



Development Report

FY 2012 Final Report	6/30/12	6/30/11	% change
▪ New Commitments	\$331,396,829*	\$305,564,778	8%
	*Avg. \$27.6M per month		
▪ Gifts Received	\$287,419,666	\$277,024,332	4 %
▪ Pipeline	\$193,399,236 proposals in the pipeline		

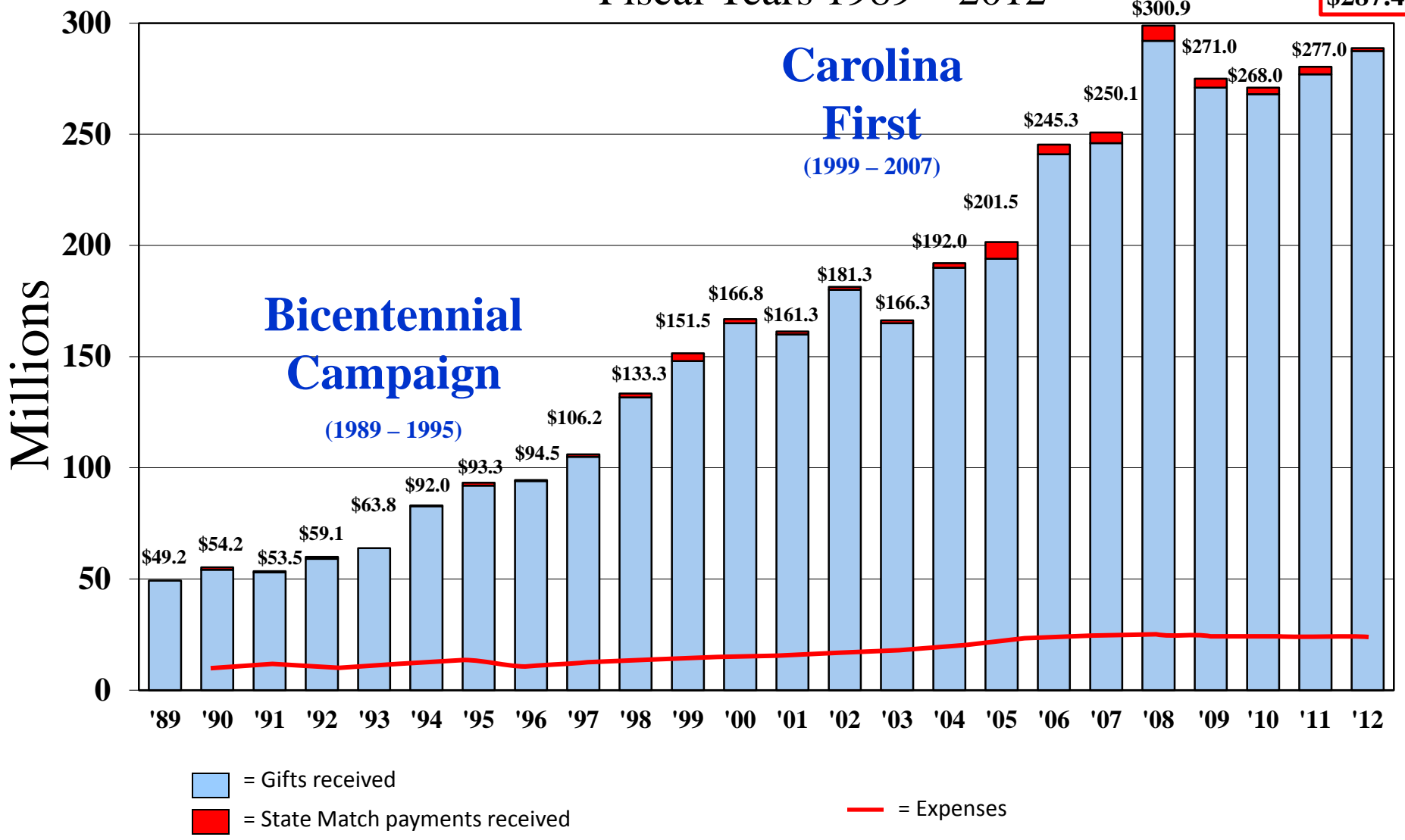


THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

UNC Annual Cash Flow

Gifts received vs. Cost of Fund raising
Fiscal Years 1989 – 2012

Second
Best Year
Ever
↓
\$287.4





Commitments By Year

“New Business”

			<u>Avg \$ / Month</u>	
	FY 2001	\$227,236,547	\$18.9	} Carolina First Campaign } Avg. \$22.4
3rd	FY 2002	\$315,830,438	\$26.3	
	FY 2003	\$280,118,898	\$23.3	
	FY 2004	\$213,601,560	\$17.8	
	FY 2005	\$236,350,784	\$19.7	
	FY 2006	\$244,845,421	\$20.4	
	FY 2007	\$287,231,294	\$23.9	
1st	FY 2008	\$342,800,000	\$28.6	
	FY 2009	\$290,400,824	\$24.2	
	FY 2010	\$292,018,636	\$24.3	
	FY 2011	\$305,564,778	\$25.5	
2nd	FY 2012	\$331,396,829	\$27.6	