

Carolina Development Annual Report

FY 2017: July 1st, 2016–June 30, 2017



Dear Carolina Supporters,

What a wonderfully transformational year of giving at Carolina! The University received a record \$543.3 million in commitments from nearly 68,000 of you in 2017. This is the third-straight record year, and we topped 2016's total of \$495 million by nearly \$50 million.

This 2017 Annual Report chronicles how your generosity helped propel Carolina's success, providing us with the resources we needed to create educational, research and service opportunities that continue to transform our state, nation and world. I am also grateful for the development team's dedication to sharing stories about Carolina's amazing students, faculty and staff clearly demonstrate our commitment to making sure your donations make a difference in our Carolina Community.

What's more, Carolina's record fundraising year paved the way for the public launch of our most ambitious fundraising campaign ever — *For All Kind: the Campaign for Carolina*. We kicked off this bold effort on Oct. 6, 2017, with fanfare and a commitment: Our goal is to raise \$4.25 billion by December 2022. With this enormous opportunity to create the Carolina of tomorrow, we also accepted the responsibility of ensuring that every single dollar is dedicated to the public good.

Your belief in Carolina helps us invest in student potential, faculty excellence, innovative teaching, experience-based learning and pioneering research. You help us fuel dreams, achieve aspirations and fulfill our promise to provide opportunities for our students and service to others that starts in North Carolina and then moves well beyond our state's borders. When we come together as a community, united around our shared dreams, amazing things are possible. We have set a high goal, and together we can achieve it.

Thank you for a fantastic year, and I look forward to seeing what we can achieve together during the year to come.

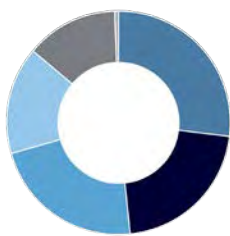
Carol L. Folt

FY 2017 Highlights

- UNC received \$543.3 million in commitments in fiscal year 2017 (concluding June 30, 2017) from nearly 68,000 donors, marking Carolina's third straight fundraising record and first time topping \$500 million. The total eclipsed fiscal year 2016's previous record of \$495 million by nearly \$50 million.
- Commitments from 15 donors of \$5 million or more accounted for \$198.2 million of the \$543.3 million total, with support ranging from faculty enrichment funds and student scholarships to the visual and performing arts, entrepreneurship and innovation.
- Commitments helped the University create one endowed professorships, as well as 55 undergraduate scholarships and 23 graduate fellowships.

Financials

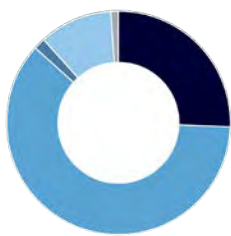
Sources of Revenue*



- Sales & Services (27.1%)
- Government Grants & Contracts (21.2%)
- Gifts, Private Grants & Investment Income (22.2%)
- State Appropriations (15.6%)
- Tuition & Fees (13.3%)
- Other (.5%)

*Unaudited, percentages rounded to nearest 10th

Commitments by Purpose*



- Research - \$139.04 million (26%)
- Programming - \$332.72 million (61%)
- Faculty Support - \$9.57 million (2%)
- Student Support - \$57.24 million (11%)
- Capital - \$4.77 million (1%)

*Dollar amounts rounded to nearest \$10,000

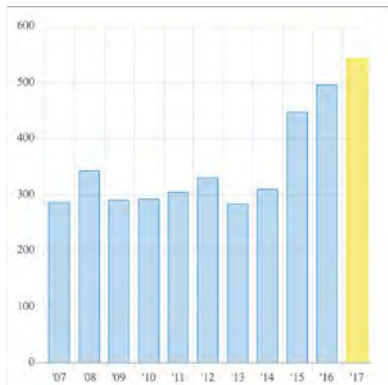
Donors*



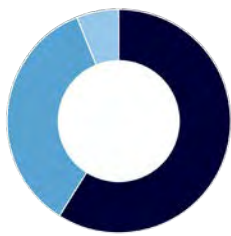
- Alumni - 37,169 (55%)
- Students - 753 (1%)
- Faculty/Staff - 1,185 (2%)
- Friends - 23,274 (34%)
- Parents - 2,563 (4%)
- Corporations - 1,496 (2%)
- Foundations & Trusts - 736 (1%)
- Other Organizations - 632 (1%)

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

Commitment Totals: FY 2007 - FY 2017



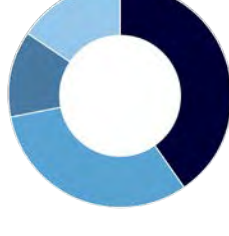
Commitments: Current, Endowment & Capital*



- Current - \$320.26 million (59%)
- Endowment - \$191.06 million (35%)
- Capital - \$32.02 million (6%)

*Dollar amounts rounded to nearest \$10,000

Commitments by Area*



- Academic Affairs - \$219.89 million (40%)
- Health Affairs - \$171.27 million (32%)
- Athletics - \$69.09 million (13%)
- Other - \$83.10 million (15%)

*Dollar amounts rounded to nearest \$10,000

Board of Trustees

- Dwight D. Stone (Chair)
- Haywood D. Cochrane (Vice Chair)
- Charles G. Duckett (Secretary)
- Jefferson W. Brown
- W. Lowry Caudill
- Donald Williams Curtis
- Julia Sprunt Grumbles
- Kelly Matthews Hopkins
- William A. Keyes IV
- Allie Ray McCullen
- William E. McMahan
- Hari H. Nath
- Bradley Opere (Student Body President)



THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

To see how private giving makes a difference at Carolina every year, visit Carolina Stories at stories.unc.edu