



# TODAY

North Carolina Agricultural and Technical State University

FROM  
GENERATION TO  
GENERATION:  
*The Campaign for North Carolina A&T*

CAPITAL CAMPAIGN  
UPDATE

**PLUS:**  
HOMECOMING INSERT





# TODAY

North Carolina Agricultural and Technical State University  
Special Edition, Summer 2005

FROM GENERATION TO GENERATION:  
The CAMPAIGN FOR NORTH CAROLINA A&T

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### A&T TODAY

North Carolina Agricultural and Technical State University  
Special Edition, Summer 2005

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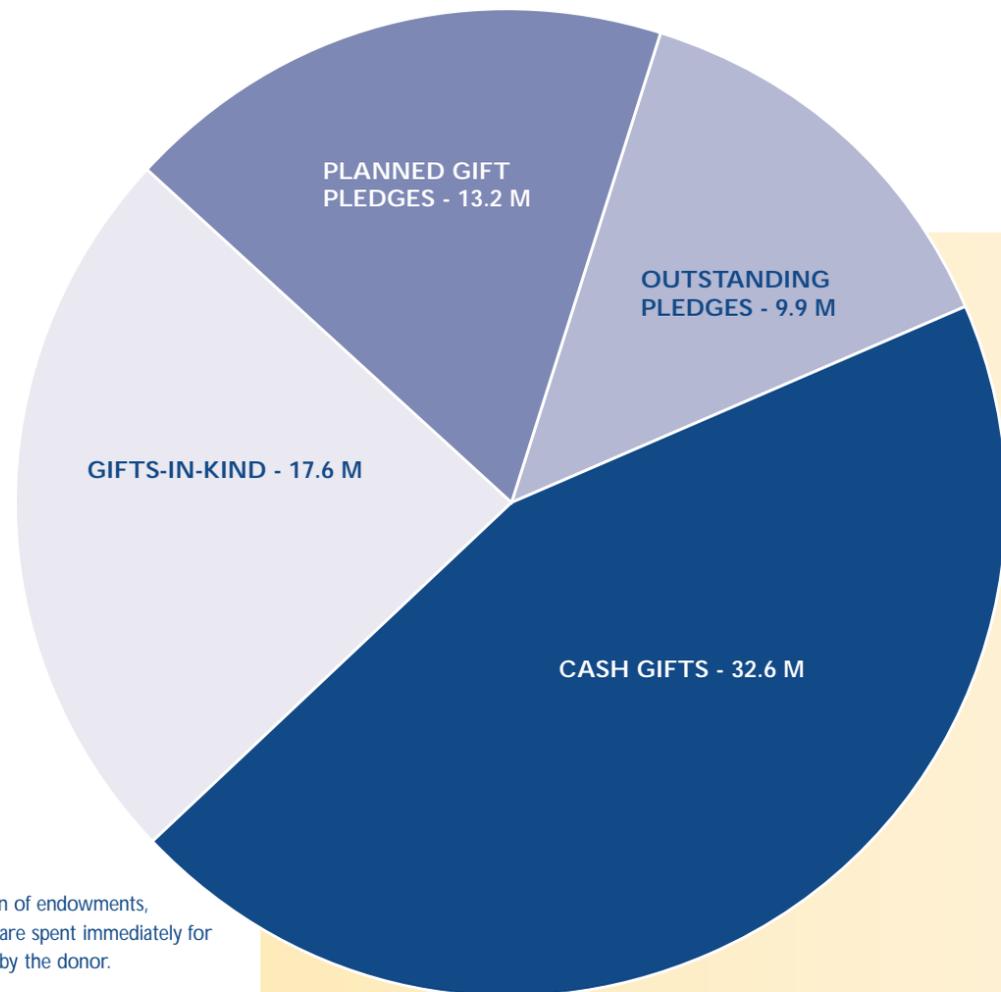
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institution and AA/EEO employer. N.C. A&T  
is an ADA compliant institution, and university  
facilities are designed to provide accessibility to  
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# FROM GENERATION TO GENERATION: The CAMPAIGN FOR NORTH CAROLINA A&T

CAMPAIGN TOTALS July 1, 1999 - June 30, 2005



With the exception of endowments, **CASH** donations are spent immediately for projects identified by the donor.

**GIFTS-IN-KIND** include but are not limited to technology and equipment, which are used immediately; works of art, which are placed in the University museum, and real estate, which is held, sold or used.

**PLANNED GIFTS** are gifts the University will receive upon the donor's death. While these gifts guarantee the future, they cannot be used today. The amount of some planned gifts is reduced for capital campaign accounting purposes due to the donor's age.

**PLEDGES** are gifts that are spread over a period of time. The pledge is reduced as cash is realized.

|                      |                      |
|----------------------|----------------------|
| CASH GIFTS           | \$32.6 M             |
| GIFTS-IN-KIND        | 17.6 M               |
| PLANNED GIFT PLEDGES | 13.2 M               |
| OUTSTANDING PLEDGES  | 9.9 M                |
| <b>TOTAL</b>         | <b>\$73.3 M</b>      |
| <b>GOAL</b>          | <b>\$100 MILLION</b> |

# FROM THE CAMPAIGN CO-CHAIR

## DEAR AGGIES:

As distinguished alumni of North Carolina Agricultural and Technical State University, we realize the significant role this institution plays in our lives and in the lives of our families. Whether we are mentoring, volunteering or leading, we are supporting N.C. A&T and building its reputation locally, nationally and internationally. Alumni provide the valuable foundation on which an educational institution is built.

As a 1977 graduate of the School of Business and Economics, I have benefited greatly from the education I received at A&T. Our alma mater prepared us well and provided the launching pad for our success. As co-chair for the \$100 million capital campaign, I am soliciting your support for our beloved institution. As you can see in the box to the right, our support is crucial.

The message is clear and obvious: we can and we must do better.

Aggies are not average; the generation currently following in our footsteps needs our support. I believe in leadership by example. My pledge to the campaign is to contribute \$125,000 over a five-year period — \$75,000 in personal funds and \$50,000 through a matching gift from my employer. The need to support the University was not always as clear to me as it is today. Therefore, you might say I came to this party late. But now that I am here, I intend to make up for lost time.

For those alumni currently supporting N.C. A&T through financial contributions, we sincerely thank you and hope you will continue to support our efforts. If you are one of the 85% of alumni who do not contribute, please consider the need. And remember, it's not the size of the contribution that matters, it's your participation that counts.

In closing, allow me to leave you with these thoughts. I am asking you to join me in investing in the future of our alma mater and this generation of students. One hundred years from now, no one will remember the jobs we held, the kind of car we drove or the house we lived in. They will remember 2005 as a turning point, when Aggies in greater numbers evolved a legacy of involvement, commitment, giving back and generosity that

### Why are your dollars needed?

- 90% of A&T students received financial aid in 2004-05.
- The State of North Carolina provides less than 30% of the funds needed to provide the high quality education to which the University is committed.
- When founded, A&T was supported almost entirely by public dollars.
- Only 15% of A&T alumni (3,585) made a financial contribution in 2004-05.



transcended time and passed "From Generation to Generation, The Campaign for North Carolina A&T." Our reward will be the security and advancement of the University and our people.

Sincerely, Willie A. Deese '77  
Co-chair, The Campaign for North Carolina A&T

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# 15 WAYS YOU CAN SUPPORT NORTH CAROLINA A&T TODAY

- 1 Make an outright gift of cash by check, credit card, bank draft or online
- 2 Make a gift of stocks or bonds
- 3 Place A&T in your will with irrevocable language and inform A&T's Development Office (The sum can be counted in the campaign.)
- 4 Become a volunteer and solicit your peers/friends for gifts to A&T
- 5 Donate land, vacation homes, time shares or other real estate to A&T
- 6 Donate your art collection(s) to A&T (The University reserves the right to accept/not accept such a donation.)
- 7 Become a corporate inside advocate to be sure your company is giving to A&T
- 8 Support and attend Alumni Association Chapter meetings and events, University Foundation events
- 9 Support the National Alumni Scholars Program
- 10 Join the Victory Club or Aggie Club and support University athletics
- 11 Make a five-year (or shorter) pledge with annual cash payments through check or bank drafts
- 12 Have your child or relative attend A&T
- 13 Buy and wear officially licensed Aggie paraphernalia
- 14 Speak positively about your Alma Mater
- 15 Visit the campus and the website ([www.ncat.edu](http://www.ncat.edu))



*"Thanks to the support we have received from alumni, partners and friends, From Generation to Generation: The Campaign for North Carolina A&T has reached \$73 million of the \$100 million goal. The next 1,000 days are critical. I am counting on the support of all Aggies — particularly those who have not yet contributed to the capital campaign — to help North Carolina A&T reach its goal so that this great university is sustained for generations to come."*

— Chancellor James Carmichael Renick

To contact N.C. A&T about your support, call (336) 334-7600 or email [mmagoon@ncat.edu](mailto:mmagoon@ncat.edu).

# CAPITAL CAMPAIGN GAINS MOMENTUM

By Myra L. Thompson

Professional fundraising consultants apparently didn't realize the power of Aggie Pride when they predicted that North Carolina A&T State University could only raise \$35 million in its capital campaign.

Just a little over 18 months into the public phase of a campaign to raise \$100 million, contributors pushed the university over the halfway mark. Today, with only 15% of Aggies contributing to the University, Michael Magoon, associate vice chancellor for development at A&T, sees tremendous giving potential in the 85 percent of alumni who have not yet made a gift to their alma mater.

"We're making strong appeals to all alumni, but especially to our younger graduates since there is a disproportionate amount of them due to the growth in enrollment over the years," said Magoon.

*GIFTS DON'T HAVE TO BE LARGE. WE WELCOME AND APPRECIATE ANY AMOUNT.*

One way the University is doing this is through its website. Also, A&T is doing some events targeted to young alumni to encourage them to give back to the university. The Gillette Company sponsored one such event.

Over the past four years, the State of North Carolina has cut A&T's budget \$22 million, a significant amount that worries Magoon and other university administrators.

"Since the state is doing much less, that dictates that we find new sources of revenue," Magoon said. "With less than one-third of A&T's funding coming from the state, we have to look to alumni to help move our university forward."

With over 20,000 A&T alumni not financially supporting the University, Magoon hopes the

university can persuade them of the need and build a habit of giving.

"Gifts don't have to be large. We welcome and appreciate any amount. What we don't want to happen is for a prospective donor to say, 'Well, I can't give \$500 or \$5,000, so I am not going to give at all.' We very much want those \$10 and \$20 gifts," he said.

Those who give \$500 or more to the campaign receive a special invitation to The Chancellor's Reception held on the Friday night prior to A&T's Homecoming game. Chancellor James C. Renick personally thanks these contributors during the reception.

"Many of those attending say they really appreciate the opportunity to meet and talk with the chancellor on a one-on-one basis," Magoon said.

The highest campaign priority is student scholarships. With 90 percent of A&T's students receiving financial aid, Magoon hopes graduates who relied on scholarships to get through college will now remember current students who may be struggling to stay in school because of financial difficulties.

With A&T recently winning a major grant to pursue genetics research, the university is in a prime position to make appeals to prospective supporters.

"Research grants speak volumes about A&T being a quality institution. It's a seal of approval from major funding agencies."

The capital campaign will wrap up Dec. 31, 2007, and Magoon said he is optimistic that the goal will be reached by that time.

"We have about 30 months to go, and I know we can do it with the help of our alumni, our community, our corporate donors and others who realize that a North Carolina A&T State University education changes lives."

## TABLE OF GIFTS

### Needed vs. Actual

| Number of Gifts Needed | Actual Gifts/Pledges | Gift Level | Total       | Actual Commitments* |
|------------------------|----------------------|------------|-------------|---------------------|
| 1                      | 2                    | 5,000,000  | 5,000,000   | 11,517,000          |
| 3                      | 2                    | 2,500,000  | 7,500,000   | 7,000,000           |
| 15                     | 8                    | 1,000,000  | 15,000,000  | 11,657,052          |
| 15                     | 0                    | 750,000    | 11,250,000  | 0                   |
| 30                     | 6                    | 500,000    | 15,000,000  | 3,215,115           |
| 50                     | 23                   | 250,000    | 12,500,000  | 6,739,506           |
| 150                    | 86                   | 100,000    | 15,000,000  | 12,323,992          |
| 200                    | 105                  | 50,000     | 10,000,000  | 6,359,848           |
| 250                    | 110                  | 25,000     | 6,250,000   | 3,535,909           |
| 200                    | 221                  | 10,000     | 2,000,000   | 3,139,305           |
| Many                   | 24,471               | <10,000    | 500,000     | 7,818,779           |
|                        |                      |            | 100,000,000 | 73,306,506          |

\* All cash gifts, outstanding pledges and gifts-in-kind  
Accounting Period: July 1, 1999 - June 30, 2005

# WAYS TO GIVE

**THERE ARE NUMEROUS WAYS TO MAKE CONTRIBUTIONS IN SUPPORT OF THE \$100 MILLION CAPITAL CAMPAIGN.**

## **OUTRIGHT GIFTS**

Cash gifts typically are made by writing a check to the N.C. A&T University Foundation, Inc. Other options include automatic bank drafts, payroll deduction and credit card payments.

Gifts of appreciated securities may be transferred to the Foundation and will be credited at the mean value between the high and the low on the date of transfer.

Contributions of real estate and personal property such as land, houses, paintings, antiques, rare books and other collectibles will be credited at the value determined by an expert, third party appraiser. Donors are responsible for the cost of an appraisal.

## **BEQUESTS**

An individual can include the N.C. A&T University Foundation in her or his will through a specific bequest indicating an exact dollar amount or a fixed percentage of the estate. Other options include residuary or contingent bequests.

## **OTHER PLANNED GIFTS**

Life-income agreements such as gift annuities and charitable remainder trusts may be established. Such planned gifts provide donors with an income for life. Also, N.C. A&T may be made the owner and beneficiary of a life insurance policy.

## **PLEDGES**

Pledges may be made over a period of up to five years. For example, a \$25,000 commitment to create an endowed scholarship may be made with payments of \$5,000 per year.

## **GIFTS OF REAL ESTATE: OPPORTUNITIES AND BENEFITS**

Over the years, every conceivable type of property has been the subject of a major charitable gift.

Tobacco, animals, crops and rum were common gifts in the early days of our nation. Today, the most popular gifts of property are stocks and bonds, life insurance and real estate.

In recent years, gifts of real estate to charitable institutions have become quite popular. A major reason for this popularity is the fact that most real estate has appreciated in value so much in the past 20 years that a sale would produce big capital gains taxes.

When real estate is given to North Carolina A&T State University, capital gains taxes are completely avoided and the full market value of the property is deductible as a charitable contribution. (This is assuming that the real estate qualifies as long-term appreciated property and that the donor is not in the business of selling real estate.)

Example: John J. owns a 30-acre plot of vacant land that he bought for \$30,000 that is now worth \$400,000. If he sells the property, he could incur state and federal capital gains tax and selling costs that might consume up to 30 percent of his profit.

A gift of this property to A&T would avoid the capital gains tax and selling costs. Moreover, the \$400,000 charitable deduction would produce an income tax savings of \$144,000 in John's 36 percent tax bracket. (A portion of John's large deduction would likely be non-deductible in the current year, but it would carry over to future years.)

### **Gifts of fractional interest in vacation homes**

Our federal tax laws permit a charitable deduction for gifts of fractional interests in real estate. This type of gift can be especially rewarding if the taxpayer owns a vacation home that is only used part of the year.

Example: Cynthia and David own a \$180,000 vacation home that they use two months of the year. The couple could give A&T 50 percent interest in the property,

gain a tax deduction for approximately \$90,000 (one-half the value of the property) and still have a right to use and occupy the property tax for six months every year.

### **Gift of a remainder interest in a residence or farm**

A provision of the tax law allows an immediate income tax charitable deduction for a gift of a remainder interest in the taxpayer's home or farm. The taxpayer may retain an absolute right to occupy the home or farm for life (or s/he could give family members a right of lifetime occupancy). The property passes to the university only after those lifetimes.

The immediate charitable deduction allowable for this future gift is the present value of the university's right to receive the property at some later date. The age of the



tenants is the primary factor in determining the present value of the university's deferred interest and the resulting allowable charitable deduction.

### **You can depend on us**

We would be pleased to provide an approximate charitable deduction as well as discuss the other factors involved in the before mentioned forms of gifts. Let us know if you are interested in exploring the many opportunities and benefits of a gift of real estate to us. Our professional development team is highly qualified and will be happy to meet with you and your advisors to craft a plan that best meets your needs.

# THE CASE for SUPPORT

## for NORTH CAROLINA A&T

IT'S ESSENTIAL FOR THE UNIVERSITY TO STRENGTHEN

ITS INTELLECTUAL, FISCAL AND PHYSICAL RESOURCES

TO BE AROUND FOR GENERATIONS TO COME.

### IN THE BEGINNING

Since its establishment as a land-grant college in 1891, North Carolina Agricultural and Technical State University has provided students with the best possible preparation for the challenges of the times.

At the end of the 19th century when America's economy was heavily agrarian and industrial, A&T, one of 18 Historically Black Colleges and Universities (HBCU), concentrated on training the agricultural, mechanical and technical specialists who would in turn educate and train the next generation. Many of the most celebrated and effective teachers, technicians and scientists in the first half of the 20th century were products of N.C. A&T.

In the late 1950s, the nation and the world changed dramatically. The launch of Sputnik in 1957 created an urgent need for a very different kind of technology and a new approach to learning. Superior training in science and technology became increasingly sought after educational goals for American students. With a well-regarded program of technical education already in place, A&T was ready to meet the challenge and did so expeditiously with major expansions in the College of Engineering and in its technology program. This latter expansion resulted in the creation of the School of Technology.

### COMING OF AGE

The middle of the 20th century also marked one of the greatest social changes in United States history when nonviolent protest became the vehicle for correcting institutionalized racial and social injustices. A&T and its hometown city of Greensboro received national attention on Feb. 1, 1960, when four freshmen took seats and requested service at the segregated lunch counter of a downtown Woolworth's store. The students became known as the A&T Four/Greensboro Four and the Sit-in Movement was born.

In the days and months that followed, other students and people from all over the country emulated their courageous act. The bravery of these demonstrators led to the desegregation of public facilities in the South — 95 years after the end of the American Civil War.

In 1972, A&T became a constituent university of the University of North Carolina system, moving steadily forward in the development of its academic offerings to meet the needs of a changing world. Expanded opportunities for study attracted a large and diverse student body and highly qualified faculty members.

Increased funding from the state allowed for improvement in the physical plant and an important strengthening of the business and arts programs. The aggressive pursuit of research funds allowed the University to advance its reputation in engineering and technology.

Through the 1980s and 90s, this reputation for excellence grew. In the late 1990s, when many HBCUs were experiencing shrinking enrollment, A&T enjoyed a stable enrollment with annual increases. The University has earned national recognition for several years as the institution that graduates the largest number of minority engineers in the United States. In 2001, Black Enterprise Magazine placed A&T among the top colleges in North Carolina for the education of African Americans.

### A&T TODAY

Without a doubt, A&T has a history and traditions of which it can be rightfully proud. Over the years, the University has maintained its relevance by anticipating and meeting the needs of changing times.

Now, in the 21st century, there is a very new challenge to give students an education that is relevant in a rapidly changing

FROM GENERATION TO GENERATION:  
The CAMPAIGN FOR NORTH CAROLINA A&T

RAISING \$100 MILLION

Daniel D. Godfrey Sr. '62 and Bettie Cross Godfrey '65 are longtime donors to A&T. Their gifts have supported the N.C. A&T School of Agriculture and Environmental Sciences, the athletics program and the Daniel D. Godfrey Jr. '85 Memorial Scholarship Fund.



Lillie M. Robbins '66 created the Lillie M. Robbins Endowed Scholarship to aid students from her native Pitt County, N.C., and Atlanta, Ga., where she currently resides. Her outright gift of \$25,000 was matched through Title III.

world. No longer can the effective academic program address purely regional concerns and national priorities. In today's world, the successful individual and the successful university must develop and embrace a global perspective.

Chancellor James C. Renick summed it up well during his first days on the campus in 1999.

"The future belongs to those institutions that have foresight, energy, creativity, wisdom, and the courage to understand that destiny is not a matter of chance, but a matter of choice and the will to achieve," Renick said. "Now is the time to capture the opportunities to build on our rich tradition and current momentum."

Early in the year 2001, Renick announced a major planning initiative whereby A&T would create a shared strategic vision for the future and implement a plan and process to make that vision a reality. The effort was led by a 23-member Planning and Resource Council made up of university officials and outside professionals. After an intensive internal review of the University's assets — physical, social, intellectual, and historic — a thorough examination of external factors and trends, and comprehensive surveys of students, faculty and staff to identify institutional values and strengths, the Council reported its findings.

The essential and inescapable conclusion reached by the Resource Council was that in order to best prepare its students for the complex world of the 21st century, new approaches to higher education delivery and substance needed to be implemented. The system must include learning, engagement, discussion, and relevant practical experiences. This approach to education is the model for an interdisciplinary university.

### THE INTERDISCIPLINARY UNIVERSITY

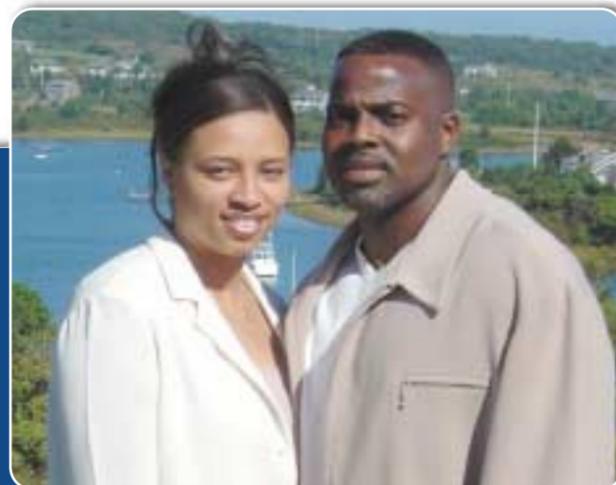
In its vision statement, the Resource Council describes the ideal educational product of the interdisciplinary university:

An interdisciplinary education provides students not only with essential knowledge, but also connections across the disciplines, and finally, the ability to apply knowledge to life beyond the campus.

Interdisciplinary studies are built upon excellence in academic disciplines. This model provides a focus for curriculum innovation, fosters communication across disciplines, and promotes partnerships with public and private entities. The university creates a learning environment in which opportunities to build solutions are based on expertise in more than one discipline. Teaching focuses on the ability to organize, assess, apply and create interdisciplinary knowledge, not merely the transmission of existing knowledge to students.

The teaching and learning process involves not only a commitment to knowledge and research, but also an appreciation of the influences of diverse thoughts, values, methods, resources, and structures. With this commitment and appreciation, academic units then design, organize, and plan lifelong learning experiences. Opportunities for learning are enhanced by strategic partnerships that are collaborative and cooperative. Multiple learning techniques and methodologies are employed along with current instructional technologies.

To be productive citizens of the 21st century, students must be globally informed. Internationalizing the curriculum affords varied opportunities to study within a global context thereby enabling students to take an active part in global change. In the interdisciplinary university, students enhance their undergraduate educations through overseas study,



Tiffany Eubanks-Saunders '93 and Ben Saunders '94 generously give to the University and receive a matching gift through Tiffany's employer, Bank of America. Nearly 1,000 companies nationwide have matching gift programs. Take advantage of your employer's match!

internships, and service learning experiences. In turn, international partnerships support interdisciplinary learning and discovery through new and expanded opportunities for faculty and students.

The interdisciplinary university envisions its role to serve the needs of individuals and groups who seek continuous opportunities for intellectual stimulation and growth. Utilizing academic disciplines and technological resources, the interdisciplinary university fosters excellence in communication, enhances critical thinking, conducts research, and transmits new knowledge to a community that seeks to improve the quality of life for all in the 21st century.

### HOW TO GET THERE

A&T is ideally positioned to take on this new challenge. With gifted faculty in eight schools and colleges, a large and diverse student body, strong academic programs, and a modern physical plant, much of the infrastructure to support the new vision is already in place. Like any organization anticipating change, however, it is essential that the University strengthen its intellectual, fiscal and physical resources.

Strengthening its resources is a short and simple way to describe a lengthy and complex undertaking. After a thorough evaluation of the University's position and a comprehensive assessment of what must be accomplished in preparation for the challenges of the 21st century, it was determined that A&T requires capital and other improvements totaling \$100,000,000 in financial support from private sources.

When A&T was founded, it was supported almost entirely by public dollars. As the University grew and expanded, the percentage of its operating budget from purely public

sources decreased dramatically. At present, state support represents less than 30 percent of the funds needed to provide students with the high quality education to which the University is committed.

Stated another way, two-thirds of the cost of educating an A&T student must come from sources other than state support. Another startling reality is that given the recent budgetary problems of North Carolina as a whole, a substantial increase in public support is not likely to be forthcoming. In the current economy, it is essential that A&T diversify its resource base so that it is less dependent on state funding.

As a way of diversifying its resources and reducing its dependence on public funding, A&T has identified three main goals that must be achieved.

- The development of a substantial endowment that produces reliable income to facilitate faculty/staff development and student recruitment and retention.
- The creation of an enhanced curriculum that anticipates and addresses the changing educational needs of its students, attracts researchers and research funds, and fosters the establishment of community partnerships.
- The construction and renovation needed to create an improved and expanded physical plant that accommodates state of the art classrooms, research facilities, athletic facilities, student housing, and other needs.

As A&T transitions to the new interdisciplinary model, the institutional areas of focus are student recruitment and retention, faculty and staff development, program development, community partnerships, and capital needs (facilities and equipment).



Dallas, Texas, resident Chuck Burch '82 sees the Charles Burch Scholarship he established as an investment in the future. A scholarship recipient himself, Burch says that he knows the value of receiving funding when you need it to fulfill a dream.



The family of the late Edward Nesbitt '59 has established a scholarship fund in his name. Nesbitt once served as president of the A&T Sports Hall of Fame.

**INSTITUTIONAL NEEDS: CAMPAIGN OBJECTIVES**

**Student Recruitment/Retention - \$25,000,000**

The main concern of any university is the education of its students. A well regarded curriculum and a highly respected faculty will attract the attention of excellent students, but the financial burden of a university education is significant. Attracting and retaining the best students often comes down to the availability of scholarship assistance.

The opportunity to offer competitive academic scholarships to high performing students is critical to the overall success of any university. As is the case with outstanding faculty, the competition for excellent students is fierce and HBCUs often lose outstanding students to majority institutions with well-funded endowments.

During the 2004-05 academic year, 90% of undergraduates at A&T required some kind of financial aid in order to attend. This number is expected to increase given the current economic climate. If A&T is to successfully recruit stellar students, substantial scholarship funds are essential. This need exists at both the undergraduate and the graduate levels.

Another important consideration for students is the opportunity for real-life work experiences through career related internships and fellowships. Universities that consistently demonstrate the capability to provide their students with relevant work experiences rank well with students, parents, and employers who have concerns about the transition from university life to employment.

A&T is committed to recruiting and retaining the best possible students and providing them with optimum preparation for the challenges of the new century. To achieve this, the University has determined that it needs to accomplish the following.

- Develop a significant endowment fund, the income of which will be earmarked specifically for scholarship assistance.
- Identify and secure a substantial fund earmarked for annual scholarships. These funds may be designated as Dean's Funds or Discretionary Scholarship Funds, but these will be annual funds that do not impact the endowed scholarship funds.

In addition to purely financial incentives, students of the interdisciplinary university will be able to participate in the following opportunities.

- Internships through special partnerships with corporations
- Fellowships with governmental agencies, educational systems, and community groups, especially non-profit organizations
- Practical experience in faculty-directed research projects
- Study abroad as an integral part of the interdisciplinary educational goal of globalization

**Faculty and Staff Development - \$25,000,000**

The greatest resource of any university is an excellent teaching faculty. The caliber and reputation of the faculty are among the primary considerations of students when choosing a college or university. To attract and keep top students, a highly qualified and capable faculty is essential.

To secure and retain dynamic and creative faculty members in an increasingly competitive arena, A&T must provide its professors with incentives, both financial and intellectual. Competitive compensation, tenure and opportunities for research and publication serve as powerful magnets to attract and hold outstanding faculty.



Xerox (June 2005)  
 Pictured: Joseph Monroe (N.C. A&T), Cedric R. Burns '90 (Xerox), Emerson U. Fullwood (Xerox), David W. Hoard (A&T) and Carolyn W. Meyers (A&T)



Pamela Johnson '91 donates her time and dollars to N.C. A&T. An avid volunteer, Johnson is president of the Washington, D.C., alumni chapter and is the Alumni Association Annual Giving Chair.



For Ponce De Leon Tidwell '63 and his wife Marva (Whitley) '62 — along with their children Stephanie '87 and Ponce Jr. '91 (not pictured) — education is a family affair. The four of them established a family scholarship in the early 1990s with the hope that their scholarship would help the recipients appreciate education and N.C. A&T as much as they do.



Donna A. Scott-James '79, president of Nationwide Strategic Investments, a division of Nationwide Mutual Insurance Company, serves on the advisory board for the School of Business and Economics and is a generous donor.

To ensure that it can secure and retain top professors, lecturers and researchers, the University plans the following incentives:

- Increase the number of endowed chairs/professorships;
- Support research by faculty members through study leaves and paid sabbaticals;
- Facilitate additional study through post-doctoral fellowships;
- Encourage professional development through supported attendance at leadership institutes and academic conferences, especially those with interdisciplinary foci;
- Develop and implement a system for identifying, recruiting and training junior faculty, and
- Establish a program for Distinguished Visiting Professors.

While the permanent, tenured faculty is the bedrock of any university, the on-campus presence of distinguished visiting professors serves to enhance and expand the educational experience for students. Their presence also allows for collegial interaction for regular faculty members with these high-visibility scholars and affords positive community awareness for the university.

A university is a community — much like a small city — with many needs to be met. The role of the faculty is to educate the students, but there still remain considerable tasks to be accomplished for the university to operate smoothly and efficiently. From the time that a student is first contacted about attending the university, many non-teaching staff members — recruiters, counselors, admissions staff,

residence hall counselors, cafeteria workers — become involved as the student progresses from admission to graduation. The operation of the university's physical plant requires another team of highly specialized individuals with different skills and expertise.

Although these individuals have widely varied responsibilities, they all are members of the A&T family and are critical to making the university a well-functioning community. These vital team members also need incentives to reward performance and to encourage career development.

To address this specific need, the University will create a Staff Leadership Institute that provides non-teaching staff the opportunity to study and work toward advancement in their own career areas.

**"Futures" Program Development - \$25,000,000**

At the end of the 20th century, A&T consisted of the following schools and colleges:

- School of Agriculture and Environmental Sciences
- School of Education
- School of Business and Economics
- School of Graduate Studies
- School of Sociology and Social Science
- School of Technology
- College of Arts and Sciences
- College of Engineering

Using the strengths of the existing programs in these eight academic units, the University will re-align, and

restructure selected instructional programs to create the interdisciplinary university model. The University will approach the creation of this model in stages.

First, develop an interdisciplinary model for educational program delivery that adds value to the University and is supported by internal and external constituents.

Second, establish an Interdisciplinary Center for Academic Excellence to serve as the source for the dissemination of information to all University constituents and for the administration of the new model.

Third, create interdisciplinary academic programs and centers based on the model developed. These centers will be State of the Art Learning Centers and may include (1) research laboratories for the physical sciences, (2) computer learning labs for all disciplines and (3) task specific working environments that incorporate many disciplines.

**Community Partnerships - \$10,000,000**

To fully realize the promise of the interdisciplinary university, North Carolina A&T must initiate new and nurture current strategic partnerships with business, industry, government, cultural agencies, and our community. These partnerships will provide the students with hands-on experience in real life situations to supplement classroom learning.

The University has had informal partnerships with corporations through student internships and more formal partnerships with the educational system through the student teaching programs. In recent months, the University has embarked upon more formal and complex partnerships with community organizations.

Most notable among these is the University's association with Sit-In Movement, Inc., the founding organization for the establishment of a permanent International Civil Rights Center and Museum at the historic Woolworth's store in Greensboro. The planned facility will include exhibits that honor the courage of the A&T Four/Greensboro Four. The Center also will serve as a repository for information and research about the struggle for equal justice that was the driving force of the Civil Rights Movement.

Another partnership established between the University, government and arts organizations is the Piedmont Jazz & Blues Festival. A&T initiated the plan for a local jazz festival (spring 2001) and then formed cooperative partnerships with government officials and arts organizations in all three Triad cities.

The resulting tri-city project involved citizens from a three-county region. Student participation as volunteers and coordinators provided excellent exposure to the behind-the-scenes tasks and skills needed to plan and stage a successful performance series in various venues.

These two partnerships have attracted the attention and involvement of the corporate community and of private foundations. Additionally, these collaborative efforts have generated very positive community response from a wide audience of private citizens. Utilizing the knowledge gained from these existing partnerships, the University will form additional strategic partnerships and then work with these partners to create a variety of opportunities for students and faculty.

Aggies employed by Bank of America present check to Vice Chancellor David Hoard.

Bank of America  
(Jan. 2005)



Ford (Oct. 2004)

Pictured: Kofi Kpeglo '89, Judy Peters, James F. Gwaltney and Dewitt Wycoff of Ford Motor Company



Wachovia (June 2003)

Pictured: David W. Hoard (N.C. A&T), Charles Saunders (Wachovia), James C. Renick (A&T), Robbie Russell (Wachovia) and Quiester Craig (A&T)

**Capital Needs (Facilities and Equipment) - \$10,000,000**

Although an important truth of the interdisciplinary university is that the space for learning is not limited to a specific site, it is also true that a university's physical and intellectual infrastructures do not exist in isolation from one another. Thus, the strategic goals of the interdisciplinary university are coupled with the University Facilities Master Plan.

The new learning model imposed by the interdisciplinary university necessitates a significant capital investment. A large portion of this investment will be in facility improvement with a lesser amount designated for equipment purchase.

A&T is well positioned to address these improvements now, as it utilizes the \$162 million in funding approved by the passage of the Higher Education Bonds in November 2000. These much needed public dollars will provide the initial investment needed but the needs of the University's physical plant have changed since the bonds were approved. Additional funds will be required to complete all the needed work.

Extensive construction and renovation efforts for student residential facilities are already underway. To complement and support the interdisciplinary academic and student life programming of the university, the following projects also will be undertaken:

- Major renovations to classroom and laboratory spaces,
- Much needed upgrades to older administrative buildings,
- Major improvements in the athletic complex and the track,
- Construction of an Alumni House to be used for special university functions.

**Athletics - \$5,000,000**

Athletics also plays an important role at A&T. The athletics program is incorporated into the campaign within the five core areas. The goal for athletics is \$5 million.

**CONCLUSION**

Just as life does not take place in a static environment, neither does education. Learning must be relevant to life. Acquiring academic and technological knowledge is just the beginning for the student who would succeed in the new world of the future. Interdisciplinary education incorporates an expanded set of skill development as part of the university experience.

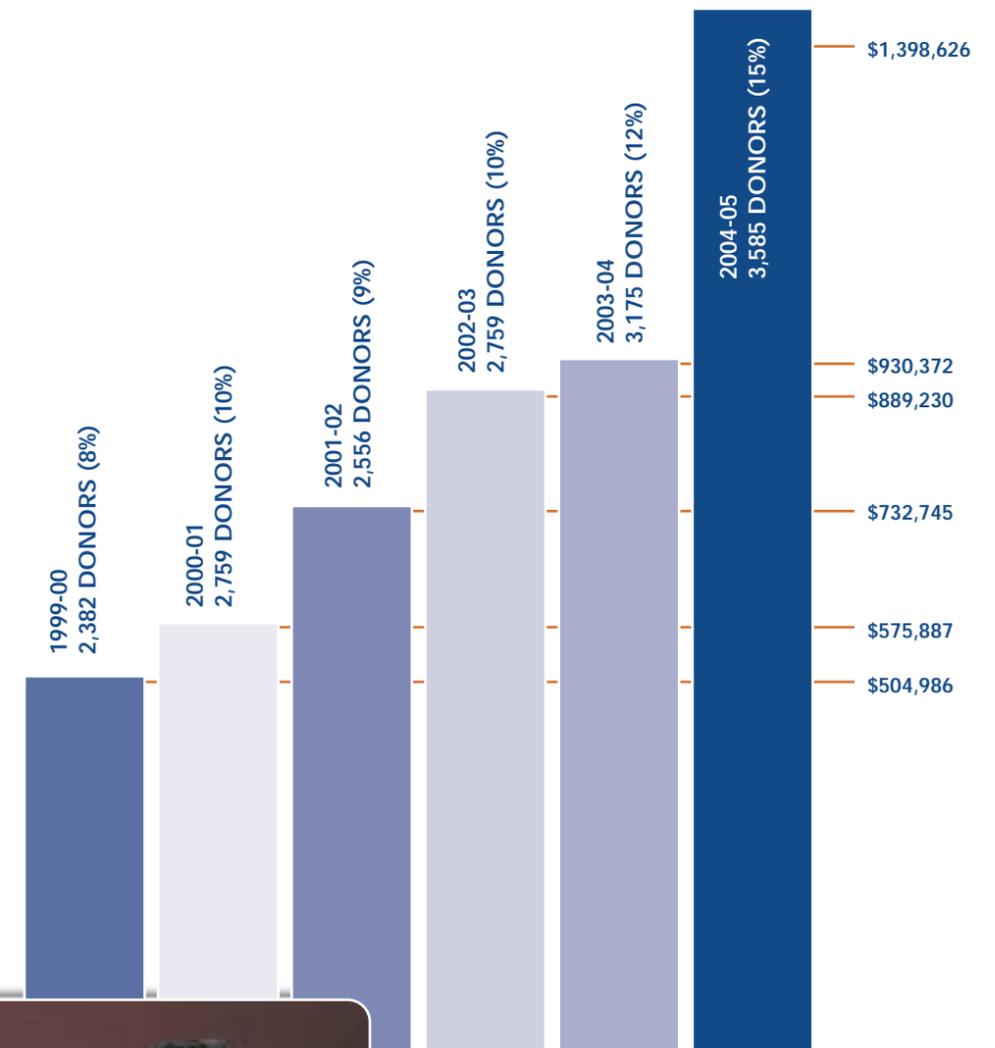
The world of the 21st century will be filled with complex problems and simple solutions will not work. No longer will it be enough to have academic and technical knowledge. Successful individuals will need to have a variety of skills — cultural, social and analytical — in order to develop and implement working solutions to problems with local, national and global implications.

From a college serving the needs of the rural south to a university meeting the increasing national demand for advanced technology, A&T has evolved to its current place in history. With its proud history of being relevant to the needs of its students, A&T is ready to take this logical next step.

Ahead lies the future. The future is not a threatening place for those who are prepared for its challenges. With foresight, energy, creativity, wisdom and courage, A&T is ready to move forward to claim its destiny — building on its rich tradition as it captures the opportunities of tomorrow.

*This document can be viewed in its entirety in the Campaign Planning Guide, From Generation to Generation: The Campaign for North Carolina A&T.*

# ALUMNI REACH \$1 MILLION MILESTONE!



July 1-June 30 Fiscal Year | Amounts reflect cash received



Toyota (April 2005)  
Pictured: Dianna Vass (N.C. A&T),  
Wilbert James (Toyota) and  
Lee Parrish (N.C. A&T)



Caterpillar (Sept. 2004)  
Pictured: Ian Goggins '94 (Caterpillar),  
David W. Hoard (N.C. A&T) and  
Rita McCray (Caterpillar)

# CAMPAIGN GOALS

|   |               |
|---|---------------|
| Student Recruitment and Retention<br><i>(Scholarships)</i>                            | \$25M         |
| Faculty and Staff Development<br><i>(Endowed Chairs, Professorships and Lectures)</i> | 25M           |
| <i>Futures Program Support *</i>  | 25M           |
| Community Partnerships/Outreach   | 10M           |
| Capital Needs<br><i>(Facilities and Equipment)</i>                                    | 10M           |
| Athletics   | 5M            |
|   | <b>\$100M</b> |

# CATEGORY TOTALS

|   |                |
|---|----------------|
| Student Recruitment and Retention<br><i>(Scholarships)</i>                            | \$12.2M        |
| Faculty and Staff Development<br><i>(Endowed Chairs, Professorships and Lectures)</i> | 2.1M           |
| <i>Futures Program Support *</i>  | 44.8M          |
| Community Partnerships/Outreach   | 4.9M           |
| Capital Needs<br><i>(Facilities and Equipment)</i>                                    | 6.2M           |
| Athletics   | 3.1M           |
|   | <b>\$73.3M</b> |

IT'S ESSENTIAL FOR THE UNIVERSITY TO STRENGTHEN ITS INTELLECTUAL, FISCAL AND PHYSICAL RESOURCES TO BE AROUND FOR GENERATIONS TO COME.

*\* Undesignated planned gifts are placed in this category*

# VICTORY CLUB SUPPORTS ATHLETICS



The Victory Club was created to enhance the men's and women's intercollegiate athletics program at North Carolina A&T State University.

Members of the Victory Club contribute \$1,000 or more, and are placed on a priority list to purchase tickets to athletic events.

Contributions provide scholarships for student-athletes, program support and equipment and facility upgrades.

As a member of the University of North Carolina system, A&T cannot use state funds to support intercollegiate athletics. Traditionally, student fees and private donations have been the only means for the University to field its 16 intercollegiate sports. That is why your support is so critical! Victory Club support raises athletic scholarships, maintains equipment and enhances our teams' ability to compete.

North Carolina A&T State University is grateful for the support received from Victory Club members who have joined since the organization's inception in 2002. Become a valuable asset to A&T athletics by joining the Victory Club.

Phillip McAlpin, *Executive Director*  
DeLores "Dee" Todd, *Athletics Director*

#### 2005 BOARD OF DIRECTORS

- Elvin Bethea '68
- Rodney Bozeman
- Mark Bush, *Ex-officio*
- Beverly Earle
- Willie T. Ellis Jr. '77, *Ex-officio*
- David W. Hoard, *Ex-officio*
- Kenneth Johnson, *President*
- Jim Pender
- Warren Romaine, *Vice President*
- Vernell Stallings, *Treasurer*
- Michael Suggs '82, *Secretary*
- Cynthia Tucker '73
- Roselle Wilson, *Ex-officio*

#### FOR MORE INFORMATION ON THE VICTORY CLUB, CONTACT

Phillip McAlpin  
(336) 334-7600  
phillip.mcalpin@ncat.edu  
www.aggievictoryclub.com



# NAMING OPPORTUNITIES

Donors will be provided with naming opportunities and may wish to make a gift in honor of or in memory of a loved one. A sampling of naming opportunities is listed below.

|                         |             |
|-------------------------|-------------|
| Alumni Center           | \$1,000,000 |
| Endowed Chair           | 1,000,000   |
| Endowed Professorship   | 500,000     |
| Laboratory              | 100,000     |
| Classroom               | 50,000      |
| Endowed Scholarship     | 25,000      |
| Current-use Scholarship | 10,000      |

# Can We Count on Your Support?

It's that time again in Aggieland, when a room comes alive filled with the energy and excitement of students.

Each fall, the Aggie Call Center gears up to contact alumni and friends (like you) across the country to encourage lifetime participation and involvement with A&T by raising funds for academic and program support.

The students who make the calls are enrolled at A&T. They are proven leaders who take pride in what they do and they look forward to speaking with you and sharing in the Aggie Pride experience.

As we embark on a new year, help us demonstrate to our students that we believe in them and the continued success of the university. Don't just say "Aggie Pride," SHOW Aggie Pride with your "real" support.



Student callers Kirk Monroe '06 and Pamela Truesdale '07

## FROM GENERATION TO GENERATION: The CAMPAIGN FOR NORTH CAROLINA A&T

# CD Rates Too Low?

## CONSIDER A GIFT ANNUITY



A charitable gift annuity is a simple contract. In exchange for a gift of \$10,000 or more, the N.C. A&T Foundation agrees to provide a fixed, guaranteed income for life to a donor (or two donors). Cash or securities may be used to establish a gift annuity. Annuity payments are made quarterly, semi-annually or annually (as desired). When the donor(s) passes away, the remaining principal is left for N.C. A&T's use. Payout rates are derived from the American Council on Gift Annuities.

### BENEFITS

- Fixed, guaranteed income for life
- You support future A&T students
- Partial income tax deduction
- A portion of your income is tax free

### ANNUITY PAYOUT RATES

#### Single-Life Rates

| Age | Rate |
|-----|------|
| 65  | 6.0% |
| 70  | 6.5% |
| 75  | 7.1% |
| 80  | 8.0% |

#### Two-Life Rates

| Ages  | Rate |
|-------|------|
| 65/65 | 5.6% |
| 70/70 | 5.9% |
| 75/75 | 6.3% |
| 80/80 | 6.9% |

### EXAMPLE

A 75 year old individual creates a gift annuity with \$10,000 and receives a fixed, annual income for life of \$710 (7.1% guaranteed).

For more information contact:

**Michael G. Magoon**

Associate Vice Chancellor, Development and University Relations  
North Carolina A&T State University • (336) 334-7600



The Chang family of High Point, N.C., has established a scholarship fund in memory of the late Chong Pil "Phil" Chang (pictured on easel). A&T students Christina Quinichett (left rear) and Andre Smith (right rear) were the first scholarship recipients.

FROM GENERATION TO GENERATION:  
The CAMPAIGN FOR NORTH CAROLINA A&T



*North Carolina Agricultural and Technical State University*  
1601 East Market Street  
Greensboro, NC 27411

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