



THE UNIVERSITY  
*of* NORTH CAROLINA  
*at* CHAPEL HILL

*Board of Trustees*

*FY08 Development Report*

*Matt Kupec, Vice Chancellor for University Advancement*

*July 24, 2008*

# Fund-Raising Report

---

A year in review



THE UNIVERSITY  
*of* NORTH CAROLINA  
*at* CHAPEL HILL

THE UNIVERSITY  
*of* NORTH CAROLINA

# Carolina First Report

---

Campaign Goal:	\$2.0 Billion	
% of Campaign Goal Raised:	119%	
Raised in Campaign:	<b>\$2,384,084,183</b>	
Total Gifts Received:	\$1,711,543,169	(73%)
Gifts:	\$1,158,631,458	
Private Grants:	\$506,979,606	
Additional Commitments:	\$672,539,349	(27%)
Outstanding Pledges:	\$270,196,686	
Irrevocable Commitments:	\$61,330,900	
Revocable Commitments:	\$341,011,763	



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL

# Carolina First Highlights

---

- 5<sup>th</sup> largest completed campaign in U.S. history;  
1<sup>st</sup> in the South
- Every School/Unit surpassed goal
- Created 208 new professorships
- Created 732 new scholarships/fellowships
- 193,000 donors
- 1,000+ volunteers
- Added \$962 million in commitments to the endowment
- Success of the Women and Minority Committees



THE UNIVERSITY  
*of* NORTH CAROLINA  
*at* CHAPEL HILL

# Complete Success: Schools/Units

Goals Achieved at:	School	\$\$ Raised	% of Goal
150%+	Pharmacy	\$67M	258%
	Public Health	\$164M	164%
	Botanical Garden	\$13M	156%
	Journalism	\$45M	152%
	Social Work	\$21M	152%
125%-150%	Dentistry	\$39M	139%
	Athletics	\$242M	138%
	Ackland	\$14M	136%
	SILS	\$6M	125%
100%-125%	Medicine	\$609M	122%
	Student Affairs	\$12M	116%
	Business	\$202M	112%
	Library	\$39M	110%
	A&S	\$387M	111%
	Education	\$14M	108%
	Law	\$32M	107%
	Graduate School	\$19M	107%
	Government	\$11M	106%
	Institute for Environment	\$9M	106%
	Nursing	\$16M	105%
	Carolina Performing Arts	\$18M	105%
Health Sciences Library	\$1M	103%	



# Sources of Funds

---

	<u>Total</u>	<u>Committed</u>	<u>% of Goal</u>	<u>National Average</u>
■ Alumni		\$859,506,258	36%	28%
■ Friends		\$464,299,158	20%	20%
■ Foundations		\$622,150,636	26%	27%
■ Corporations		\$271,869,257	11%	17%
■ Other		\$161,269,476	7%	8%



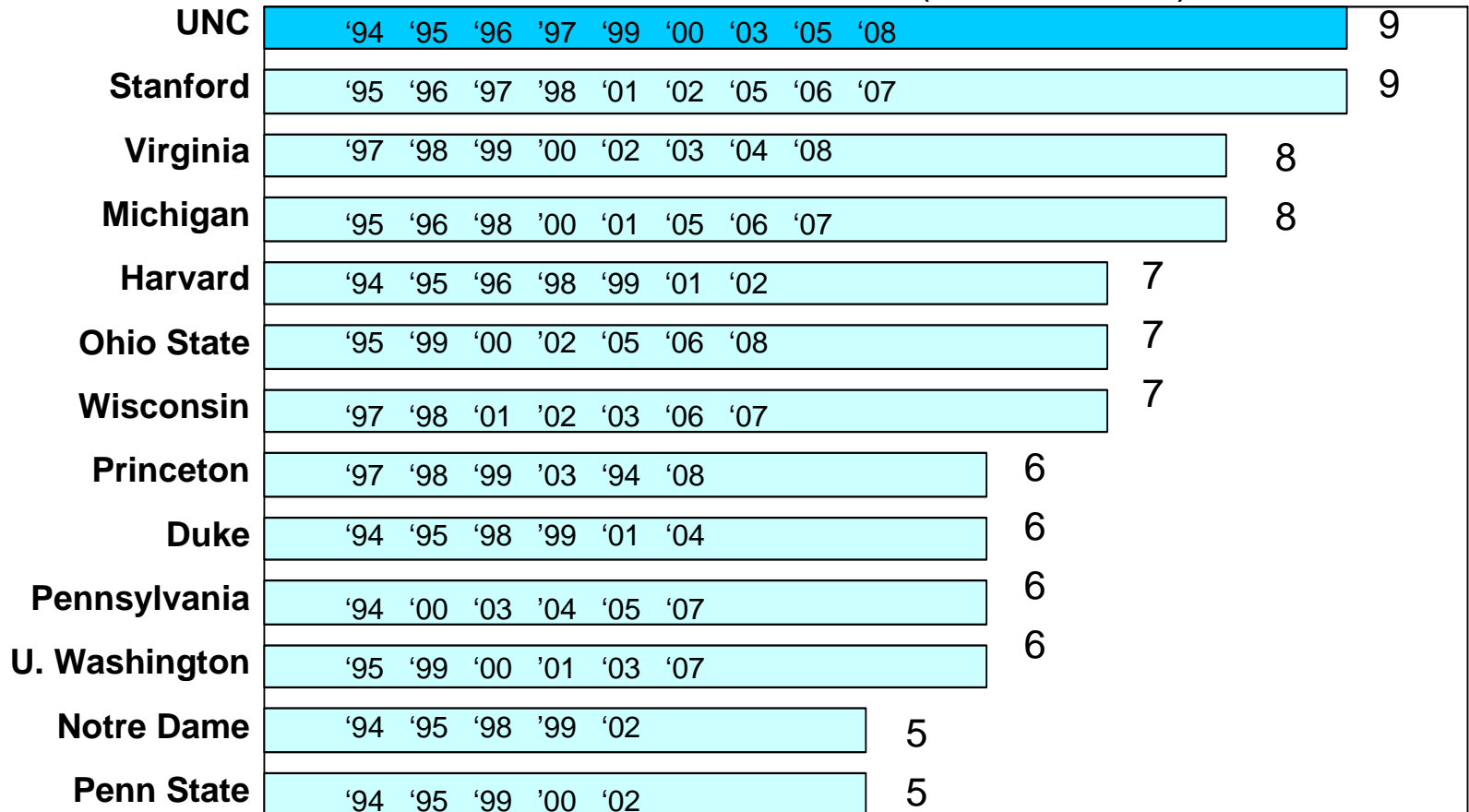




## CASE Wealth Engine Award

### Educational Fundraising – Overall Performance

Number of Awards Won (1994 – 2008)



**Awards (1994 - 2008)**

# FY 08 Cash Flow

Record  
Year

First time  
ever

**\$300,000,000!!**

professorships

scholarships

programs

endowments

buildings

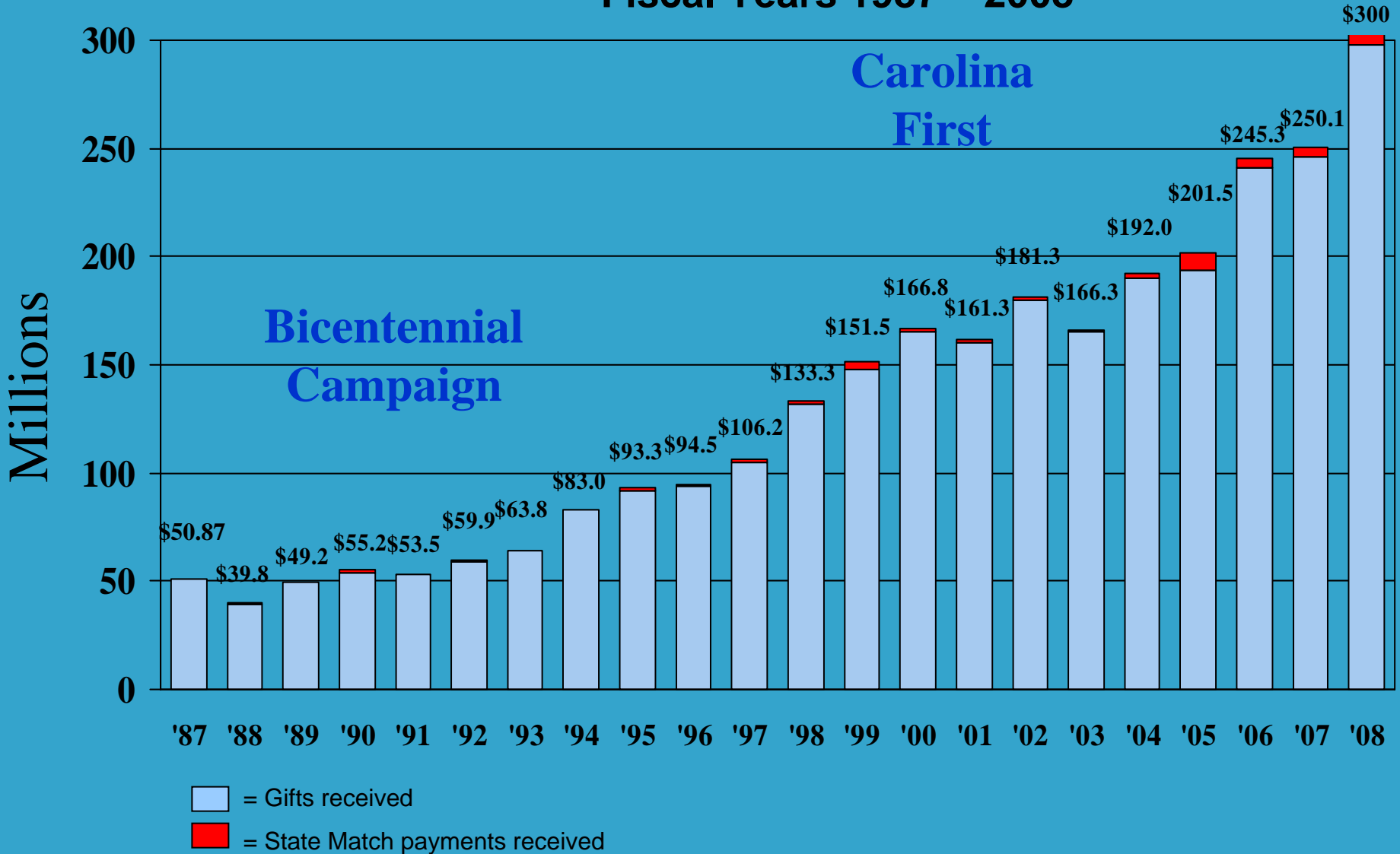


THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL

# UNC Annual Cash Flow Fiscal Years 1987 – 2008



# State Distinguished Endowed Professorships

---

(in the queue waiting for State match)

**UNC-Chapel Hill**                      **42**                      **\$11,849,000**

Western Carolina	3	}	12
East Carolina	2		
UNC-Greensboro	2		
N.C. State	1		
Fayetteville State	1		
N.C. Central	1		
UNC-Asheville	1		
UNC-Wilmington	1		

---

56



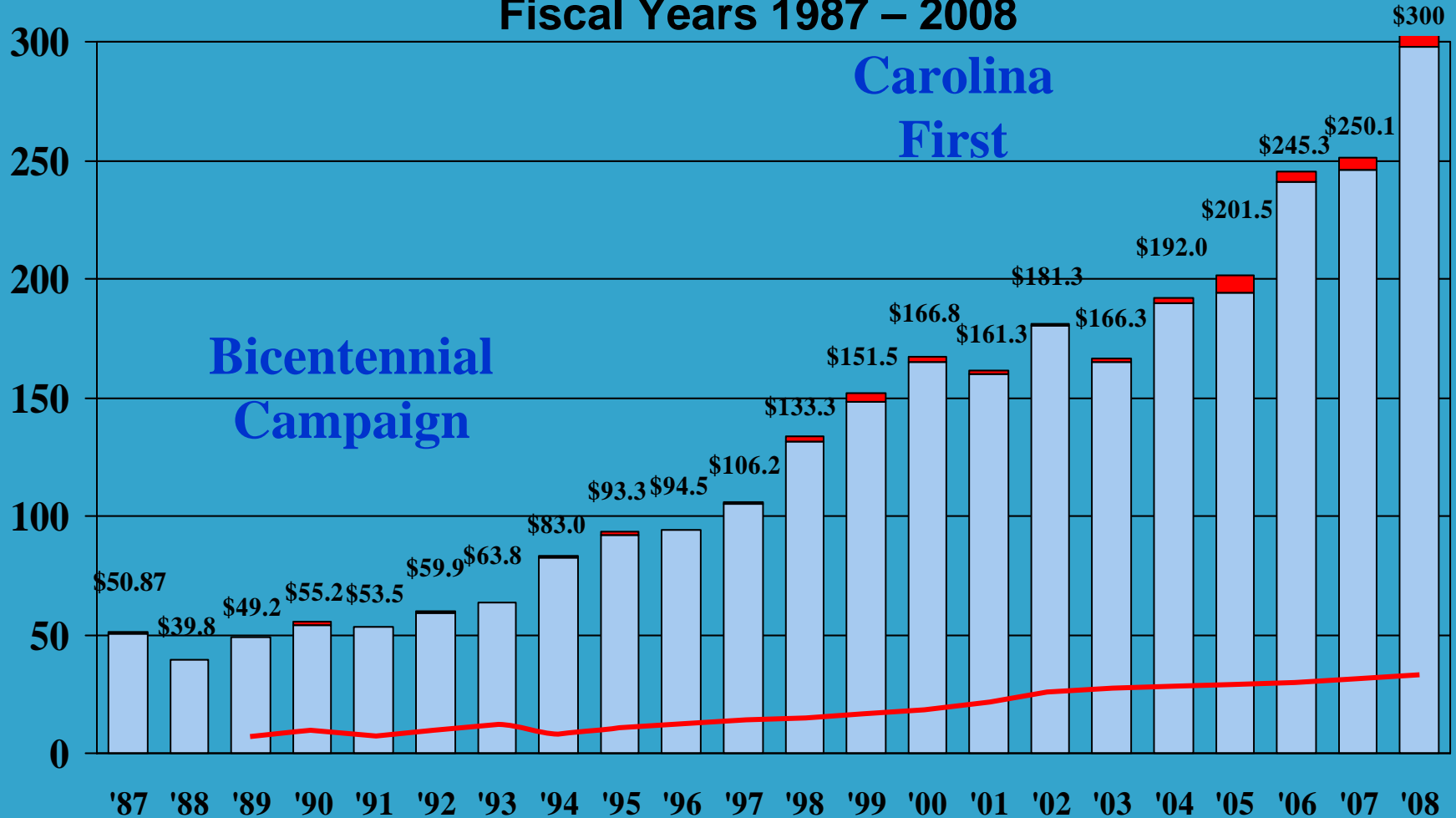
THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL

# UNC Annual Cash Flow with expenses Fiscal Years 1987 – 2008

Millions



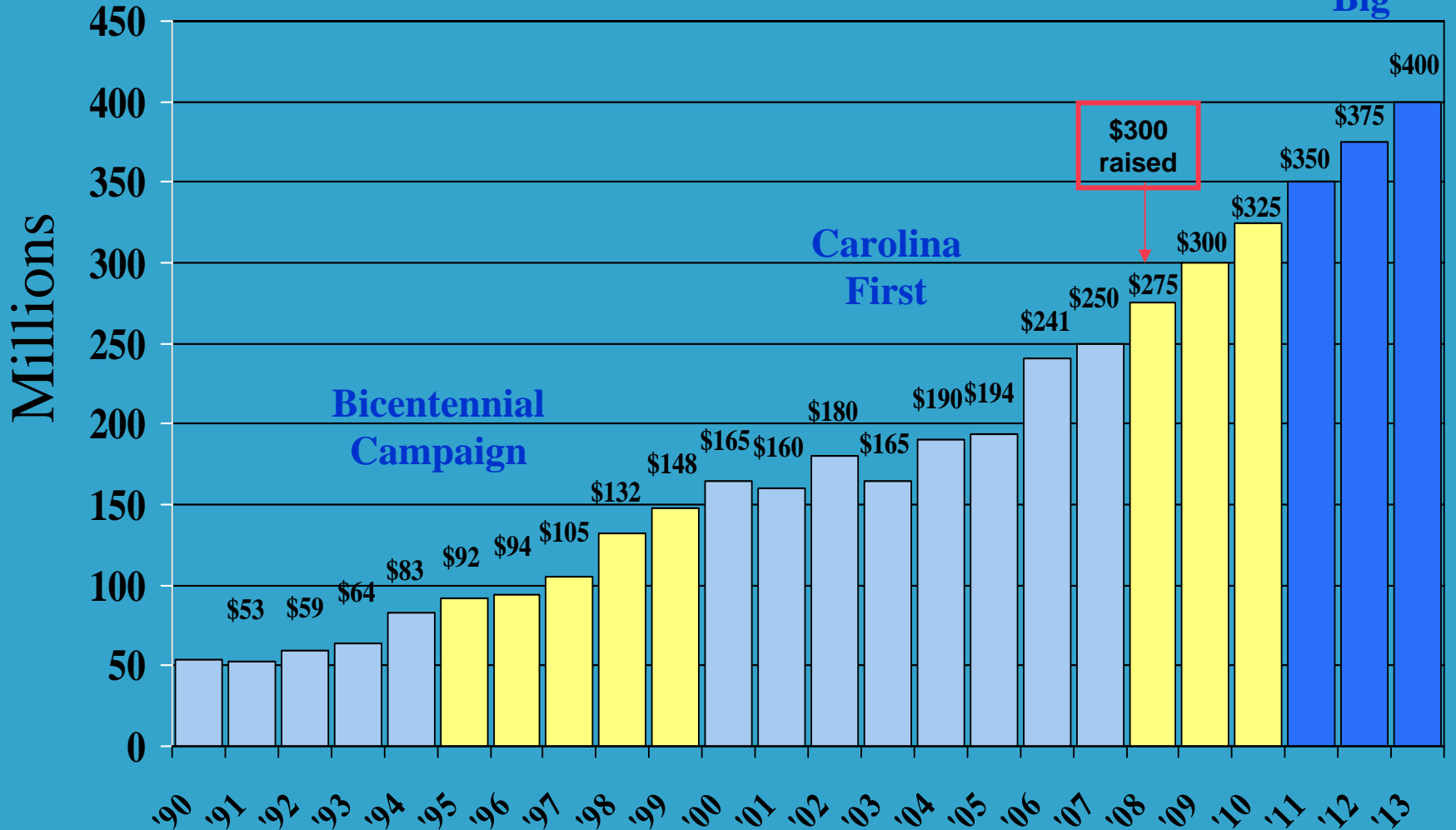
= Gifts received  
 = State Match payments received

= Expenses



# UNC Projected Annual Cash Flow Fiscal Years 1990 - 2013

Carolina  
Big



# Development After Carolina First

---

- Planning for next campaign
- Establishing fund-raising priorities
- Volunteer structure—identifying the next leadership group
- Budget—University's commitment to development
- Growing the base

