

**Joint Development Committee Full Report
North Carolina Agricultural, Dairy and Tobacco Foundations**

March 2017

Sonia Murphy, Interim Assistant Dean and Director, CALS Advancement and Executive Director of Development, Department of Horticultural Science and JC Raulston Arboretum; Alycia McLamb Thornton, Director of Development, NC FFA

Capital Campaign: Working on several proposals to name various departments. These are discussed with prospects over several years. They are important as they provide a significant source of funding to execute the vision of the faculty and leadership.

Fundraising Results Fiscal Year 2017: CALS has raised \$72,362,812 this fiscal year to date, which represents 275% over this time last year (many of the Plant Sciences Initiative conditional pledges were recorded as firm commitments this year) CALS has raised \$267,460,520 in the overall Think and Do the Extraordinary Campaign to date, which represents 25% of the Campaign total raised by the University to date (\$1,066,386,690).

Horticultural Science: In the process of securing funding for a Vegetable Grafting full Professor position and an Ornamental Horticulture Endowed Professorship The Chancellor hosted the Green Industry at a reception at his residence to ask the industry to support the horticulture work in the College that supports the industry. Several pledges were made that night, including Metrolina Greenhouses.

JC Raulston Arboretum: The JC Raulston Arboretum will be hosting a community outreach event on April 1st called Raulston Blooms and the Gala in The Garden on May 7th.

JCRA is embarking on a \$17 million fundraising initiative that will provide for its expansion of programs in outreach over the next 10 years.

NC FFA:

- Following Hurricane Matthew, Bayer partnered with NC FFA to fund a \$10,000 project: Respond and Rebuild. The grant generated community involvement and supported eastern NC areas affected by Hurricane Matthew.
- The Universal Leaf Foundation has partnered with NC FFA to fund a \$10,000 grant project that will support 20 FFA chapters in eastern North Carolina. The grant projects will support the areas of biodiversity, agricultural safety and environmental stewardship.
- The 89th North Carolina FFA Convention is scheduled for June 20-22, 2017 at the Raleigh Convention Center. Both Kathy Kennel and Sonia Murphy will be recognized with an Honorary State FFA Degree for their many years of service to the NC FFA Foundation.
- Fundraising efforts continue to raise the necessary funds to build a new girl's dormitory at the NC FFA Center in White Lake, North Carolina. Over 70% of the student leaders now in FFA are female members and our facilities need to accommodate the growing interest of females involved in agriculture.

De Teague, Sr. Director of Major and Leadership Gifts

Fiscal 2017 to date:

- **CALS Planned Giving Life Income gifts - \$1,108,750**
- **Realized Bequests – \$662,337**
- **Bequest Expectancies - \$8,927, 658**
- **Total Planned Gifts - \$10,698,745**

Catherine Maxwell, Executive Director of Development, NCALS Research Foundation and CALS Corporate & Foundation Relations; Kathy Kennel, Executive Director, NC Ag, Dairy & Tobacco Foundations; Thomas Manshack, Director of Development, NCALS Research Foundation and CALS Corporate & Foundation Relations

NC Plant Sciences Initiative: Continued support of NC Plant Sciences Initiative through early phases of organization and implementation, including support of Task Forces, donor stewardship, and initiation of program-focused fundraising based on Task Force recommendations. Ongoing cultivation of state, national and international to philanthropic foundations and prospective corporate partners.

Value-added services: Contributions to enhanced coordination and communication among CFR-related units in the college and university-wide, and improvement in stewardship of non-governmental grants.

Special Projects: Launched feasibility study and fundraising for the Stuber Challenge, in support of the NC State Consortium for Plant Breeding. Strategic direction and fundraising support for NC SweetPotato Commission Campaign; NC Dairy Campaign; the Collins Initiative; Alliance for Saving Threatened Forests; Apiculture Initiative; Parents as Teachers; CALS Diversity Programs Office; Faithful Families; Grand Mycology Herbarium; JUNTOS; and the NC Agricultural & Life Sciences Research Foundation Innovation Fund.

College and Faculty Project Support: Providing support for prospective corporate, commodity group and foundation donor identification, cultivation, proposal development and solicitation for CALS leadership, faculty, programs and departments.

Grants Management: The NC Agricultural Foundation, Inc. submitted four proposals to the NC Tobacco Trust Fund Commission in early March, requesting over \$777,003 in funding for the following projects: Workforce and Career Preparedness Initiatives; New Frozen Fruit Markets for Farmers; Agricultural Education Program Improvement Grant, and; NC Farm School. We should hear in October 2017 what projects will receive funding. We continue to partner with the County Extension programs on their submission of United Way and Community Foundation grants, as well as various foundation and small funding agency grants.

Virginia Yopp, Executive Director of Development, NC State Extension; Susan Colby, Director of Development, NC State Extension's 4-H Development Fund; Greg Anderson, Regional Director of Development, NC State Extension

Fundraising Results Fiscal Year 2017: Approximately \$554,000 raised in support of Extension programs and projects to date.

Top Projects in Progress:

- Land deal in Brunswick County that will potentially equate to a multi-million dollar gift.
- Submitted a \$3M proposal to support a new NC Outdoor Youth Education Program led by 4-H.
- Submitted a \$1.3M proposal for an Extension Training project.

We are happy to announce that Susan Colby has joined our team as the Associate Director for the NC 4-H Development Fund effective February 1, 2017. Susan has been a long-time Wolfpacker having earned three degrees from NC State and has been employed by the university since November 2000. She is life-time 4-Her and continues to be involved as an adult. Susan has also been very active in leadership roles for NC State and the UNC System and was recognized as the 2016 recipient of the UNC Staff Assembly Thomas W. Ross Visionary Leader Award. Susan can be reached at 919.513.4037 or sscolby@ncsu.edu.

Chris Cammarene-Wessel, Director Academic/Departmental Fundraising and NC FCS & ECA Foundation

Fundraising Results Fiscal Year 2017: More than \$1M raised for endowments and current use in all areas of CALS, and nearly \$500,000 raised in support of projects that span colleges and the Libraries.

Top Projects in Progress:

- \$500,000 building project for Department of Agricultural and Human Sciences, approved by Trustees, to construct and upfit a Consumer Test Kitchen in the "belly of Brickhaven." Also requires endowment of \$1M to support the programs hosted in the kitchen. Hosting Dean's luncheon to bring potential donors "to the table."
- \$1-\$2 Million professorship in Veterinary Entomology in the planning stages (one major donor will contribute at least \$500,000 to kick off endowment). Will begin as a graduate program/fellowship endowment, with the plan to grow to a full professorship. Planning kickoff event for summer.
- \$100,000+ BAE endowment honoring donor's former HS Ag teacher (donor is BAE alumnus).
- \$50,000 BAE scholars endowment honoring late professor emeritus.
- Academic Programs' top priority is funding full ride scholarships for traditional agriculture majors, focusing on underenrolled programs and underrepresented geographical areas like rural NC. Full ride = \$25,000 per year. Researching potential donors for this project.