

Advancement & External Affairs Committee

Vice Chancellor's Report

Kenneth E. Sigmon, Jr.

Vice Chancellor for University Advancement

November 18, 2016



North Carolina Agricultural and Technical State University



Agenda

- Fundraising Reports
- Campaign Update/Next Steps
- Structured for Success

Fundraising/Campaign Reports



North Carolina Agricultural and Technical State University



Gifts/New Commitments by Constituency and Type

<i>July 1, 2016 – October 31, 2016</i>						
CONSTITUENT	PLEDGES	OUTRIGHT GIFTS	GIFTS IN KIND	REALIZED PLANNED GIFTS	DEFERRED PLANNED GIFTS	TOTAL
ALUMNI	\$616,698	\$188,411	\$0	\$0	\$1,000	\$806,109
CORPORATIONS	\$25,000	\$576,770	\$7,055	\$0	0	\$608,825
FOUNDATIONS	\$2,014,000	\$97,700	\$0	\$0	0	\$2,111,700
OTHER INDIVIDUALS	\$100	\$46,986	\$251	\$0	\$0	\$47,336
OTHER ORGANIZATIONS	\$0	\$50,774	\$0	\$0	0	\$50,774
TOTAL	\$2,655,798	\$960,641	\$7,306	\$0	\$1,000	\$3,624,745

<i>July 1, 2015 – October 31, 2015</i>						
CONSTITUENT	PLEDGES	OUTRIGHT GIFTS	GIFTS IN KIND	REALIZED PLANNED GIFTS	DEFERRED PLANNED GIFTS	TOTAL
ALUMNI	\$298,057	\$180,461	\$18,000	\$161,080	\$0	\$657,598
CORPORATIONS	\$1,000,000	\$776,265	\$9,305	\$0	\$0	\$1,785,570
FOUNDATIONS	\$0	\$106,640	\$0	\$0	\$0	\$106,640
OTHER INDIVIDUALS	\$33,473	\$46,874	\$0	\$0	\$0	\$80,347
OTHER ORGANIZATIONS	\$5,000	\$91,301	\$0	\$0	\$0	\$96,301
TOTAL	\$1,336,530	\$1,201,541	\$27,305	\$161,080	\$0	\$2,726,456



Gifts/New Commitments By Purpose

<i>July 1, 2016 – October 31, 2016</i>		
	Objective	Amount
Endowment	Facilities	\$0
	Faculty	\$1,350
	Programmatic	\$6,002
	Scholarships	\$163,545
Subtotal Endowment		\$170,897
Current Use	Facilities	\$75,000
	Faculty	\$100
	Programmatic	\$2,844,028
	Research	\$3,485
	Scholarships	\$518,957
	Unrestricted	\$87,203
Subtotal Current Use		\$3,453,848
Grand Total		\$3,624,745



NCA&T CAMPAIGN REPORT

Oct 31 2016

Report based on campaign start date of July 1, 2012

CONFIDENTIAL

NORTH CAROLINA A&T
STATE UNIVERSITY

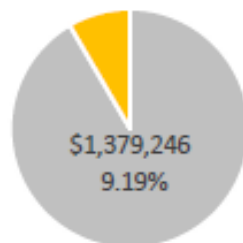
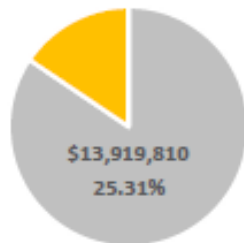
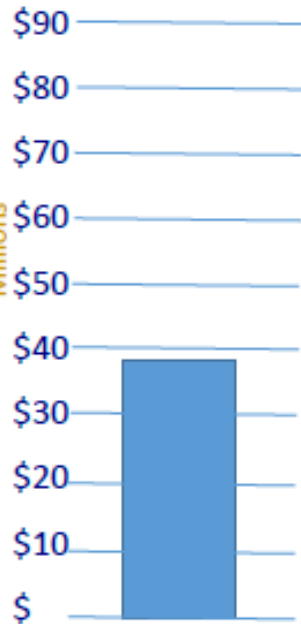
Campaign Production

Campaign Priorities

Goal \$85MM
42%

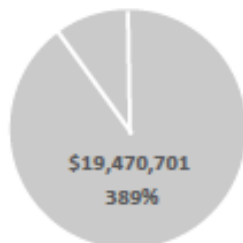
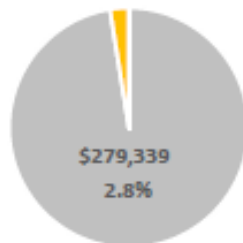
Student Support
Goal: \$55MM

Faculty Support
Goal: \$15MM



Facility Support
Goal: \$10MM

Program Support
Goal: \$5MM



Total: \$37,906,103

Campaign Benchmarks

Number of Endowed Scholarship Funds

207	75	282
Prior to 7/1/2012	New	Total

Number of Endowed Chairs & Professorships

16	4	20
Prior to 7/1/2012	New	Total

Deferred Commitments \$1,133,488

Number of Campaign Donors 11637

Alumni	8,271
Friends	2,503
Corp/Fdtn	863



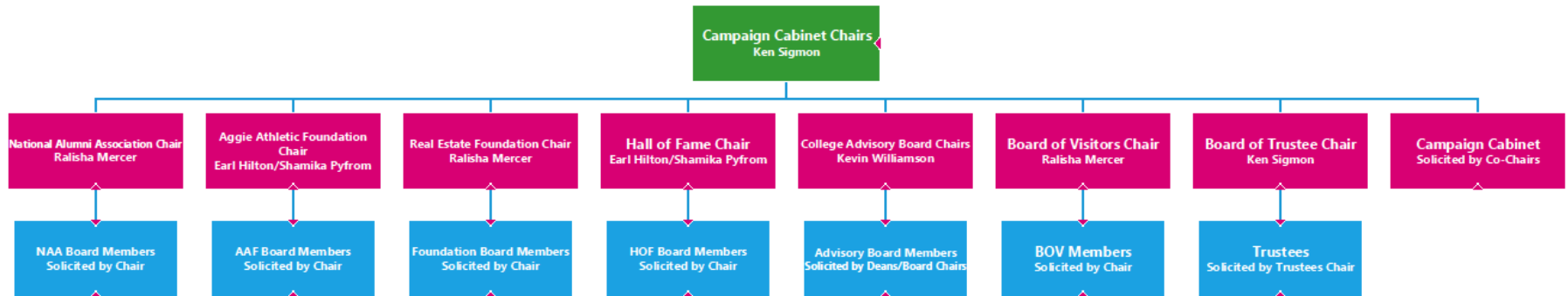
Board Solicitation Strategy

Activity	Start Date	End Date	Responsible Party
Establish Cabinet/Board Points of Contact (POCs) Ken Sigmon - Campaign Cabinet, Board of Trustees Ralisha Mercer - BOV, NAA, Real Estate Foundation Kevin Williamson - College Advisory Boards Earl Hilton/Shamika Pyfrom - AAF, Hall of Fame	Completed		POCs
Communication from Campaign Chairs	11/1/2016	11/8/2016	Sigmon
Set Targets for Each Individual Member and Overall Board	12/1/2016	12/15/2016	All
Teleconference with Board Chairs, Deans, and POCs	1/1/2017	1/15/2017	Sigmon
Solicitation of Board Chairs	1/15/2017	2/28/2017	Campaign Chairs/POCs
Board Education/Prospect Identification/ Distribute Volunteer Handbooks	1/15/2017	Next Scheduled	POCs
Solicitation of Board Members	Current	12/31/2017	Board Chairs/Deans/POCs
Follow-Up Calls with Board Chairs/Deans/POCs	4/1/2017	Until Complete	Sigmon



Board Solicitation Strategy

Campaign Solicitation Chart



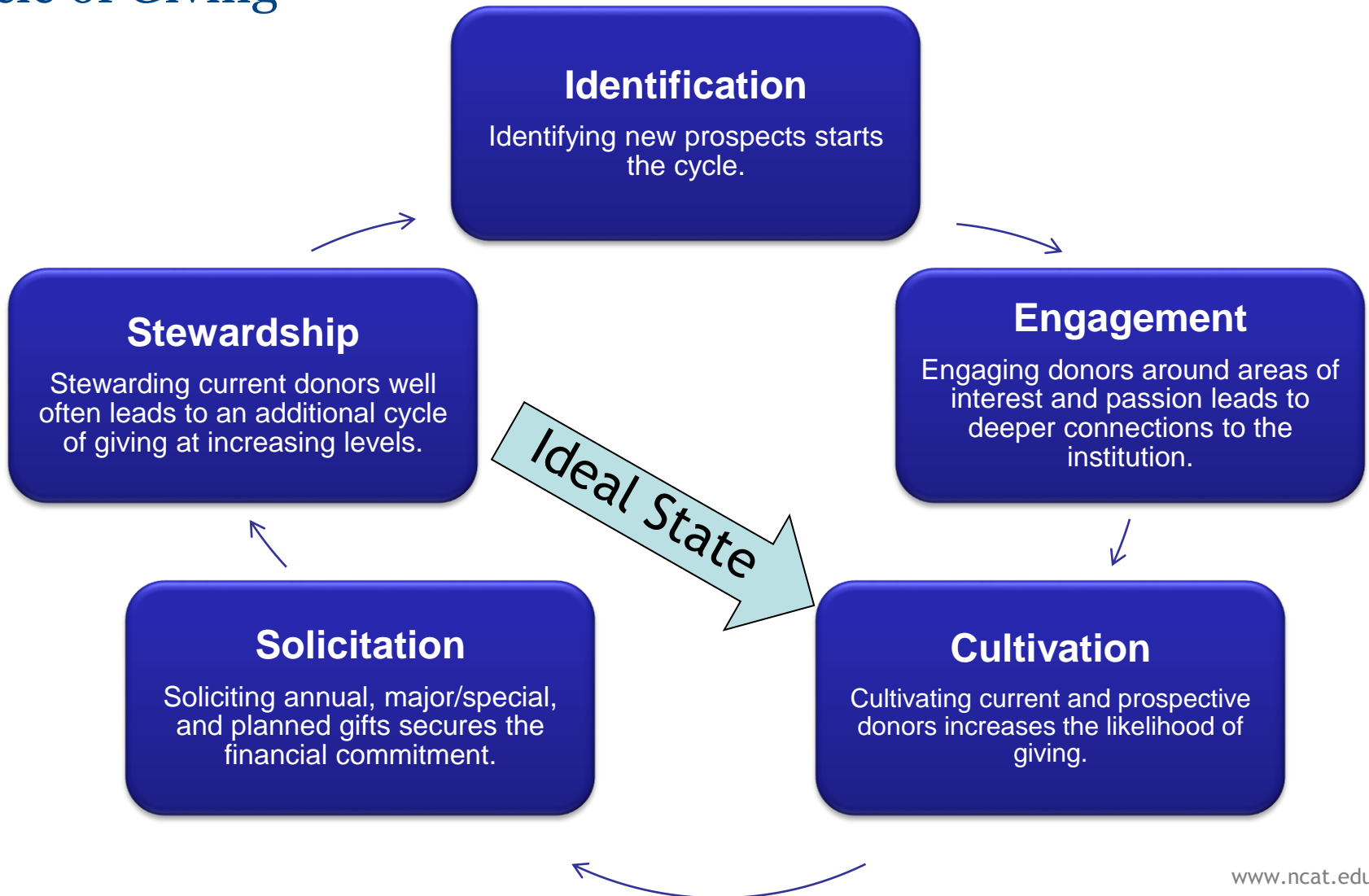
Structured for Success *University Advancement*



North Carolina Agricultural and Technical State University

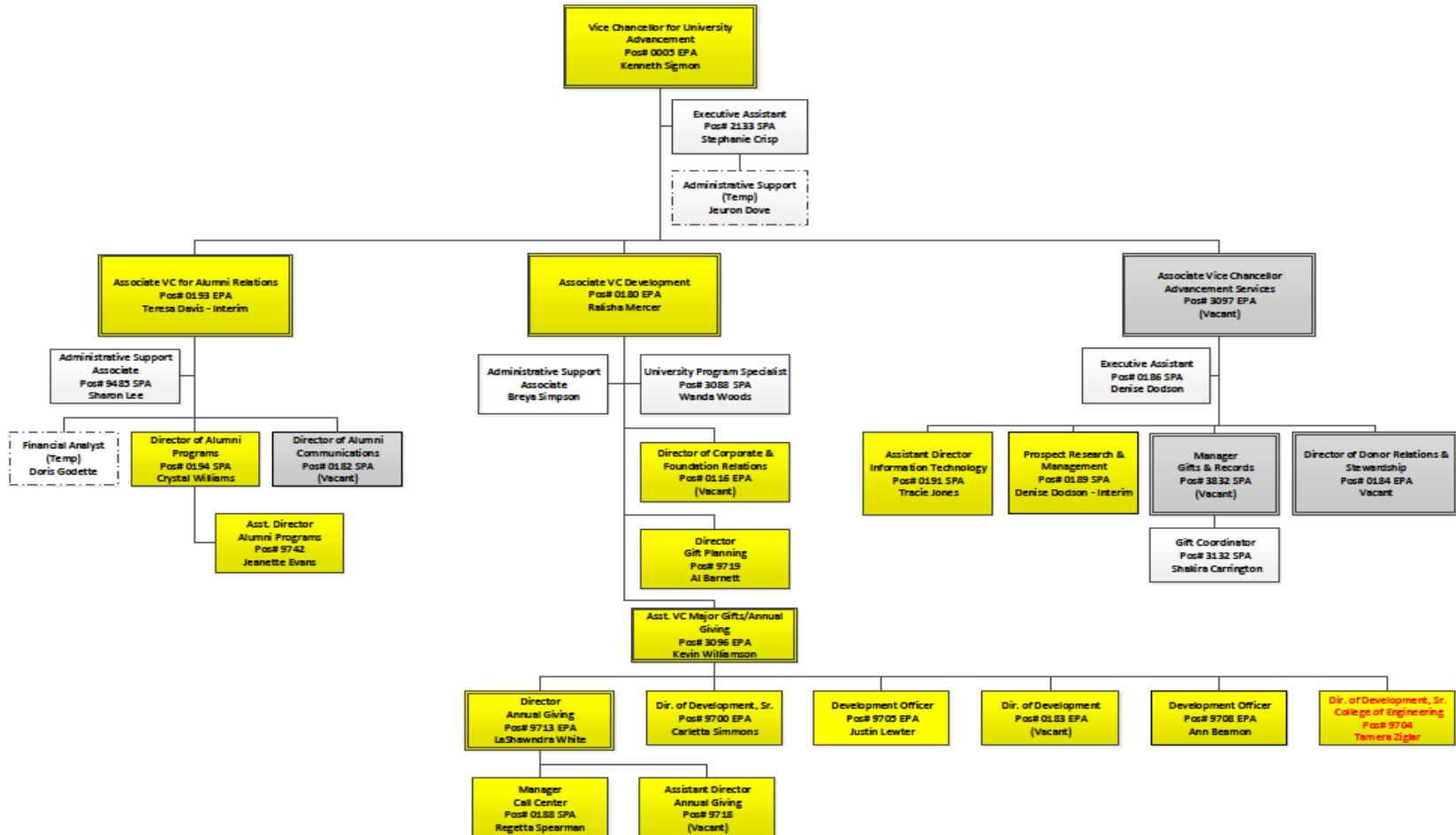


Cycle of Giving



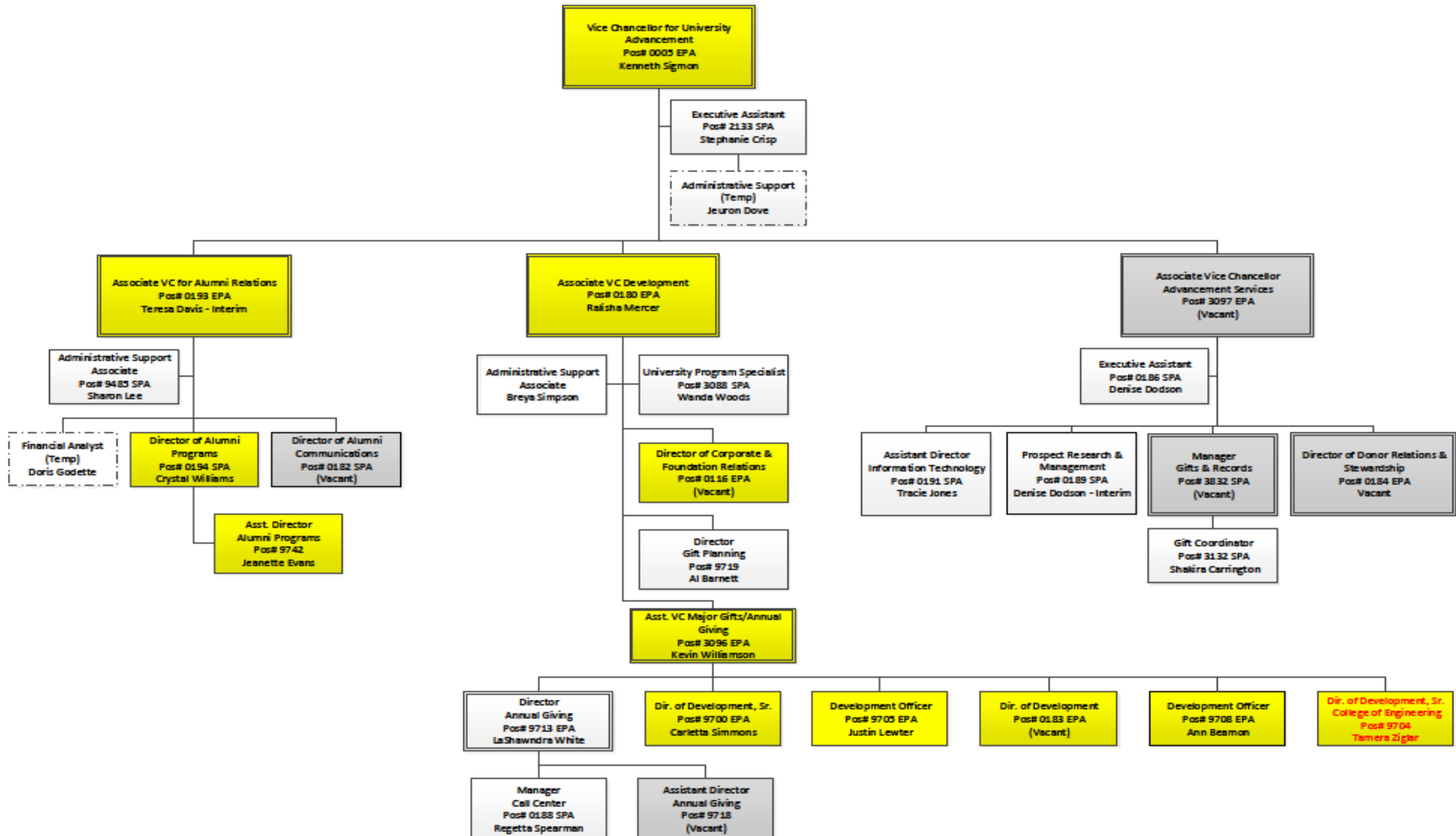


Identification



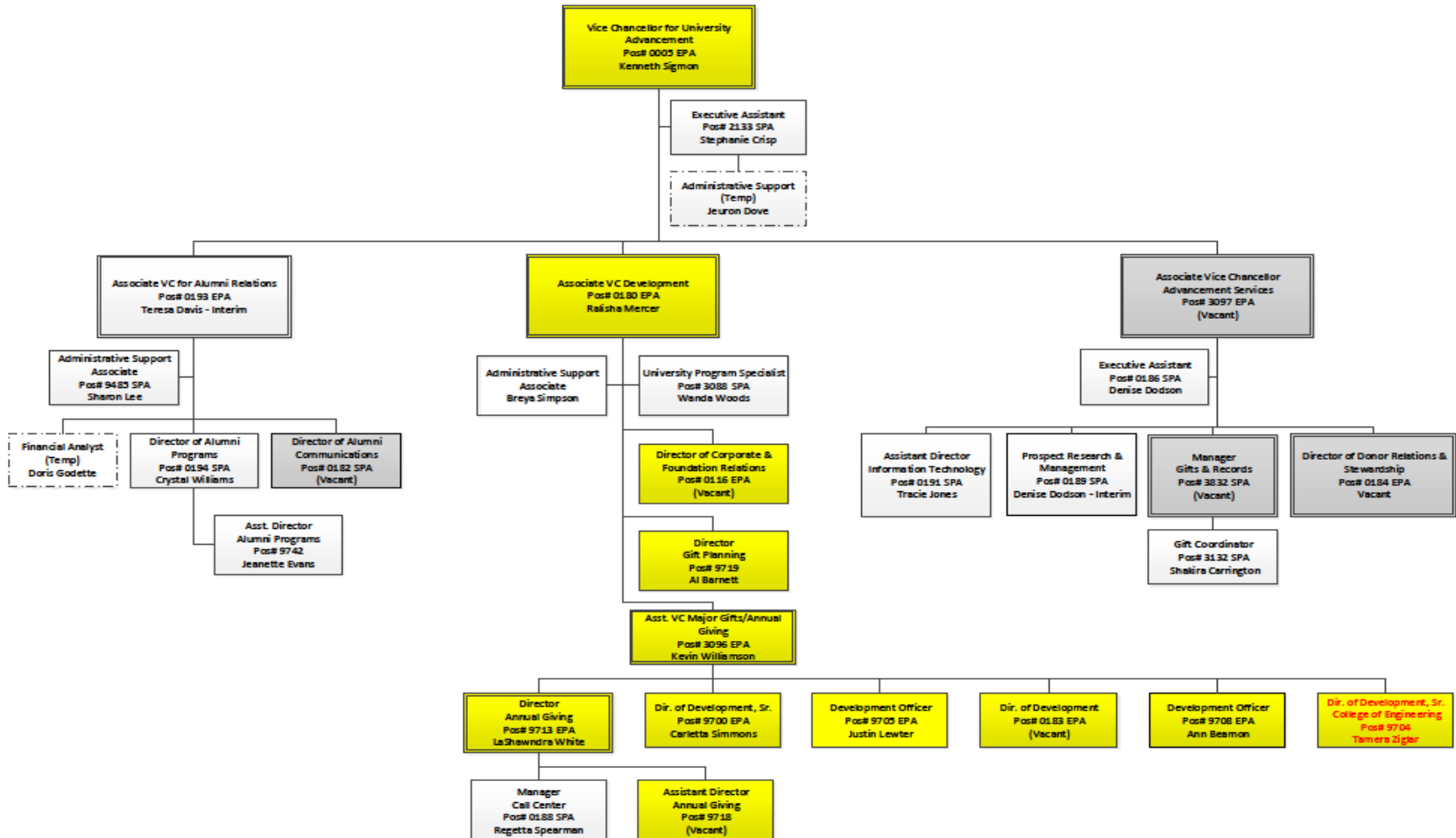


Engagement



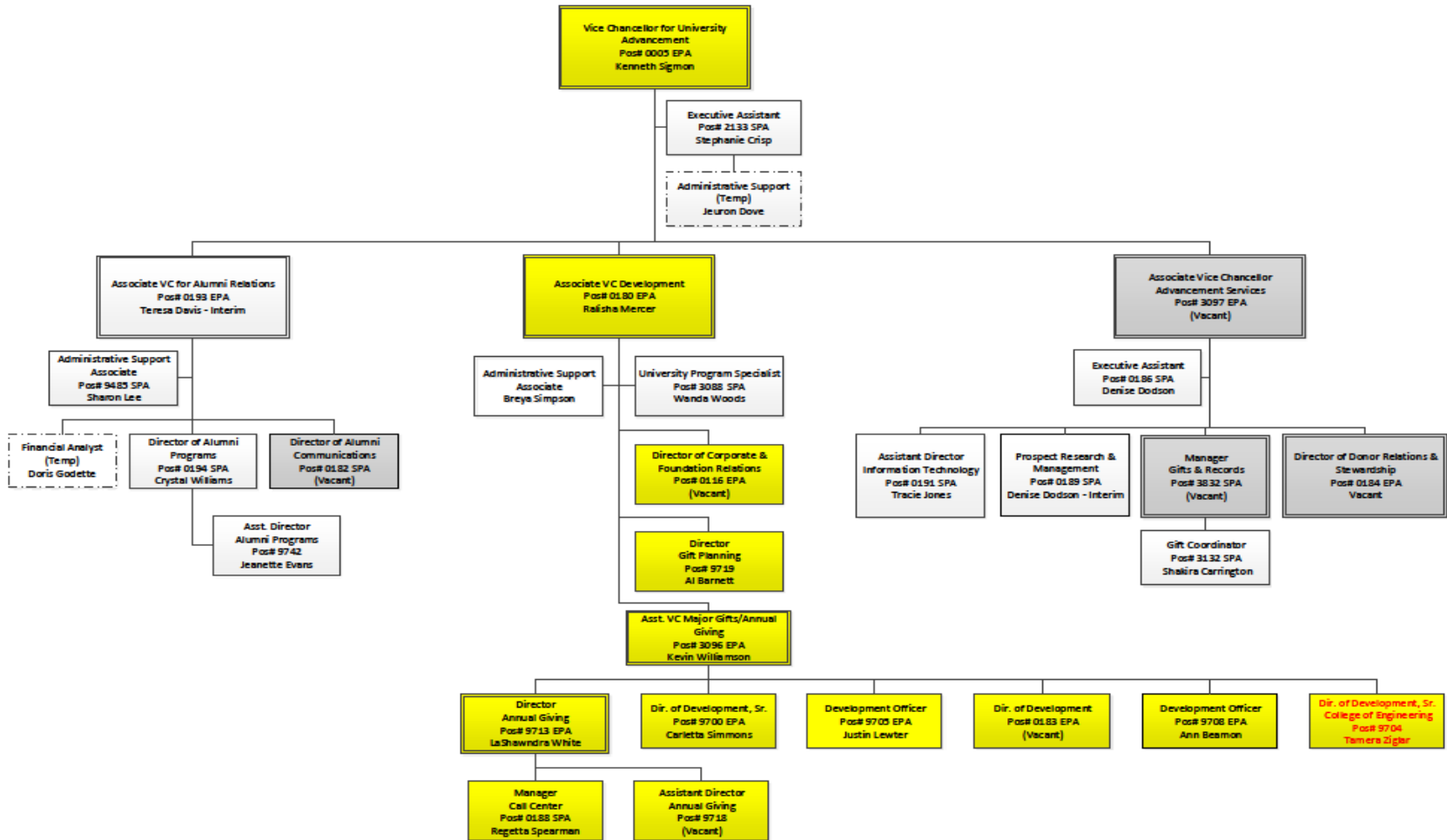


Cultivation



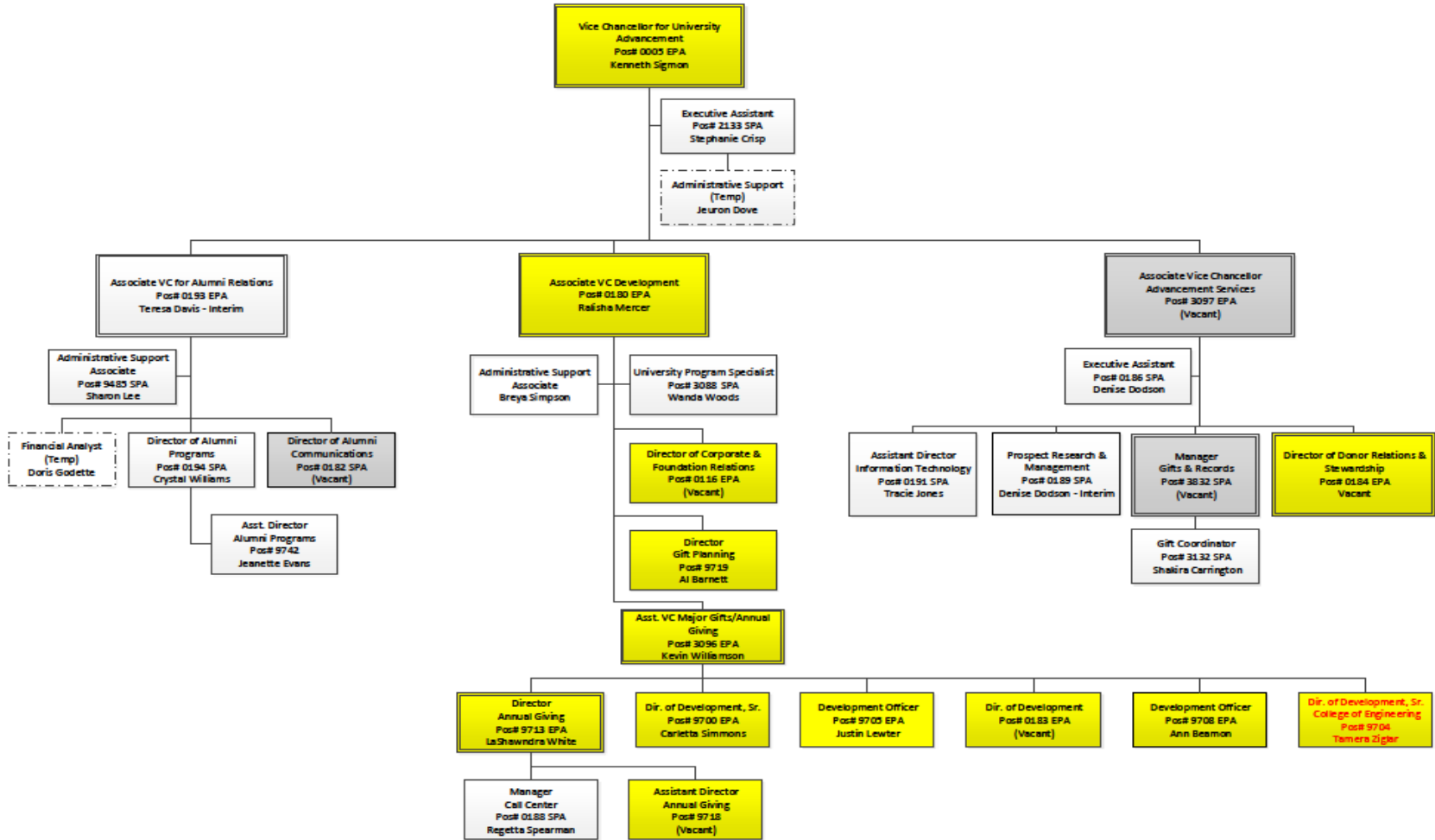


Solicitation



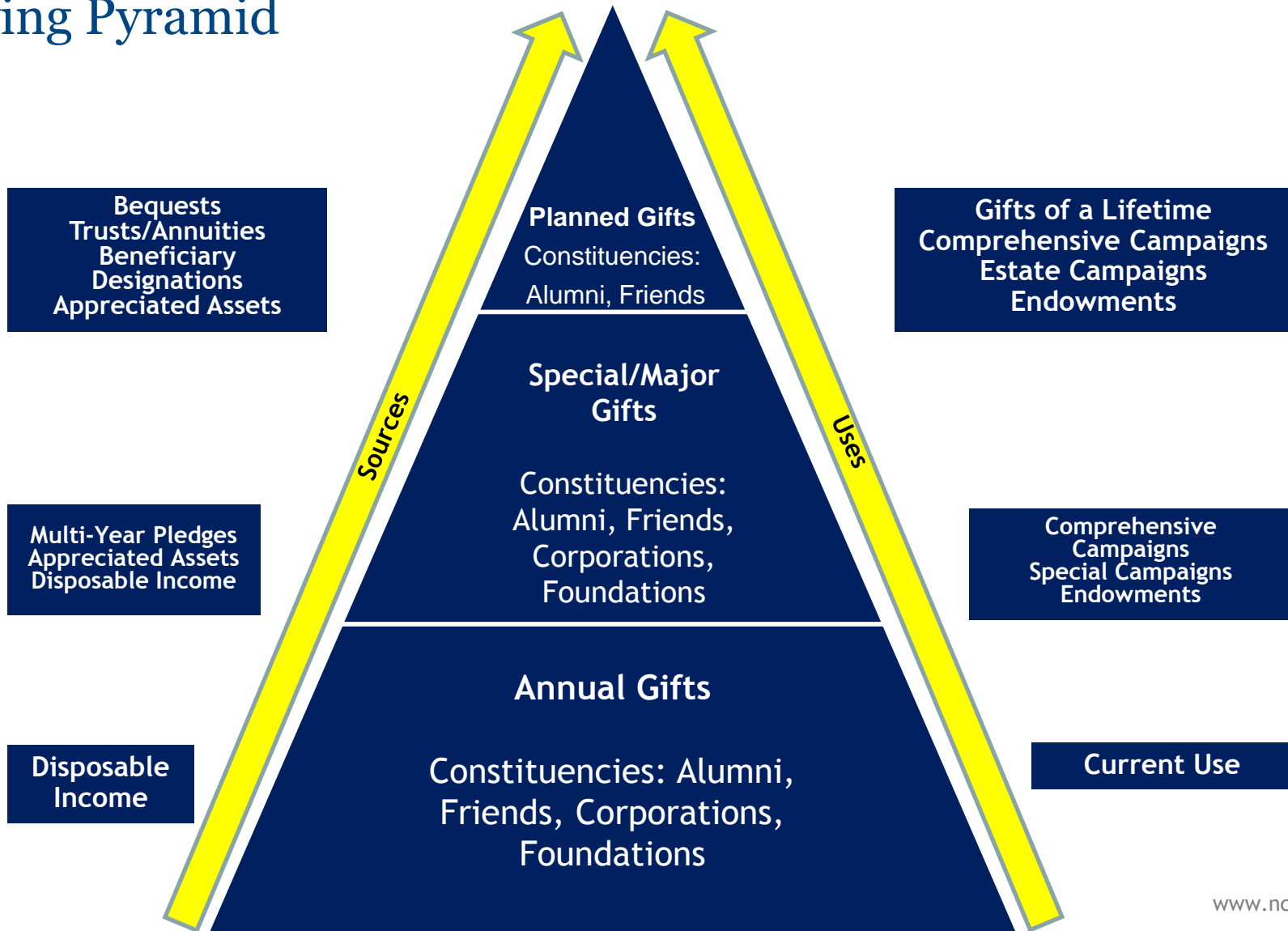


Stewardship



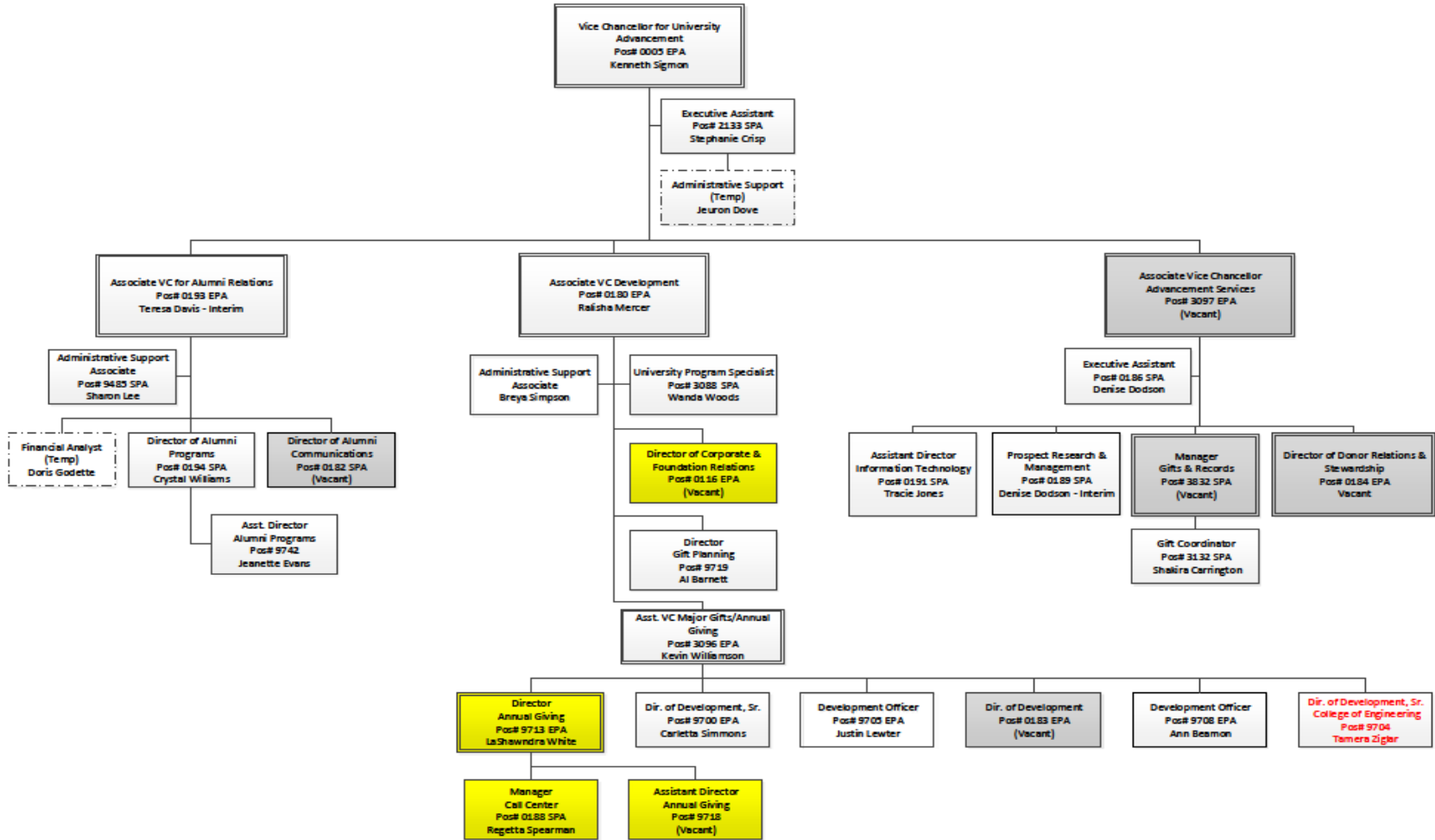


Giving Pyramid



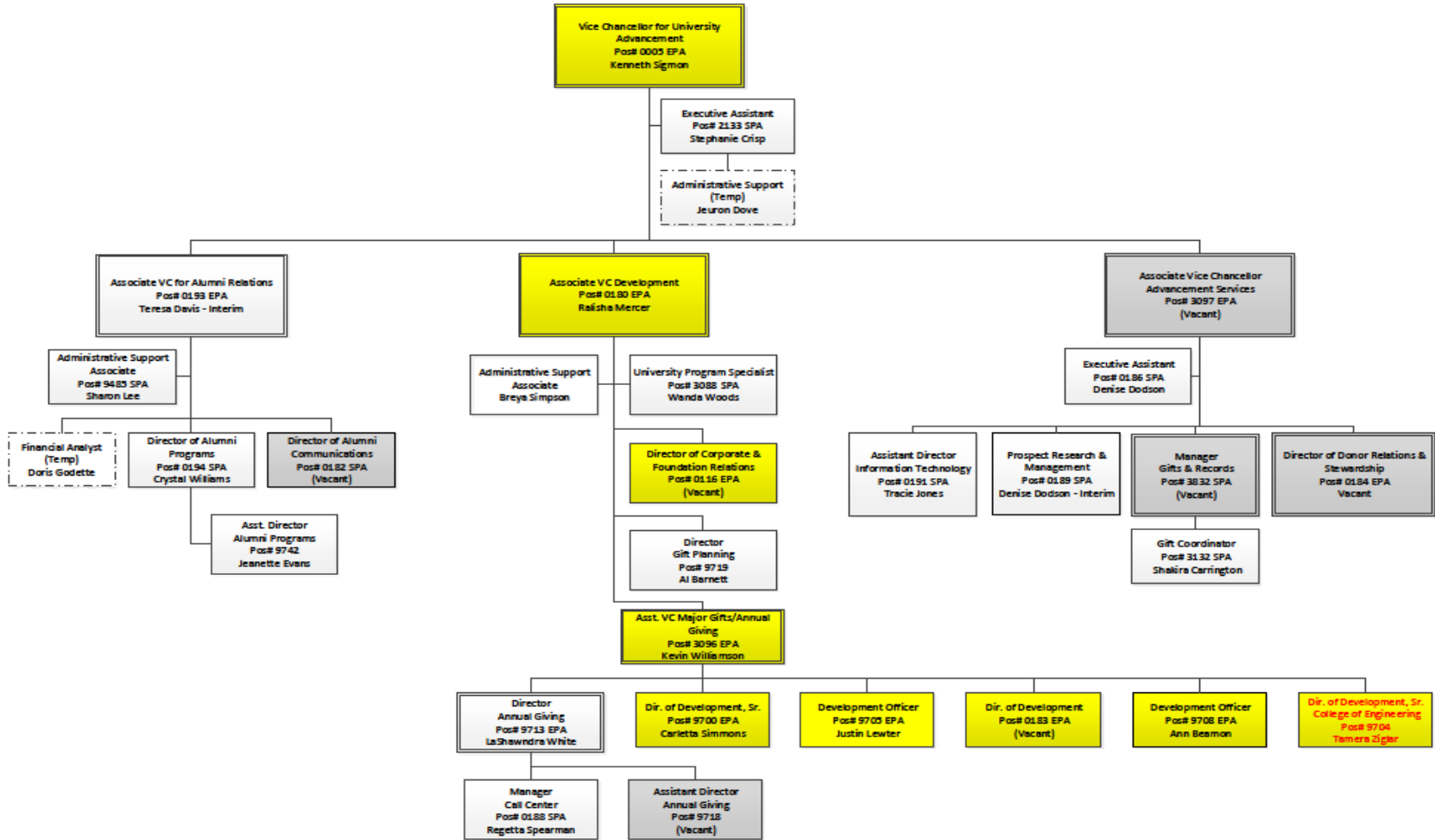


Annual Giving



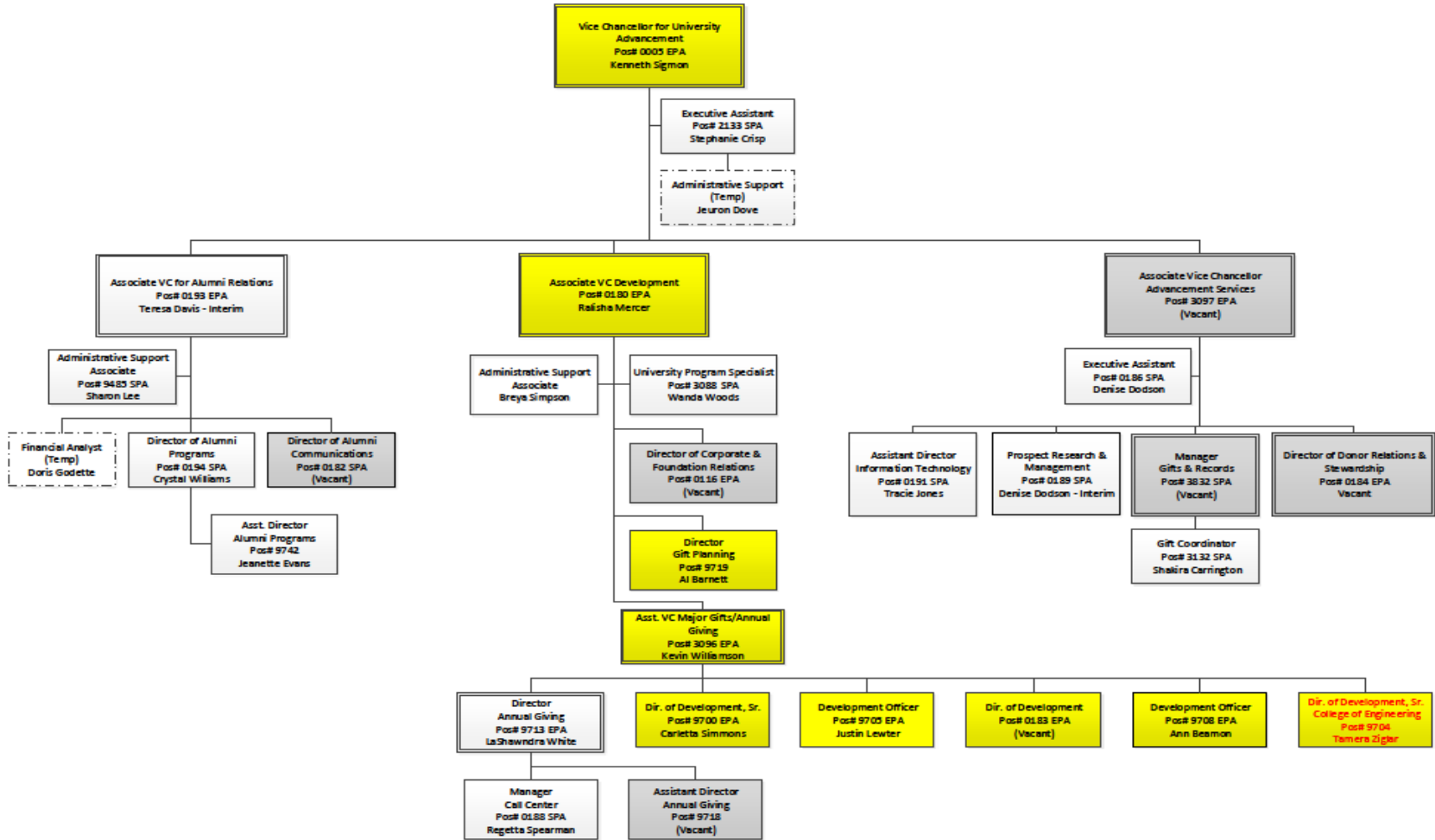


Special/Major Gifts





Planned Gifts





QUESTIONS?