



NORTH CAROLINA AGRICULTURAL
AND TECHNICAL STATE UNIVERSITY

UNIVERSITY ADVANCEMENT VICE CHANCELLOR'S REPORT

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Vice Chancellor for University Advancement

November 17, 2017

Board of Trustees Advancement and External
Affairs Committee Meeting

AGGIES **DO**



Fundraising Reports

Gifts and New Commitments – Source and Type

July 1, 2017 – October 31, 2017

| CONSTITUENT | PLEDGES | OUTRIGHT GIFTS | GIFTS IN KIND | REALIZED PLANNED GIFTS | DEFERRED PLANNED GIFTS | TOTAL |
|--------------|--------------------|--------------------|------------------|------------------------------|------------------------------|--------------------|
| ALUMNI | \$751,146 | \$325,611 | \$0 | \$4,297 | \$239,354 | \$1,320,407 |
| CORPORATE | \$0 | \$709,188 | \$2,822 | \$0 | \$0 | \$712,010 |
| FOUNDATION | \$25,000 | \$166,519 | \$0 | \$0 | \$0 | \$191,519 |
| NON-ALUMNI | \$275,359 | \$85,934 | \$0 | \$0 | \$0 | \$361,293 |
| OTHER ORGS | \$1,005,000 | \$25,141 | \$0 | \$0 | \$0 | \$1,030,141 |
| TOTAL | \$2,056,505 | \$1,312,392 | \$2,822 | \$4,297 | \$239,354 | \$3,615,369 |

July 1, 2016 – October 31, 2016

| CONSTITUENT | PLEDGES | OUTRIGHT GIFTS | GIFTS IN KIND | REALIZED PLANNED GIFTS | DEFERRED PLANNED GIFTS | TOTAL |
|--------------|--------------------|--------------------|------------------|------------------------------|------------------------------|--------------------|
| ALUMNI | \$595,343 | \$195,299 | \$0 | \$0 | \$26,000 | \$816,642 |
| CORPORATE | \$2,025,000 | \$556,837 | \$0 | \$0 | \$0 | \$2,581,837 |
| FOUNDATION | \$14,000 | \$117,237 | \$0 | \$0 | \$0 | \$131,237 |
| NON-ALUMNI | \$0 | \$48,904 | \$251 | \$0 | \$0 | \$49,155 |
| OTHER ORGS | \$25,000 | \$130,453 | \$0 | \$0 | \$0 | \$155,453 |
| TOTAL | \$2,659,343 | \$1,048,730 | \$251 | \$0 | \$26,000 | \$3,734,324 |



Campaign Update

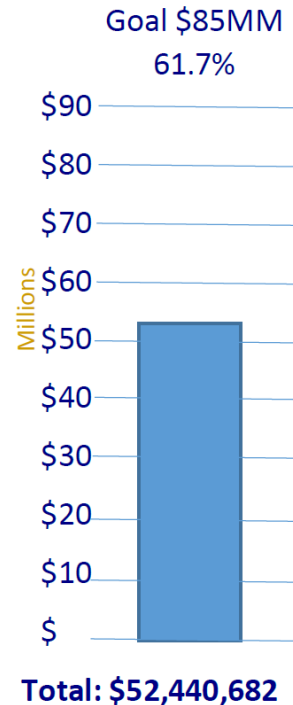
Highlights

- Surpassed 60 percent of goal and nearing decision on public phase
- Now up to 103 new endowed scholarship funds
- Five new endowed faculty positions
- Deferred gift pipeline closing in on \$5MM
- Over 14,000 donors to date
- Almost 10,000 alumni donors



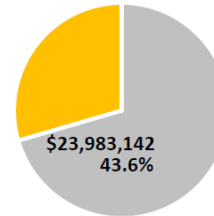
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Campaign Production

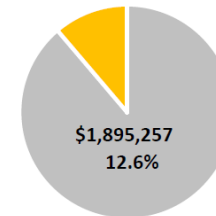


Campaign Priorities

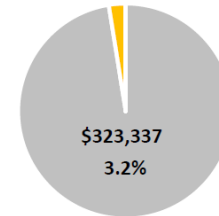
Student Support
Goal: \$55MM



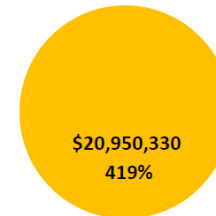
Faculty Support
Goal: \$15MM



Faculty Support
Goal: \$10MM



Program Support
Goal: \$5MM



NCA&T CAMPAIGN REPORT

November 2017

Report based on campaign start date of July 1, 2012

Campaign Benchmarks

Number of Endowed Scholarship Funds

| | | |
|-------------------|------------|------------|
| 207 | 103 | 310 |
| Prior to 7/1/2012 | New | Total |

Number of Endowed Chairs & Professorships

| | | |
|-------------------|----------|-----------|
| 16 | 5 | 21 |
| Prior to 7/1/2012 | New | Total |

Deferred Commitments \$4,724,845

Number of Campaign Donors 14,254

| | |
|-----------|--------------|
| Alumni | 9,979 |
| Friends | 3,283 |
| Corp/Fdtn | 992 |

Campaign Giving by Volunteer Boards (July 2012 - October 2017)

| Board/Organization | Number of Members | Total Number of Donors | % Participation | Total Giving | Number of Major Donors (25K+) | Total Giving Major Gifts | % Participation Major Gift Donors | Major Giving % of Total Giving |
|--|-------------------|------------------------|-----------------|---------------------|-------------------------------|--------------------------|-----------------------------------|--------------------------------|
| Campaign Cabinet | 21 | 21 | 100% | 6,457,100 | 15 | 6,124,520 | 71% | 95% |
| Board of Trustees | 9 | 8 | 89% | \$ 1,931,125 | 3 | \$ 1,687,010 | 33% | 87% |
| Board of Visitors | 42 | 31 | 74% | \$ 295,244 | 5 | \$ 181,573 | 12% | 61% |
| Real Estate Foundation | 7 | 4 | 57% | \$ 17,323 | 0 | \$ - | 0% | 0% |
| Aggie Athletic Foundation | 11 | 11 | 100% | \$ 88,519 | 1 | \$ 26,960 | 9% | 30% |
| NC A&T Alumni Association | 20 | 19 | 95% | \$ 269,638 | 2 | \$ 176,051 | 10% | 65% |
| College of Bus. & Econ Advisory Board | 18 | 14 | 78% | \$ 111,347 | 1 | \$ 29,800 | 6% | 27% |
| College of Arts, Huma, & Soc Sci Adv Board | 6 | 5 | 83% | \$ 81,800 | 1 | \$ 75,000 | 17% | 92% |
| College of Education Advisory Board | 10 | 1 | 10% | \$ 62,250 | 1 | \$ 62,250 | 10% | 100% |
| College of Heath & Human Sci Adv Board | 5 | 3 | 60% | \$ 88,025 | 2 | \$ 78,025 | 40% | 89% |
| College of Science & Tech. Advisory Board | 4 | 4 | 100% | \$ 31,760 | 0 | \$ - | 0% | 0% |
| College of Engineering Advisory Board | 9 | 5 | 56% | \$ 66,800 | 0 | \$ - | 0% | 0% |
| College of Agriculture Advisory Board | 21 | 7 | 33% | \$ 17,590 | 0 | \$ - | 0% | 0% |
| Total | 183 | 133 | 73% | \$ 9,518,521 | 31 | \$ 8,441,189 | 17% | 89% |

Next Steps

Campaign Silent Phase

- Wrap up volunteer leadership/principal gift identification, cultivation, and solicitation phase by end of calendar year
- Deployment of constituent development team and increased engagement of deans in fundraising - particularly alumni
- Work with Campaign Cabinet to assess final goal and timing of public phase of campaign in 2018
- Developing communications strategies for public phase



Tax Reform Update

Monitoring Tax Reform Proposals

Restructuring Tax Brackets

- There are seven federal income tax brackets in today's code that are taxed at 10%, 15%, 25%, 28%, 33%, 35% and 39.6%
- The House bill consolidates those into four brackets:
 - » 12% (on the first \$45,000 of taxable income for individuals; \$90,000 for married couples filing jointly)
 - » 25% (starts at \$45,000 for individuals; \$90,000 for married couples)
 - » 35% (starts at \$200,000 for individuals; \$260,000 for married couples)
 - » 39.6% (starts at \$500,000 for individuals; \$1 million for married couples)

Monitoring Tax Reform Proposals

Charitable Deductions

- The proposal to almost double the current standard deduction will significantly reduce taxpayers who itemize (from roughly 30 percent to 5 percent), effectively eliminating the charitable deduction for 95 percent of Americans
 - The bill raises today's standard deduction for singles to \$12,000 from \$6,350; and it raises it for married couples filing jointly to \$24,000 from \$12,700.
- The bill would limit the charitable deduction to qualified charities at 60 percent of AGI, raising it from its current limit of 50 percent.

Monitoring Tax Reform Proposals

Estate Tax

- The amount currently exempt from estate taxes, \$5.49 million per individual, would double.
- After six years, it would be eliminated entirely.
- The estate tax has been a major incentive for wealthy households to support nonprofits with their fortunes.
- Would have a significant impact on large bequests.

Monitoring Tax Reform Proposals

Impact and Alternative

- The National Council of Nonprofits estimates that this could impact giving by as much as \$13 billion annually.
- Council for Advancement and Support of Education's position remains instead of enacting changes that would curtail the charitable deduction, lawmakers should strive to enhance and expand it
- An above-the-line, or universal, charitable deduction would expand the deduction to all taxpayers and exclude all charitable gifts from taxation.
- Rep. Mark Walker (R-NC) has introduced just such a bill.
 - » No action has yet been taken.



Questions?