NC STATE THINK AND DO THE EXTRAORDINARY

Administrative Leadership Meeting

Kevin Howell

Chancellor

Tuesday, November 10, 2026

Upcoming ALMs

Next Meeting

January 12	Topic TBD	Titmus

Following Dates

- March 9, 2027
- May 11, 2027



Recent Events

- Red and White Week Celebrations
- Engineering Robotics Showcase in California

Federal Visits

- Secretary Rollins Visit, NEST Announcement

- Representative Mike Rogers, Chair of the U.S. House Armed Services Committee Visit



NC State University Advancement:

A retrospective on the past 12+ years and a look ahead



Brian Sischo

Vice Chancellor for University Advancement

Culture of Philanthropy

NC STATE

Gift Announcements

Lenovo Investment Advances NC State's Esports Program, Recognized With Arena and Gaming Lab Naming

April 2, 2026 | Lisa Coston Hall | 6-min. read



NC State Chancellor Kevin Howell (left) and Ryan McCurdy, senior vice president and president, Lenovo North America, celebrate at a Day of Giving event. Photo by Marc Hall.



May 7, 2025

Wilson Family Builds on Legacy to Celebrate Textiles' — and NC State's — Future

With a new $10 million commitment, the Wilson family deepens their support for the Wilson College of Textiles and NC State Athletics while celebrating the university's future under the leadership of Chancellor Kevin Howell.



Feb 12, 2025

Transformational Investment in Biomedical Engineering Deepens Lampe Family Legacy

A $20 million naming investment from alumnus Ross W. Lampe Jr. will advance the life-changing work of the Joint Department of Biomedical Engineering at NC State and UNC-Chapel Hill. The endowment creates the third named department at NC State and is the second-largest gift in the College of Engineering's history. →

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THE *THINK AND DO THE EXTRAORDINARY* CAMPAIGN

A campaign that transformed NC State—and positioned the university for its next chapter

$2.104B
raised

132%
of the $1.6B campaign goal

133,000+
donors • 50 states • 73 countries

2016 → 2021

CAMPAIGN IMPACT

1,400+	new scholarships & fellowships
101	new endowed professorships
3×	growth in annual giving rate
3×+	increase in university endowment value over the decade

From ambitious goal → extraordinary momentum → a stronger foundation for the future

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EIGHT DAYS OF GIVING: EIGHT YEARS OF IMPACT

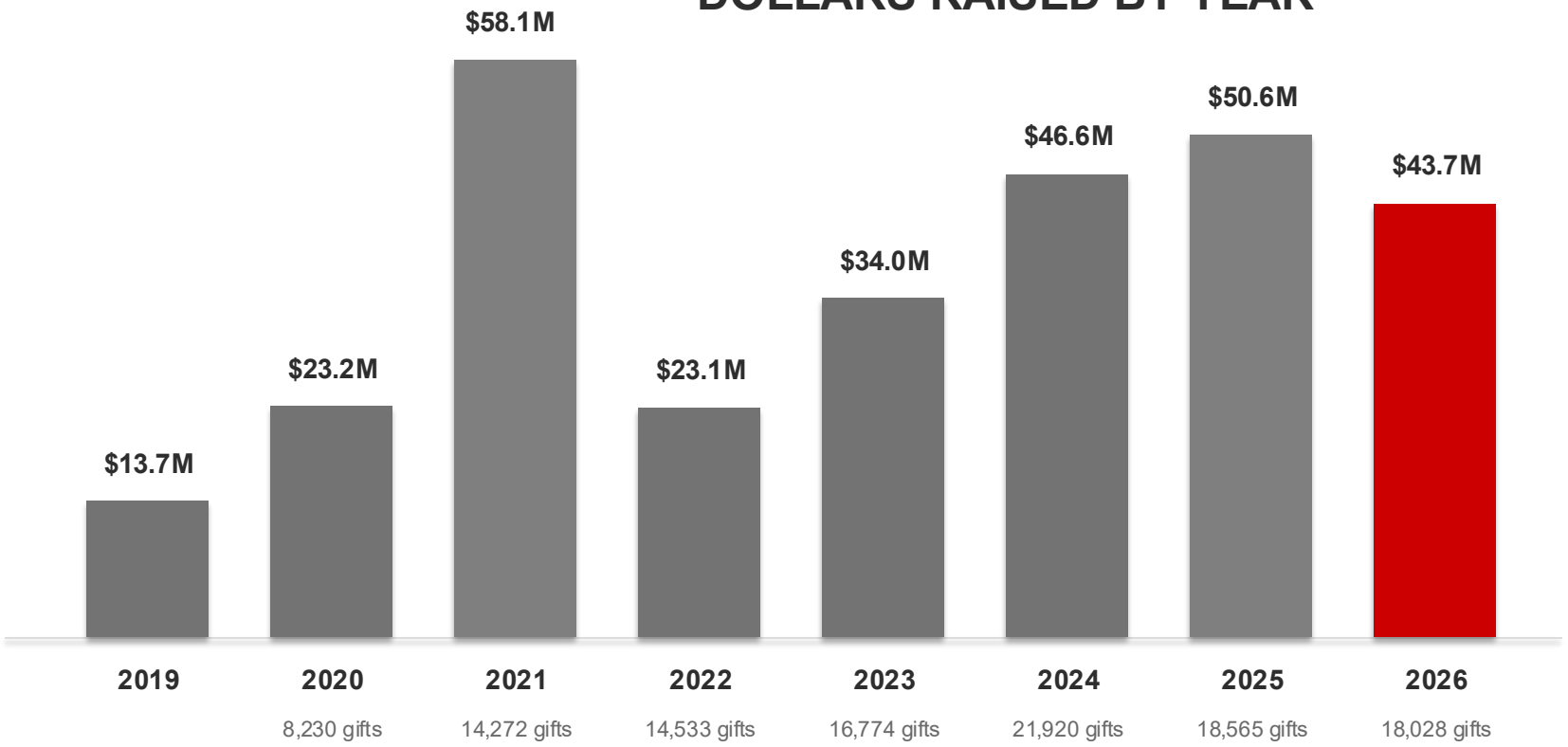
NC State Day of Giving has turned 24 hours into a powerful annual tradition of Wolfpack philanthropy

$292.9M
raised across eight Day of Giving events

129,000+
gifts made by the Wolfpack

3.2×
2026 dollars vs. inaugural 2019 event

DOLLARS RAISED BY YEAR



2015–2018: Annual giving momentum built the foundation • 2019: Day of Giving launched

Source: NC State University Giving & News

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NATIONALLY RECOGNIZED HIGH ROI MODEL OF ADVANCEMENT

GAME CHANGING PHILANTHROPY

EAB High-ROI Characteristics	• Focus on Major Gift Throughput • Build the Pipeline for Tomorrow • Invest in Development

Embedded in colleges/units:

- Major Gifts
- Mid Level / Leadership
- Annual Giving

Embedded in UA:

- Principal Gifts
- Central Major Gifts

FUNDAMENTAL EXPERTISE & SUPPORT

EAB High-ROI Characteristics	• Don't Neglect Strategic Support

Embedded in UA:

- Annual Giving
- Alumni Relations
- Events (Tier I and II)
- Stewardship
- Social Media
- Advancement Services
- Gift Planning
- Corporate & Foundation Relations
- Marketing & Communications

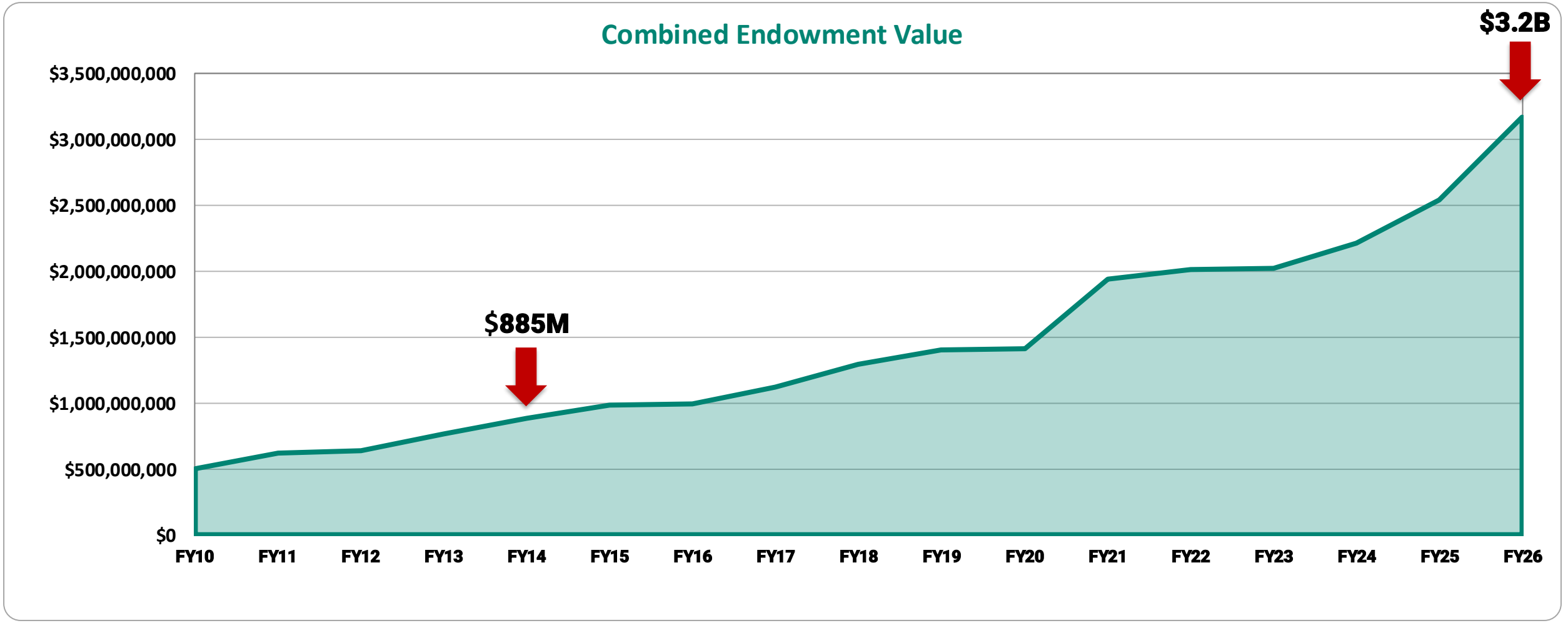
Embedded in colleges/units:

- Administrative Support
- Foundation Board Administration
- Budget & Human Resources
- Constituent Relations
- Marketing & Communications
- Events (Tier III)

Potential cost-sharing partnership opportunities

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NC State University Growth in Endowment Value



Red and White Week: From Pack Pride to Pack Impact

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Homecoming creates a natural platform to reconnect alumni and friends—and turn that connection into service and philanthropy.

1 GIVE BACK

Red and White Night

A philanthropy-focused tradition within the annual Red and White Week homecoming celebration.

2 SERVE

Pack Gives Back

Alumni and friends come together for volunteer projects in Raleigh and communities across the country.

3 ENGAGE

Student Giving Challenge

Student organizations compete to generate gifts, with recent fundraising focused on the Student Emergency Fund.

THE PHILANTHROPIC STORY

Red and White Week extends the meaning of "coming home" beyond celebration—creating opportunities to give, serve and invest in the future of the Wolfpack.

Sources: NC State Red and White Week 2026; NC State Giving News; 2025 Red and White Week Student Giving Challenge.

NC STATE HONORS

Celebrating the people who advance NC State and embody the Think and Do spirit

One night celebrating NC State's champions—volunteers, advocates and philanthropists—

who advance the university and inspire the next generation of NC State leaders.

A SIGNATURE CELEBRATION OF THE WOLFPACK

Recognizing extraordinary service

Honors alumni and friends whose commitment and dedication advance NC State.

Celebrating distinguished leadership

Brings together major university honors in one high-profile celebration.

Connecting recognition and philanthropy

Creates a powerful platform to celebrate the people whose leadership and generosity strengthen the university.

WATAUGA MEDAL • MENSCER CUP • ALUMNI ACHIEVEMENT • DISTINGUISHED ALUMNI

Wolfpack Women in Philanthropy

Council of Chairs

Extraordinary Opportunity Scholarship Initiative (EOSI)

VC Council

LOBO

Creation of AEAG, FATM, & PGP

Social Media Hub

Special Events Hub

CASE50®

ADVANCING EDUCATION.
BUILDING A STRONGER TOMORROW.



Career Pathways

EXPLORE.
CONNECT.
MAKE AN IMPACT.

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The Next Era of University Advancement

Three forces are reshaping how universities build philanthropic support

WEALTH TRANSFER

Unprecedented private wealth changing hands

PRINCIPAL GIFTS

More value concentrated at the top of the pyramid

ARTIFICIAL INTELLIGENCE

The new economics of engagement and productivity

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Something extraordinary is about to happen

The scale of intergenerational wealth transfer creates a rare philanthropic window.

$124T

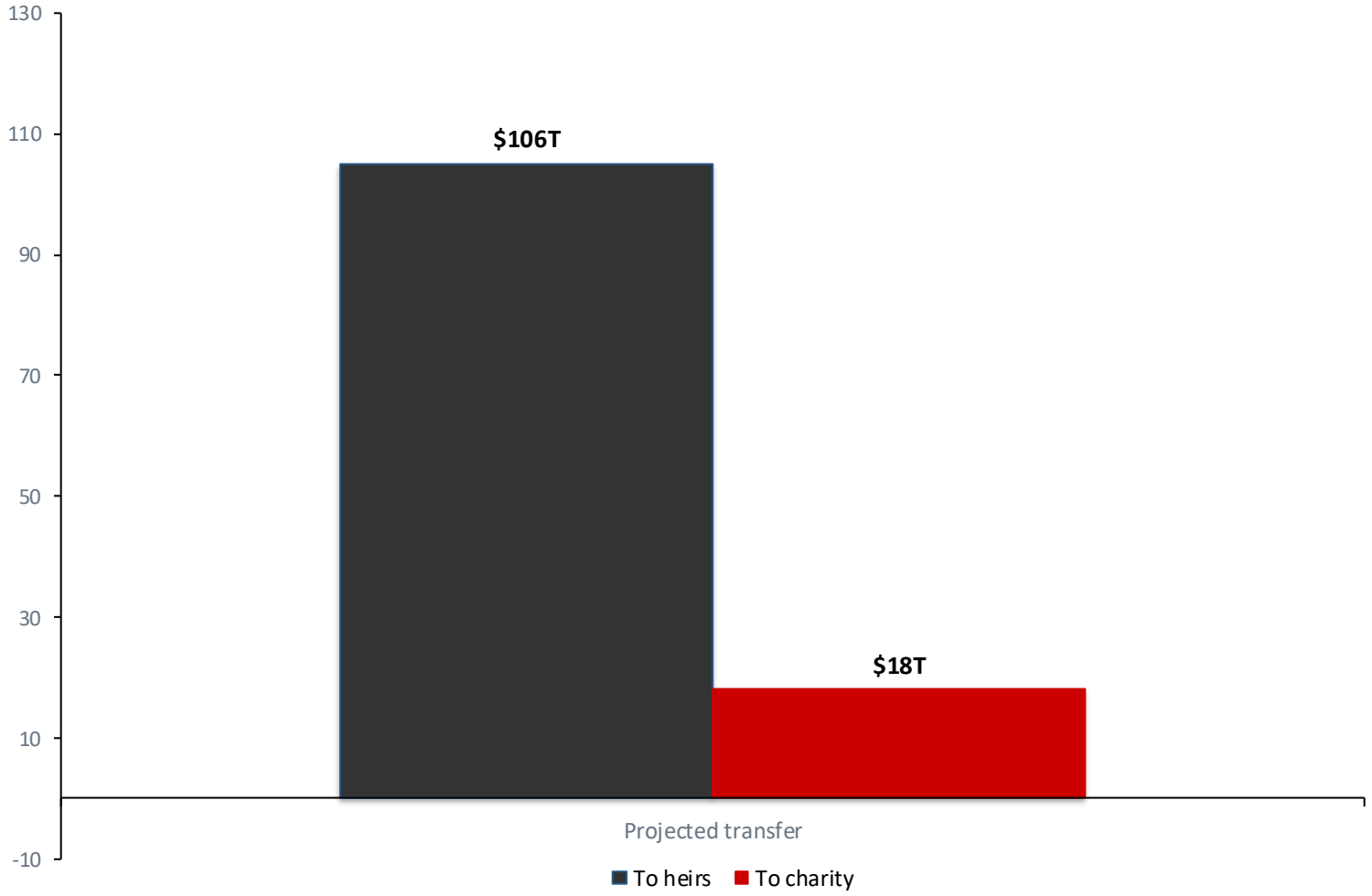
projected U.S. wealth transfer through 2048

~$18T

projected to flow to charity

>50%

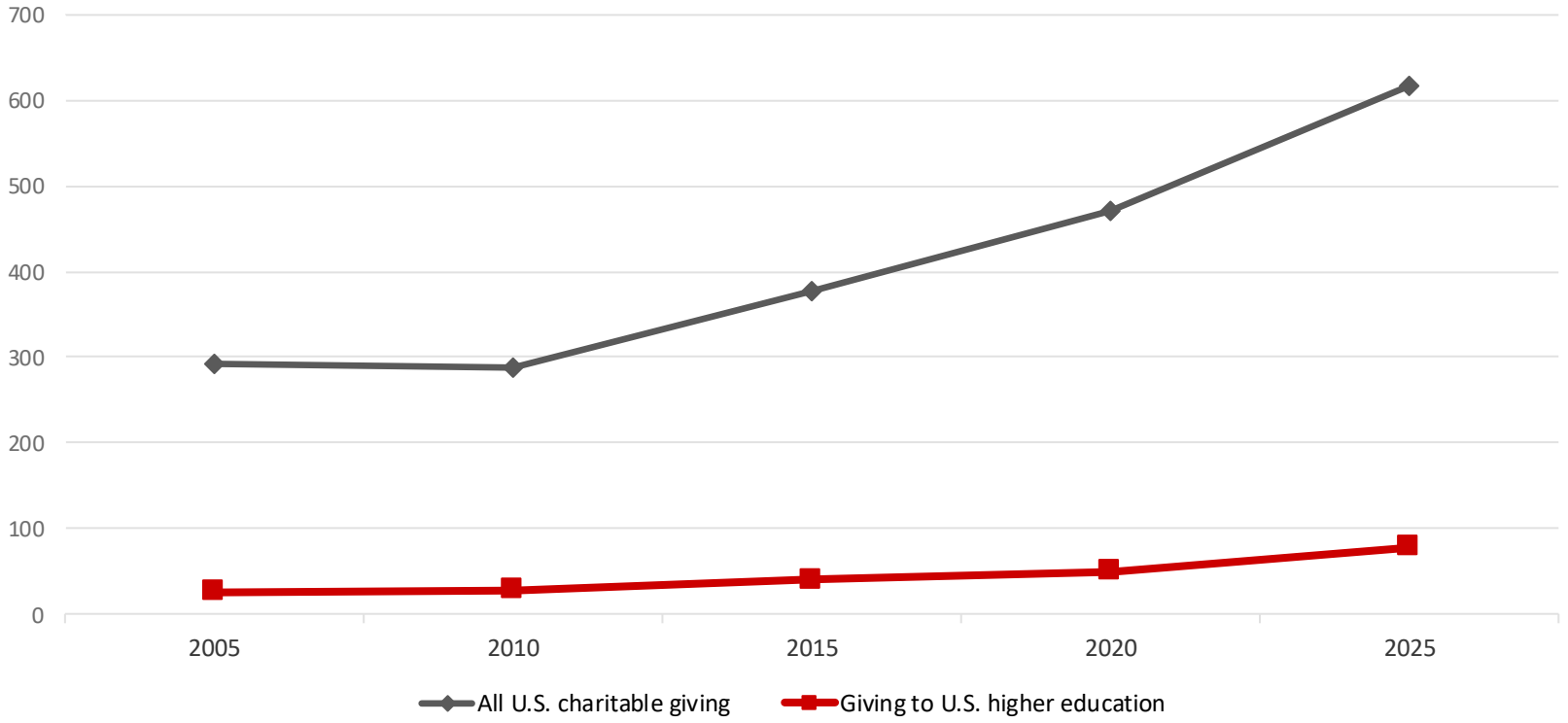
of transfers expected from high net worth households — about 2% - 3% of households



Source: Cerulli Associates, "Cerulli Anticipates $124 Trillion in Wealth Will Transfer Through 2048," Dec. 2024. Values rounded.

Meanwhile- American philanthropy continues to expand

Total U.S. charitable giving and giving to colleges & universities — five-year checkpoints, current dollars



Higher education

$25.6B → $78.8B

+208% since 2005

Sources: Giving USA (current-dollar U.S. totals); CASE / Voluntary Support of Education (U.S. higher-education totals). 2025 higher-ed figure is CASE's national estimate.

The opportunity will not be evenly distributed

As wealth concentrates, advancement strategy increasingly has to follow the wealth.



If philanthropic capacity is increasingly concentrated…

…principal gifts become disproportionately important.

Broad engagement still matters. But scarce human time should migrate toward the relationships where trust and judgment create the most value.

Source: CASE Insights on Voluntary Support of Education, FY2025 key findings. 89% of dollars came from the top 2% of donors.

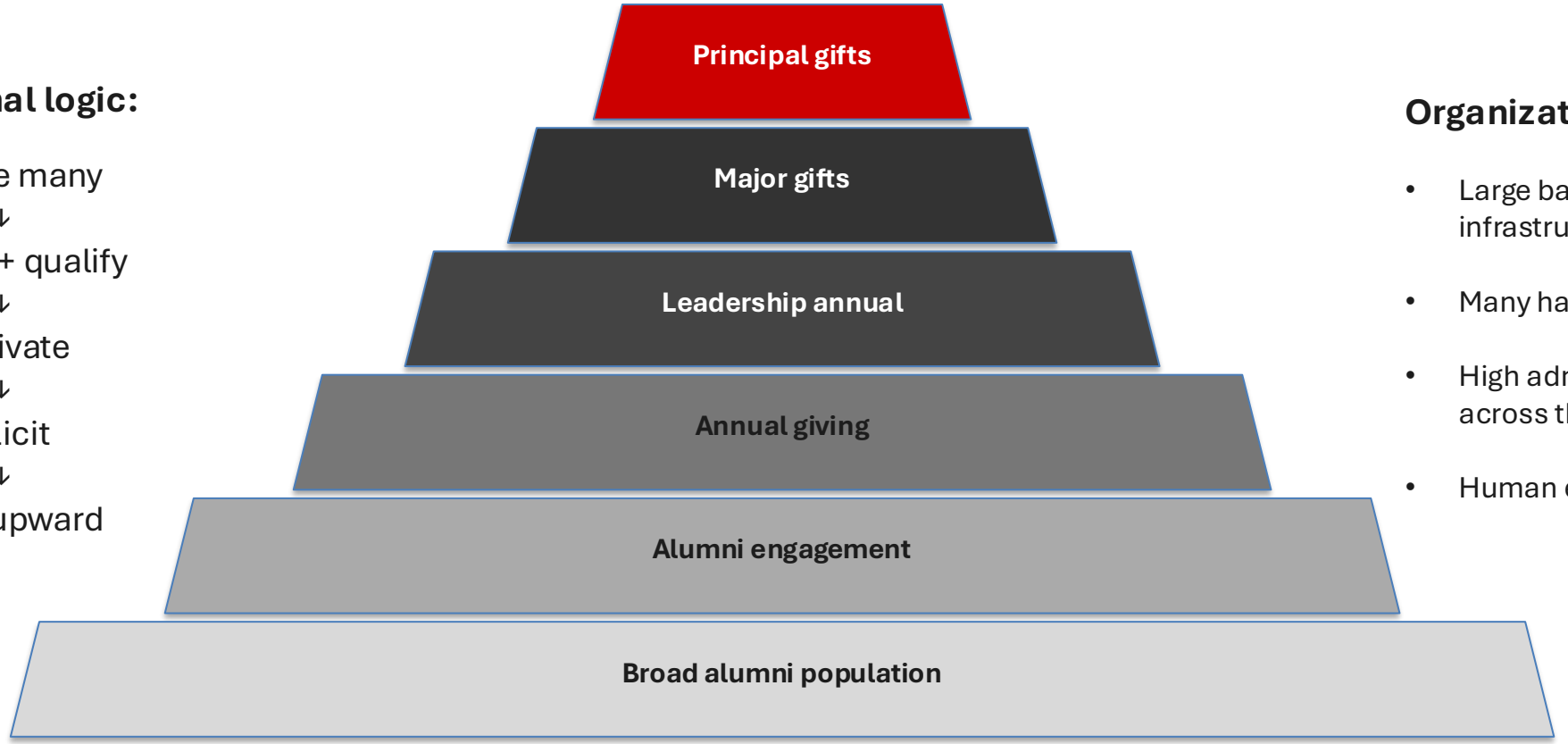
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The traditional advancement pyramid is shifting

For decades, the operating logic has been to engage broadly and move a small number of people upward.

Traditional logic:

Engage many
↓
Identify + qualify
↓
Cultivate
↓
Solicit
↓
Move upward



Organizational effect:

- Large base-building infrastructure
- Many handoffs
- High administrative load across the organization
- Human effort spread widely

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The center of gravity is moving upward

The emerging model does not abandon the base; it changes where human capacity is deployed.

AI + DATA

Find signals, personalize engagement, prioritize next actions

GIFT PLANNING

Blend current, deferred and complex assets across generations



INDIVIDUALIZED ENGAGEMENT

Scale relevance across the full alumni population

RELATIONSHIP TALENT

Concentrate people on trust, judgment, listening and asking

Technology scales the base. Human talent concentrates at the top.

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AI changes what humans need to do

The opportunity is not “AI fundraising.” It is reallocating human time toward the work humans do best.

Traditional model	Emerging model
Prospect research	AI-assisted intelligence
Portfolio reviews	Predictive prioritization
Generic outreach	Personalized engagement
Manual contact reports	Automated capture
Proposal drafting	AI-assisted development
Broad segmentation	Individualized journeys

Technology handles more of the process. People concentrate on trust, judgment and relationships.

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The role of alumni and friends is changing too

The highest-value volunteers can help create opportunity long before a gift conversation begins.

1

CONNECTORS

Open relationships and expand networks

2

CONVENERS

Bring influential people around important ideas

3

ADVISORS

Help sharpen ambitious, investable initiatives

4

ADVOCATES

Tell the university's story with credibility

5

PHILANTHROPIC PARTNERS

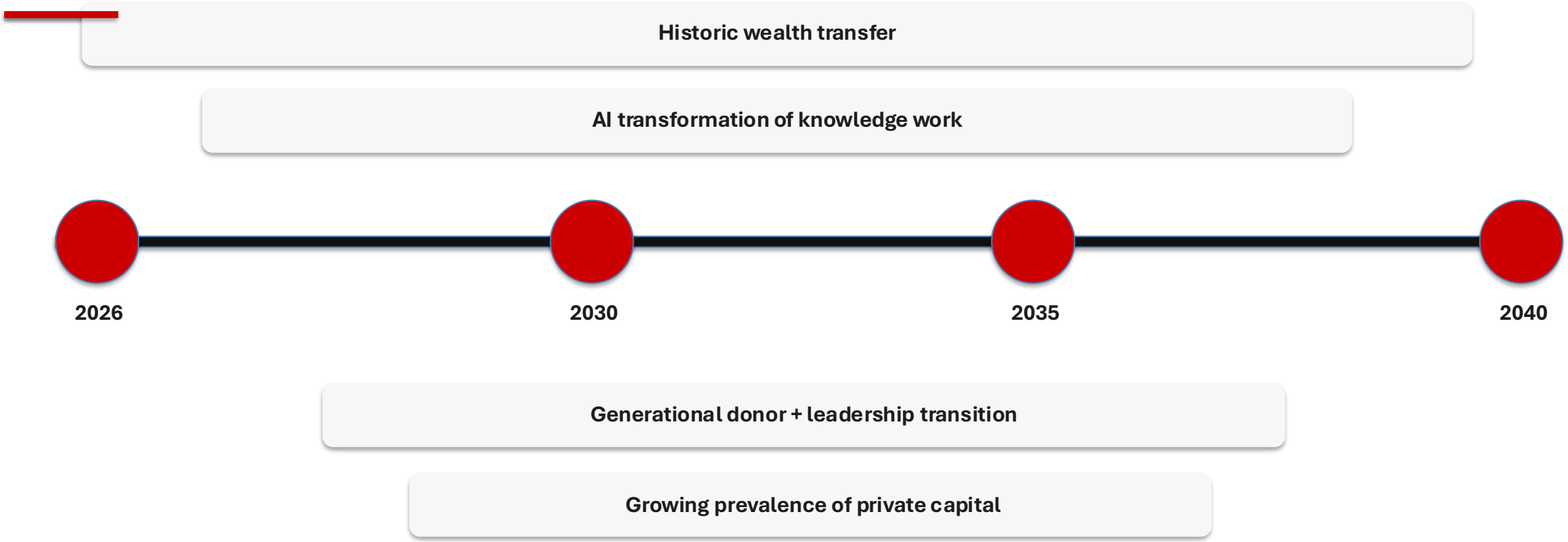
Invest in transformational outcomes

For our valued volunteers, influence and access can be as strategically important as philanthropy itself.

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The next 10–15 years may be a unique window

Several long-cycle forces overlap in the same period.



The institutions that adapt early will use this window to build relationships that last for generations.

THE QUESTION THIS BEGS:

How should NC State build the advancement organization it will need for 2040…

vs. optimizing the one it has in 2026?

Wealth transfer • Principal gifts • Artificial intelligence • Human relationships