$0	\$0	\$25,471	\$396,396	\$305,875	30%	\$1,052,862
College of Engineering	\$3,886,132	\$185,446	\$59,356	\$156,393	\$100,772	\$5,507,866	\$217,532	\$10,113,498	\$8,365,801	21%	\$11,584,896
College of Humanities & Social Sciences	\$400,664	\$443	\$5,666	\$4,265	\$0	\$0	\$91,474	\$502,511	\$471,845	6%	\$904,249
Poole College of Management	\$643,271	\$0	\$21,673	\$0	\$0	\$450,000	\$87,142	\$1,202,087	\$1,405,964	-15%	\$2,106,767
College of Natural Resources	\$1,023,655	\$0	\$3,724	\$0	\$30,058	\$100,000	\$166,213	\$1,323,650	\$1,083,226	22%	\$2,488,007
College of Physical & Mathematical Sciences	\$806,896	\$128,400	\$23,227	\$0	\$0	\$51,672	\$454,923	\$1,465,118	\$1,746,895	-16%	\$2,397,597
College of Textiles	\$592,346	\$90,200	\$1,083	\$0	\$0	\$3,100,000	\$127,047	\$3,910,675	\$325,952	1100%	\$893,636
College of Veterinary Medicine	\$3,258,218	\$55,095	\$17,272	\$0	\$170,078	\$1,250,000	\$692,965	\$5,443,628	\$7,378,798	-26%	\$8,906,393
Alumni Association	\$218,608	\$0	\$3,925	\$0	\$67,600	\$0	\$61,845	\$351,978	\$623,866	-44%	\$730,435
ARTS NC State	\$346,305	\$58,822	\$2,670	\$0	\$0	\$5,000	\$213,750	\$626,547	\$717,675	-13%	\$1,000,420
Libraries	\$803,098	\$2,418,583	\$6,563	\$0	\$0	\$10,000	\$163,805	\$3,402,048	\$558,506	509%	\$2,064,903
University-wide	\$42,671,505	\$56,427	\$22,416	\$42,270	\$67,537	\$225,000	\$2,412,949	\$45,498,103	\$27,421,444	66%	\$30,326,899
Wolfpack Club/Athletics	\$10,816,472	\$347,998	\$157,884	\$0	\$11,910	\$275,000	\$1,851,640	\$13,460,904	\$15,588,618	-14%	\$20,906,571
Total	\$78,113,660	\$3,657,232	\$368,228	\$219,079	\$453,319	\$11,597,871	\$15,333,574	\$109,742,963	\$81,570,209	35%	\$111,364,891

NC State University
Gifts and New Commitments by Gift Use
(Outright Gifts and New Commitments - No Pledge Payments)
July 1, 2012 to February 28, 2013

Tab 6.2

	Current Operations Restricted	Current Operations Unrestricted	Endowment Restricted	Endowment Unrestricted	Facilities	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$8,427,914	\$1,101,752	\$11,055,056	\$6,163	\$419,656	\$21,010,541	\$15,383,914	37%	\$25,302,649
College of Design	\$324,130	\$97,148	\$612,500	\$0	\$1,500	\$1,035,278	\$191,831	440%	\$698,606
College of Education	\$295,205	\$46,903	\$53,325	\$0	\$963	\$396,396	\$305,875	30%	\$1,052,862
College of Engineering	\$4,990,753	\$1,006,727	\$3,929,922	\$650	\$185,446	\$10,113,498	\$8,365,801	21%	\$11,584,896
College of Humanities & Social Sciences	\$300,152	\$136,009	\$65,907	\$0	\$443	\$502,511	\$471,845	6%	\$904,249
Poole College of Management	\$491,843	\$157,317	\$552,926	\$0	\$0	\$1,202,087	\$1,405,964	-15%	\$2,106,767
College of Natural Resources	\$552,583	\$145,089	\$625,978	\$0	\$0	\$1,323,650	\$1,083,226	22%	\$2,488,007
College of Physical & Mathematical Sciences	\$838,187	\$194,065	\$289,426	\$15,040	\$128,400	\$1,465,118	\$1,746,895	-16%	\$2,397,597
College of Textiles	\$3,396,556	\$50,483	\$371,337	\$2,100	\$90,200	\$3,910,675	\$325,952	1100%	\$893,636
College of Veterinary Medicine	\$3,754,475	\$181,436	\$1,410,812	\$41,810	\$55,095	\$5,443,628	\$7,378,798	-26%	\$8,906,393
Alumni Association	\$101,420	\$57,907	\$164,065	\$0	\$28,586	\$351,978	\$623,866	-44%	\$730,435
ARTS NC State	\$42,516	\$64,027	\$6,591	\$0	\$513,413	\$626,547	\$717,675	-13%	\$1,000,420
Libraries	\$812,018	\$2,850	\$168,598	\$0	\$2,418,583	\$3,402,048	\$558,506	509%	\$2,064,903
University-wide	\$9,000,188	\$483,542	\$35,710,539	\$18,000	\$285,834	\$45,498,103	\$27,421,444	66%	\$30,326,899
Wolfpack Club/Athletics	\$7,851,894	\$0	\$818,131	\$0	\$4,790,880	\$13,460,904	\$15,588,618	-14%	\$20,906,571
Total	\$41,179,834	\$3,725,253	\$55,835,112	\$83,763	\$8,919,000	\$109,742,963	\$81,570,209	35%	\$111,364,891

NC State University
Gift Receipts by Gift Source
(Includes Gift Receipts and Pledge Payments)
July 1, 2012 to February 28, 2013

Tab 6.2

	Alumni	Parents	Faculty Staff	Other Individuals	Corporations	Foundations	Other Organizations	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$644,347	\$54,346	\$130,110	\$895,558	\$7,798,450	\$879,775	\$3,789,498	\$14,192,085	\$13,527,076	5%	\$20,662,403
College of Design	\$71,931	\$625	\$7,954	\$17,675	\$64,443	\$150,504	\$248,501	\$561,632	\$215,791	160%	\$724,259
College of Education	\$60,857	\$500	\$7,377	\$71,325	\$26,420	\$55,250	\$180,025	\$401,754	\$321,466	25%	\$1,073,920
College of Engineering	\$1,351,103	\$30,800	\$12,387	\$332,412	\$2,883,929	\$686,871	\$196,077	\$5,493,578	\$8,497,030	-35%	\$11,146,359
College of Humanities & Social Sciences	\$218,893	\$345	\$13,725	\$46,044	\$9,127	\$202,365	\$0	\$490,500	\$398,421	23%	\$750,659
Poole College of Management	\$431,606	\$2,430	\$9,273	\$68,880	\$1,212,477	\$30,532	\$13,600	\$1,768,798	\$1,559,292	13%	\$2,523,875
College of Natural Resources	\$164,486	\$150	\$7,833	\$438,075	\$243,172	\$78,791	\$231,018	\$1,163,526	\$935,842	24%	\$1,453,192
College of Physical & Mathematical Sciences	\$518,688	\$25,525	\$14,345	\$38,493	\$359,575	\$143,625	\$283,700	\$1,383,950	\$1,619,965	-15%	\$2,206,949
College of Textiles	\$210,404	\$850	\$11,110	\$2,096	\$536,764	\$303,717	\$2,500	\$1,067,440	\$1,272,332	-16%	\$1,805,901
College of Veterinary Medicine	\$115,710	\$1,380	\$8,225	\$650,581	\$530,357	\$4,545,574	\$67,009	\$5,918,835	\$3,808,042	55%	\$5,369,738
Alumni Association	\$321,189	\$325	\$623	\$112,187	\$159,354	\$58,807	\$5,450	\$657,936	\$755,594	-13%	\$886,308
ARTS NC State	\$185,178	\$1,560	\$13,490	\$427,069	\$29,014	\$121,188	\$4,509	\$782,007	\$538,086	45%	\$824,158
Libraries	\$91,568	\$6,351	\$44,373	\$1,355,367	\$1,248,854	\$568,750	\$9,427	\$3,324,690	\$457,097	627%	\$779,462
University-wide	\$37,993,265	\$111,430	\$14,940	\$509,208	\$1,711,361	\$6,294,122	\$140,384	\$46,774,710	\$27,791,115	68%	\$32,696,924
Wolfpack Club/Athletics	\$11,208,799	\$500	\$0	\$216	\$157,884	\$0	\$800	\$11,368,199	\$13,172,442	-14%	\$17,419,724
Total	\$53,588,024	\$237,117	\$295,766	\$4,965,186	\$16,971,181	\$14,119,871	\$5,172,497	\$95,349,641	\$74,869,591	27%	\$100,323,833

NC State University
Gift Receipts by Gift Type
(Includes Gift Receipts and Pledge Payments)
July 1, 2012 to February 28, 2013

	Cash Gifts	Gifts-In-Kind	Matching Gifts	PG Life Income	Realized Bequests	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$13,825,680	\$313,456	\$42,081	\$5,505	\$5,363	\$14,192,085	\$13,527,076	5%	\$20,662,403
College of Design	\$559,844	\$1,500	\$288	\$0	\$0	\$561,632	\$215,791	160%	\$724,259
College of Education	\$389,844	\$863	\$400	\$10,647	\$0	\$401,754	\$321,466	25%	\$1,073,920
College of Engineering	\$4,914,355	\$185,446	\$59,356	\$156,393	\$178,028	\$5,493,578	\$8,497,030	-35%	\$11,146,359
College of Humanities & Social Sciences	\$480,126	\$443	\$5,666	\$4,265	\$0	\$490,500	\$398,421	23%	\$750,659
Poole College of Management	\$1,747,125	\$0	\$21,673	\$0	\$0	\$1,768,798	\$1,559,292	13%	\$2,523,875
College of Natural Resources	\$1,129,743	\$0	\$3,724	\$0	\$30,058	\$1,163,526	\$935,842	24%	\$1,453,192
College of Physical & Mathematical Sciences	\$1,232,322	\$128,400	\$23,227	\$0	\$0	\$1,383,950	\$1,619,965	-15%	\$2,206,949
College of Textiles	\$976,158	\$90,200	\$1,083	\$0	\$0	\$1,067,440	\$1,272,332	-16%	\$1,805,901
College of Veterinary Medicine	\$5,676,390	\$55,095	\$17,272	\$0	\$170,078	\$5,918,835	\$3,808,042	55%	\$5,369,738
Alumni Association	\$586,411	\$0	\$3,925	\$0	\$67,600	\$657,936	\$755,594	-13%	\$886,308
ARTS NC State	\$720,515	\$58,822	\$2,670	\$0	\$0	\$782,007	\$538,086	45%	\$824,158
Libraries	\$899,544	\$2,418,583	\$6,563	\$0	\$0	\$3,324,690	\$457,097	627%	\$779,462
University-wide	\$46,585,314	\$57,173	\$22,416	\$42,270	\$67,537	\$46,774,710	\$27,791,115	68%	\$32,696,924
Wolfpack Club/Athletics	\$10,816,472	\$347,998	\$157,884	\$0	\$45,845	\$11,368,199	\$13,172,442	-14%	\$17,419,724
Total	\$90,539,845	\$3,657,979	\$368,228	\$219,079	\$564,510	\$95,349,641	\$74,869,591	27%	\$100,323,833

NC State University
Gift Receipts by Gift Use
(Includes Gift Receipts and Pledge Payments)
July 1, 2012 to February 28, 2013

Tab 6.2

	Current Operations Restricted	Current Operations Unrestricted	Endowment Restricted	Endowment Unrestricted	Facilities	Year-to-date FY '13 Totals	Year-to-date FY '12 Totals	YTD Period % Change FY12/FY13	Year End FY '12 Totals
College of Agriculture and Life Sciences	\$9,748,390	\$1,071,754	\$2,908,471	\$6,163	\$457,306	\$14,192,085	\$13,527,076	5%	\$20,662,403
College of Design	\$325,714	\$94,918	\$139,500	\$0	\$1,500	\$561,632	\$215,791	160%	\$724,259
College of Education	\$299,112	\$38,195	\$63,405	\$0	\$1,043	\$401,754	\$321,466	25%	\$1,073,920
College of Engineering	\$2,963,347	\$972,649	\$1,371,486	\$650	\$185,446	\$5,493,578	\$8,497,030	-35%	\$11,146,359
College of Humanities & Social Sciences	\$299,250	\$125,220	\$65,587	\$0	\$443	\$490,500	\$398,421	23%	\$750,659
Poole College of Management	\$992,493	\$160,087	\$266,219	\$250,000	\$100,000	\$1,768,798	\$1,559,292	13%	\$2,523,875
College of Natural Resources	\$571,110	\$140,748	\$451,668	\$0	\$0	\$1,163,526	\$935,842	24%	\$1,453,192
College of Physical & Mathematical Sciences	\$775,878	\$172,617	\$301,634	\$5,420	\$128,400	\$1,383,950	\$1,619,965	-15%	\$2,206,949
College of Textiles	\$500,844	\$44,598	\$429,699	\$2,100	\$90,200	\$1,067,440	\$1,272,332	-16%	\$1,805,901
College of Veterinary Medicine	\$3,469,006	\$183,466	\$169,558	\$2,041,710	\$55,095	\$5,918,835	\$3,808,042	55%	\$5,369,738
Alumni Association	\$81,582	\$56,759	\$175,489	\$0	\$344,106	\$657,936	\$755,594	-13%	\$886,308
ARTS NC State	\$37,191	\$65,229	\$37,145	\$15,000	\$627,443	\$782,007	\$538,086	45%	\$824,158
Libraries	\$787,985	\$2,850	\$115,272	\$0	\$2,418,583	\$3,324,690	\$457,097	627%	\$779,462
University-wide	\$9,483,574	\$475,319	\$35,487,488	\$18,000	\$1,310,330	\$46,774,710	\$27,791,115	68%	\$32,696,924
Wolfpack Club/Athletics	\$7,851,894	\$0	\$318,170	\$0	\$3,198,136	\$11,368,199	\$13,172,442	-14%	\$17,419,724
Total	\$38,187,370	\$3,604,407	\$42,300,790	\$2,339,043	\$8,918,031	\$95,349,641	\$74,869,591	27%	\$100,323,833

FY13 YTD Monthly Progress and College Comparison Report

As of February 28, 2013

Overall Performance	Alumni Dollars with Matching				Total Dollars with Matching				Alumni Donors				Total Donors			
	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng
YTD Total	\$1,211,887	\$1,062,885	\$149,002	14.02%	\$1,501,031	\$1,312,669	\$188,362	14.35%	9,385	8,839	546	6.18%	11,875	11,034	841	7.62%

Overall Performance	Alumni Dollars without Matching				Total Dollars without Matching				Alumni Donors				Total Donors			
	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng
\$1,000+ household donors (Primary donors only); no matching	\$313,163.70	\$239,609.36	\$73,554	30.70%	\$426,763.70	\$312,464.36	\$114,299	36.58%	211	188	23	12.23%	278	222	56	25.23%

Progress to Goals	FY13 Goals	Needed to Meet Goals	FY13 % To Goal	FY12 Rpt Date to 6/30/12	Projection
Total Dollars	\$2,000,000	\$498,969	75.05%	\$551,322	\$2,052,353
*(FY12 = \$1,863,991)					
Total Donors	16,000	4,125	74.22%	5,363	17,238
*(FY12 = 16,397)					

Average Gift	FY13	FY12	Chng	% Chng
By Gift	\$102	\$95	\$7	7.57%
By Donor	\$124	\$116	\$8	6.90%

Corporate Matching Gifts	Corporate Match Dollars				Number Corporate Match Gifts			
	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng
	\$62,673	\$46,669	\$16,004	34.29%	326	258	68	26.36%

*From FY12 Final Reports

Annual Giving for NC State University

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FY13 YTD Monthly Progress and College Comparison Report

As of February 28, 2013

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Academic Unit Detail - Mailable Alumni	Gift Dollars No Match				Donors No Match*				Average Gift♣	Average Gift♣	Corporate Matching		Total Gifts and Matching	
	FY13	FY12	Chng	% Chng	FY13	FY12	Chng	% Chng	FY13	FY12	FY13	FY12	FY13	FY12
CALS - 35,230	\$167,900	\$158,988	\$8,911	5.6%	1570	1540	30	1.95%	\$100	\$95	\$4,733	\$1,892	\$172,632	\$160,880
CHASS - 31,334	\$74,844	\$81,831	(\$6,986)	(8.5%)	919	938	(19)	(2.03%)	\$74	\$77	\$4,066	\$1,930	\$78,910	\$83,761
Design - 6,052	\$47,569	\$45,820	\$1,749	3.8%	340	334	6	1.80%	\$128	\$125	\$288	\$260	\$47,856	\$46,080
Education - 13,118	\$46,680	\$41,495	\$5,184	12.5%	483	533	(50)	(9.38%)	\$92	\$75	\$400	\$1,250	\$47,080	\$42,745
Engineering - 51,506	\$414,830	\$368,667	\$46,163	12.5%	3083	3039	44	1.45%	\$128	\$115	\$23,265	\$19,389	\$438,095	\$388,056
Management - 21,773	\$78,907	\$64,470	\$14,436	22.4%	777	810	(33)	(4.07%)	\$92	\$72	\$8,040	\$4,254	\$86,946	\$68,724
Natural Resources - 8,827	\$43,155	\$45,538	(\$2,383)	(5.2%)	401	407	(6)	(1.47%)	\$84	\$83	\$150	\$2,374	\$43,305	\$47,912
PAMS - 12,018	\$63,988	\$55,788	\$8,200	14.7%	540	540	0	0.00%	\$110	\$94	\$3,215	\$2,321	\$67,203	\$58,109
Textiles - 8,080	\$41,966	\$34,175	\$7,791	22.8%	406	401	5	1.25%	\$97	\$79	\$1,033	\$225	\$42,998	\$34,400
Vet Med - 2,242	\$26,205	\$21,045	\$5,160	24.5%	163	141	22	15.60%	\$144	\$133	\$300	\$250	\$26,505	\$21,295
Arts NC State	\$10,134	\$12,984	(\$2,850)	(21.9%)	88	90	(2)	(2.22%)	\$91	\$106	\$160	\$825	\$10,294	\$13,809
First Year College	\$2,999	\$8,183	(\$5,183)	(63.3%)	37	36	1	2.78%	\$67	\$182	\$0	\$500	\$2,999	\$8,683
Graduate School	\$6,630	\$5,620	\$1,010	18.0%	25	23	2	8.70%	\$246	\$216	\$75	\$0	\$6,705	\$5,620
Library	\$25,112	\$19,514	\$5,597	28.7%	153	132	21	15.91%	\$82	\$63	\$713	\$625	\$25,824	\$20,139
Parents' Fund	\$87,057	\$85,369	\$1,688	2.0%	1769	1507	262	17.39%	\$48	\$56	\$1,764	\$2,409	\$88,821	\$87,778
Student Financial Aid Fund	\$53,096	\$37,315	\$15,781	42.3%	492	349	143	40.97%	\$107	\$106	\$1,753	\$1,550	\$54,848	\$38,865
University's Greatest Needs Fund	\$153,386	\$110,227	\$43,159	39.2%	1238	913	325	35.60%	\$117	\$113	\$8,845	\$5,590	\$162,231	\$115,817
Other/University-wide	\$93,903	\$68,972	\$24,931	36.1%	385	330	55	16.67%	\$157	\$141	\$3,875	\$1,025	\$97,778	\$69,997
TOTAL	\$1,438,359	\$1,266,001	\$172,358	13.6%	11875	11034	841	7.62%	\$102	\$95	\$62,673	\$46,669	\$1,501,031	\$1,312,669

* FY13 and FY12 Donor No Match TOTAL adjusted for donors who gave to multiple designations.

♣ Average Gift calculated by gifts, including payroll deduction and EFT, not donors.

NC STATE UNIVERSITY

Communications Update and Discussion

Campaign Planning Update