CALS Gift Fee Update  
(June 1, 2011 – February 29, 2012)

The total amount received from the three 6 accounts (Ag, Tobacco, and NCSU Foundations) from July 1, 2011 to February 29, 2012 is $131,136.52. The total revenues to this account including carryover from 2011-12 is $282,783.59. This amount includes the CALS 40% (2% of the 5% total fee) portion of the fee on assessable unrestricted and restricted gifts received during this time period. Again, gifts to endowments are not included in the gift fee process.

The total amount received from the 7 account since October 1, 2010 is $103,391.47. This total includes all the contributions to date as well as gifts to non-endowment University Ledger 7 trust funds. Additionally, the figures include the FY12 CALS portion (50%, or 25 basis points) of the new 50 basis point assessment on endowments in those same entities and the CALS portion of the new 50bp assessment on BTE funds within the University Endowment Fund.

Use of CALS Gift Fee Funds  
(NOTE: Per the Chancellor’s Policy these funds must be utilized to support development activities)

- **Total Commitment for FY 2011 – 2012 to date is $336,611.23.** NOTE: This is an annual total including all salary encumbrances through June 30, 2012. However, the amount received on the Gift Fee accounts reflects income for only 8 months.
- In September 2011, we created a Senior Director of Major and Leadership Gifts position with the purpose of increasing major gift fund raising activity and results. The salary plus benefits and operating expenses for this position are funded 100% by the gift fee.
- In addition in the major gift arena, we hired Case Consulting to conduct major gift strategy training for all of our development officers. The total costs for this effort to date is $12,802.08. NOTE: The major gift efforts list above have resulted in the number of $1m active prospects for CALS increasing from 4 prospects six months ago to over 22 today. This effort includes three potential departmental naming gifts of $10m each.
- These funds have partially funded a position responsible for fund raising related to sustainability initiatives in the College. This position’s current focus is working with corporate partners interested in collaboration in sustainable agriculture, integrated pest management and turfgrass and ornamental horticulture. Total salary support is $15,000 plus benefits.
- As a part of our major gift strategy, we have hosted a number of cultivation activities dinners at the Chancellor’s residence for major gift prospects. Colleges are responsible for paying for the costs of their guests to attend these events.
- We continue to provide salary support to employees who no longer have Foundation cars per the NCSU non-deferred compensation policy. The total annual commitment is $35,000 plus benefits.
- Administrative support: We fully fund the 4-H Fundraising Team Administrative Assistant and an Administrative Support Associate position (currently being filled by a bi-weekly temp), and partially fund the NCARS Administrative Support assistant. This totals approximately, $66,000 in salary and benefits.
- We previously reported the creation of a Business Officer position. This position was filled in May 2011 and vacated in February 2012. The position currently remains vacant and we are exploring reorganizational options.