**Joint Development Committee Full Report
North Carolina Agricultural, Dairy and Tobacco Foundations
April 12, 2016
Parker Philips, Chairman**

**Francine Cronin, Associate Vice Chancellor for Development**

* Overall Campaign giving through February 29, 2016 is **$829.18 Million**.
* We're in the process of recruiting our Campaign Volunteer Leadership and will hold a Campaign Volunteer Leadership Summit on Thursday, June 1 and Friday, June 2 at The Umstead.
* Official University Campaign Kick-off Events will be held October 23-30, 2016.
	+ Thursday night, October 27, 2016 – Evening of the Stars.
	+ Friday afternoon/evening, October 28, 2016 – Homecoming Parade and Related College/Unit Celebrations.
	+ Friday night, October 28, 2016 – Campaign Kick-off.
	+ Saturday, October 29, 2016 – Football Game vs. Boston College.
* We have formed six internal Campaign Operations Workgroups (COWs) that are up and running: Communications & Marketing, Events, Prospects/Pipeline, Reports, Stewardship, Volunteer Leadership Management
* Our Campaign Communications partner, SimpsonScarborough, will be sharing the findings end of March/beginning of April from a​n​ online survey​ that was sent to test philanthropic messaging and better understand the communication preferences of our alumni, donors and friends.​

**Keith Oakley, Assistant Dean for College Advancement and President of the Ag, Dairy, Tobacco Foundations**

* Bill Culpepper has agreed to serve as the Inaugural Campaign Chair for CALS for the current capital campaign.
* Windell and Judy Talley recently committed $1m to renovate and name the Talley Turkey Education Unit at Lake Wheeler
* CALS overall Campaign giving through March 31 is $175,098,136, and our year-to-date gift receipts also through March 31 are $26,336,893.

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

* To date this fiscal year, major, endowment and annual fundraising under my purview for academics, departments and the NC FCS & ECA Foundation totals nearly $1.7 million.
* We held our annual Scholar-Donor Recognition Reception on March 20, with about 225 in attendance. Videos featured at the event may be viewed at http://www.youtube.com/NCStateCALS.

**Catherine Maxwell, Executive Director of Development, NCALS Research Foundation and CALS Corporate & Foundation Relations:**

* NC Plant Sciences Initiative: 1) Supported early stage fund development, including assistance in exceeding the $9M goal for planning and start-up funding, thanks to investment by commodity groups, agricultural organizations, the Golden LEAF Foundation, and a final $500,000 gift from NC Farm Bureau. 2) Provided leadership for launch of PSI Task Forces. 3) Facilitated national and international meetings with key partners. 4) Supported submission of a grant proposal to a major philanthropic foundation for capital funding.
* Special Projects: Strategic direction and fundraising support for NC SweetPotato Commission Campaign; NC Dairy Campaign; the Collins Initiative; Center for Plant Breeding; 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. Planning for celebration of the successful conclusion of the CEFS Challenge, which exceeded its $5M goal by over $2M.
* Faculty Project Support: Providing support for prospective corporate, commodity group and foundation donor identification, cultivation, proposal development and solicitation for CALS faculty, programs and departments.

**Sonia Murphy, Executive Director of Development for Individual Philanthropy, Department of Horticultural Science and the JC Raulston Arboretum**

* Currently working on $11 Million in gift proposals for the JC Raulston Arboretum and horticultural programs at NC State. Raised $700,000 in gifts and pledges as of 3-24-16. The new pedestrian entrance, a $200,000 project, will be installed at the JC Raulston Arboretum in 2016. The Arboretum was featured on the Week-end Gardener on April 2nd on WPTF radio, during the huge Raulston Blooms event.
* The Green Industry is supporting an ornamental fund and endowment in the Department of Horticultural Science, which will support projects and staff whose programs in turn support the Green Industry.

**De Teague, Executive Director of Development for Major and Leadership Gifts**

CALS Major and Planned Gift Summary:

* FY 16 to-date ………………. 46 Closed Major Gifts (any gift over $25,000)
* FY 16 to-date ………………. $5,974,963 in Planned Gifts
* FY 16 to-date…………………Gifts of Real Estate Valued at $2,605,500; Currently under contract $1,037,500

**Virginia Yopp, Executive Director of Development for Cooperative Extension**

* The new SECU 4-H Learning Center, The Cole Foundation Auditorium and the NC 4-H Hall of Leadership at Millstone 4-H Camp was dedicated on Sunday, April 10, 2016. It was a wonderful celebration of Camp Millstone and the century-old 4-H youth program in NC. New naming opportunities for the camp were also made available.
* We are happy to announce that Greg Anderson has joined our team as the Director of Development for the western North Carolina region. Greg can be reached at 828.442.6869 or greg\_anderson@ncsu.edu.
* CALS Advancement is currently seeking candidates for the Associate Director for the NC 4-H Development Fund. Please feel free to contact Virginia Yopp at 919.513.0136 or vlyopp@ncsu.edu with referrals.

**Kathy Kennel, Executive Director, NC Ag and Tobacco Foundations**

* + The NC Agricultural Foundation, Inc. submitted 6 proposals totaling $1.3 million for funding consideration to the NC Tobacco Trust Fund Commission. Funding decisions should be made in October 2016.
	+ We continue to partner with Extension’s county programs on their submission of United Way and Community Foundation grants, as well as various foundation and small funding agency grants.
	+ Dr. Carolyn Dunn, Head of the Department of Youth, Family and Community Sciences, has been awarded $1.3 million by the State Health Plan for the *Healthy Lifestyles Initiative:  Eat Smart, Move More, Weight Less.*

**DATES TO REMEMBER:**

NC State Pullen Society Event (for documented planned gift donors): April 29 (specialevents@ncsu.edu)

JC Raulston Arboretum Gala in the Garden: May 1 (shmurphy@ncsu.edu)

College Conference (Stewards of the Future): October 20 (www.cals.ncsu.edu)

Homecoming Parade/College Celebrations/Campaign Kickoff: October 28 (specialevents@ncsu.edu)

Joint Ag, Dairy & Tobacco Foundations Board Meeting: November 3 (pcbyingt@ncsu.edu)

Nickels for Know-How Statewide Referendum: November 1 (koakley@ncsu.edu)

CALS Alumni Awards: November 18 (cdbrogdon@ncsu.edu)

CALS Tailgate/Ag Day: November 19 (cdbrogdon@ncsu.edu)