

CAROLINA DEVELOPMENT Annual Report

FY 2016: July 1st, 2015–June 30, 2016



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Dear Carolina Supporters,

This time last year, we said, “The best is yet to come.” At this time of year, it is particularly important to cite your important role in helping us make sure the best is yet to come: We received a record \$495.3 million in private commitments in fiscal year 2016, topping our previous record set in fiscal year 2015 by almost \$50 million.

This is an extraordinary achievement. You and 68,000 donors like you can take credit and be proud.

You can also take pride in the many extraordinary achievements here at Carolina. An abbreviated sampling of these highlights over the past year includes:

- Carolina’s unwavering commitment to making dreams come true by creating the opportunities that come from attending a leading university available to students without burdening them with excess debt after graduation. For the 16th consecutive time, we placed first in *Kiplinger’s Personal Finance* magazine’s rankings for high-quality academics at an affordable price. We also placed first in *U.S. News & World Report’s* “Great Schools, Great Prices” list.
- Our faculty continue to be recognized for their excellence. Aziz Sançar, who won the Nobel Prize for Chemistry in 2015, received an O. Max Gardner Award, the oldest and most prestigious statewide honor, from the UNC Board of Governors this summer. Joseph DeSimone, Chancellor’s Eminent Professor of Chemistry and innovator of one of the world’s most sophisticated 3-D printers, was awarded the National Medal of Technology and Innovation by President Barack Obama in May.
- Our students continued their record of earning some of the world’s most prestigious scholarships, such as Yasmin Cole, a recipient of The Dean’s Master’s Scholarship at Imperial College London, and Blake Hauser, named a recipient of the Churchill Scholarship. The list of recent accomplishments also includes our first two Gates Cambridge Scholars in the same year: Larry Han and Matthew Leming.

This last point captures the very essence of Carolina and is at the heart of how you make a daily difference. Larry came here as a Morehead-Cain Scholar; Matthew as a Carolina Covenant Scholar. They embody our core commitment to student excellence and access.

These scholarship programs embody the power of private giving, as both rely on donor support. Fiscal year 2016 brought great news on this front, too. An anonymous donor pledged \$10 million to each and also challenged us to raise another \$20 million in matching funds by October 2017.

The challenge, along with our record fundraising year and many other successes, is generating tremendous momentum. And the timing couldn’t be better: We plan to publicly launch our comprehensive campaign in the fall of 2017.

Thanks to you, we continue to see that the best is yet to come.

Carol L. Folt

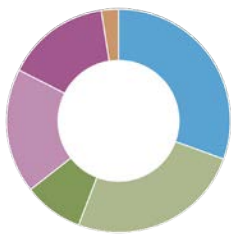
FY 2016 Highlights

- UNC received **\$495.3 million in commitments** in fiscal year 2016 (concluding June 30, 2016) from nearly 68,000 donors, marking the school’s best fundraising year in history and eclipsing fiscal year 2015’s previous record of \$447 million by nearly \$50 million. Commitments include pledges as well as gifts.
- In gifts and grants, Carolina secured **\$312.5 million**, also a record. This type of support is immediately available to the University.
- Contributions from 12 donors of \$5 million or more accounted for **\$139 million** of the \$495.3 million commitments total, with support ranging from student financial aid and merit scholarships to cancer care and library support.
- Commitments helped the University create six endowed professorships, as well as 52 undergraduate scholarships and 32 graduate fellowship funds.

Financials



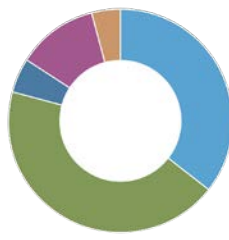
Sources of Revenue*



- Sales & Services (30.6%)
- Government Grants & Contracts (25.3%)
- Gifts, Private Grants & Investment Income (8.6%)
- State Appropriations (18.1%)
- Tuition & Fees (14.9%)
- Other (2.5%)

*Unaudited, percentages rounded to nearest 10th

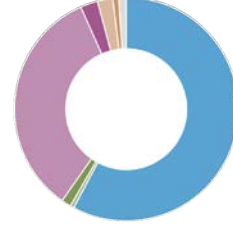
Commitments by Purpose*



- Research - \$176.5 million (36%)
- Programming - \$216.6 million (44%)
- Faculty Support - \$24.2 million (5%)
- Student Support - \$58 million (12%)
- Capital - \$20 million (4%)

*Dollar amounts rounded to nearest \$100,000

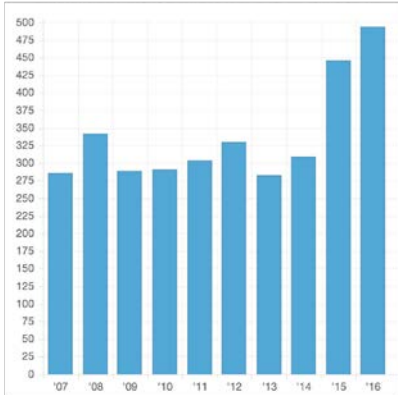
Donors*



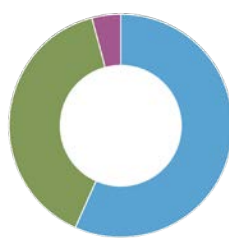
- Alumni - 39,166 (58%)
- Students - 401 (1%)
- Faculty/Staff - 1,039 (2%)
- Friends - 22,683 (33%)
- Parents - 1,694 (3%)
- Corporations - 1,474 (2%)
- Foundations & Trusts - 696 (1%)
- Other Organizations - 596 (1%)

*Donors of cash gifts; does not include Educational Foundation donors

Commitment Totals: FY 2007 - FY 2016



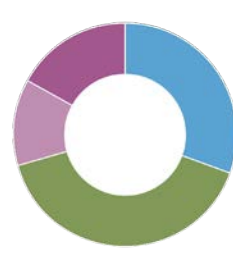
Commitments: Current, Endowment & Capital*



- Current - \$281.6 million (57%)
- Endowment - \$194 million (39%)
- Capital - \$19.7 million (4%)

*Dollar amounts rounded to nearest \$100,000

Commitments by Area*



- Academic Affairs - \$151.4 million (30%)
- Health Affairs - \$198.1 million (40%)
- Athletics - \$62.8 million (13%)
- Other - \$82.9 million (17%)

*Dollar amounts rounded to nearest \$100,000

Board of Trustees

- | | | |
|--|--|--|
| <ul style="list-style-type: none"> • Dwight D. Stone (Chair) • Haywood D. Cochrane (Vice Chair) • Charles G. Duckett (Secretary) • Jefferson W. Brown • PW. Lowry Caudill | <ul style="list-style-type: none"> • Donald Williams Curtis • Julia Sprunt Grumbins • Kelly Matthews Hopkins • William A. Keyes IV • Allie Ray McCullen | <ul style="list-style-type: none"> • William E. McMahan • Hari H. Nath • Houston Summers (Student Body President) |
|--|--|--|



THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL