

Advancement Committee of the Board of Trustees
University of North Carolina School of the Arts

Thursday, September 24, 2015

10:35-11:35 a.m.

Eisenberg Social Hall South
Hanes Student Commons

OPEN SESSION AGENDA

Advancement Committee

*Greer Cawood

*Skip Dunn

*Phillip Horne

Tom Kenan, Emeritus

*Rob King (ex-officio)

*Justin Poindexter

*Michael Tiemann, Chair

*Erna Womble

*Ralph Womble

Lindsay Bierman, Chancellor

David Harrison, General Counsel

Katharine Laidlaw, Chief Marketing Officer

Edward Lewis, Chief Advancement Officer

Lynda Lotich, Associate Director Kenan Institute

**Denotes voting members*

Claire Machamer, Director of Digital Media

Corey Madden, Executive Director Kenan Institute

Savannah Stanbery, Dev. Assoc. /Exec. Assistant to
the CAO

Chris Chapman, Foundation Board President

Doug Henderson, Foundation Board Advancement
Committee Liaison

Cindy Liberty, Foundation Executive Director

Judy Watson, Board of Visitors Liaison

John Coyne, Faculty Council Representative

Michael Rothkopf, Faculty Council Representative

Lauren Whitaker, Staff Council Representative

- Welcome, Confirm Quorum
- Approval of April 30, 2015, *Minutes*
- Chancellor's Opening Remarks
- Advancement Update
- Communications and Marketing update

- Thomas S. Kenan Institute for the Arts update
- Other Business
- Adjourn

Michael Tiemann

Michael Tiemann

Lindsay Bierman

Edward Lewis

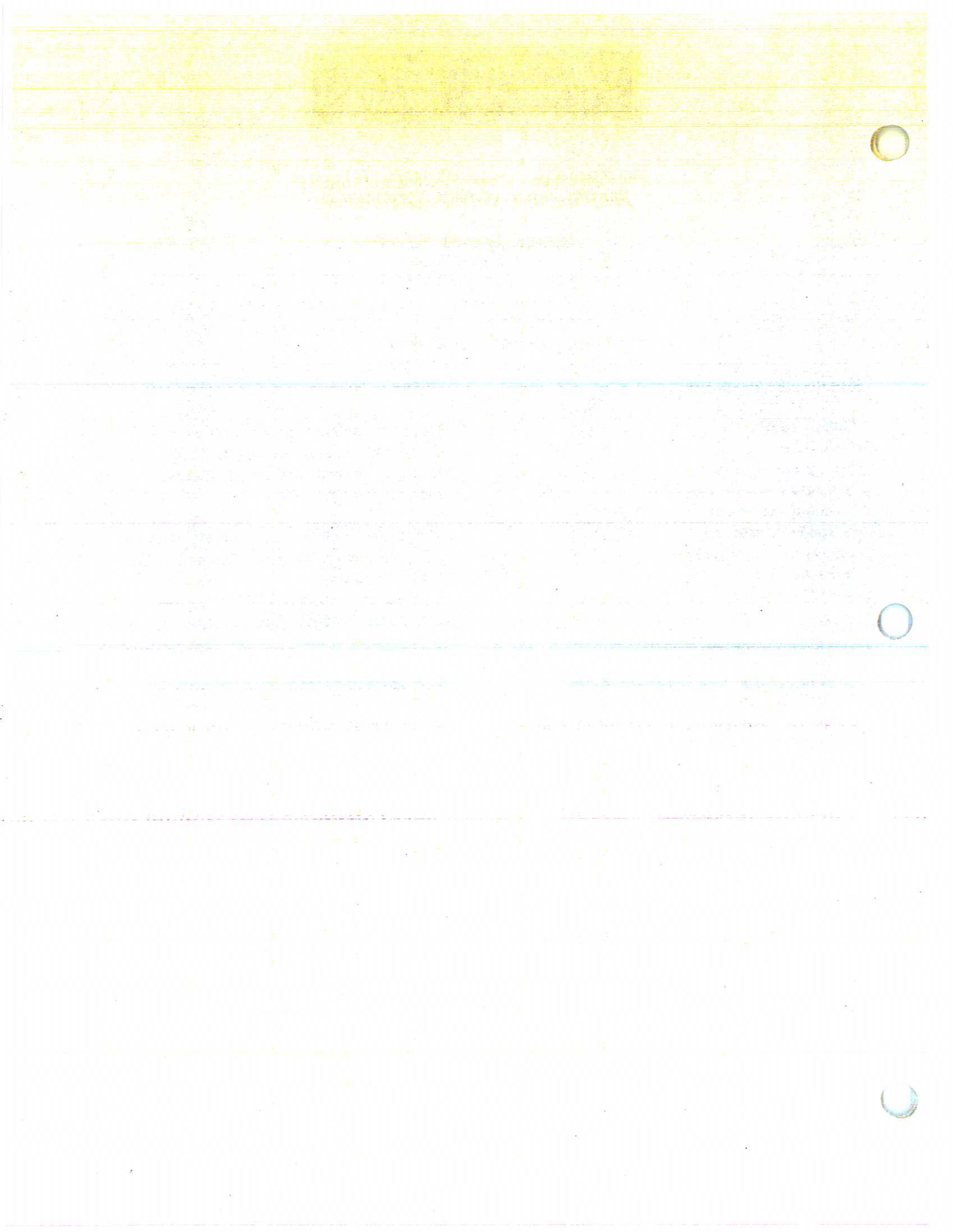
Katharine Laidlaw and

Claire Machamer

Corey Madden

Michael Tiemann

Michael Tiemann



**Advancement Committee of the Board of Trustees
University of North Carolina School of the Arts**

Thursday, April 30, 2015

10:30-11:30 a.m.

Eisenberg Social Hall South

Hanes Student Commons

Open Session

Minutes

Trustees Present

*Greer Cawood
*Claire Christopher
*Skip Dunn
*Don Flow
Tom Kenan (Emeritus)
* Rob King (ex-officio)
Phil Nelson (Emeritus)
*Michael Tiemann, Chair
*Erna Womble

Committee Members Absent

Susan Mann, Foundation Board Liaison
*Justin Poindexter

**Denotes voting members*

**Administrators, Liaisons, Faculty, Staff
Present**

Amanda Balwah, Secretary to the University
Lindsay Bierman, Chancellor
George Burnette, Chief Operating Officer
Marla Carpenter, Director of Communications
Jim DeCristo, Chief of Staff
David Harrison, General Counsel
Katharine Laidlaw, Chief Marketing Officer
Cindy Liberty, Foundation Executive Director

Ed Lewis, Chief Advancement Officer
Corey Madden, Kenan Institute Exec. Director
Lisa Ransom, Major Gifts Officer
Savannah Stanbery, Executive Assistant to the
CAO/Development Associate
Judy Watson, Board of Visitors Liaison
John Hinton, Winston-Salem Journal

Convene Meeting and Opening Remarks

Chair Michael Tiemann convened the April 30, 2015, meeting of the Advancement Committee of the University of North Carolina School of the Arts Board of Trustees at approximately 10:33 a.m. Mr. Tiemann confirmed a quorum.

Approve Minutes from February 12, 2015 Meeting

Michael Tiemann called for a motion to approve the minutes. Don Flow moved; Greer Cawood seconded. The minutes were approved as presented.

Chancellor's Opening Remarks

Michael Tiemann introduced Chancellor Lindsay Bierman.

- The Chancellor and the CAO are beginning the work of building and rebuilding relationships with some important donors and friends to the School.
- Additionally, they are developing innovative ways to cultivate friends and donors outside of Winston-Salem who have expressed interest in the School.

- Chancellor Bierman is driving the strategic planning process to conclusion and plans to share 3-5 priorities with the Board by this fall. The Strategic Planning Taskforce is meeting with an external facilitator in June.
- Chancellor Bierman is looking at the needs and possibilities at the Stevens Center, specifically ways to expand its programming for the community especially in the summer.

Advancement Update

Financial Report

Michael Tiemann invited Ed Lewis, Chief Advancement Officer, to give a financial report from the Advancement Office.

- Temporarily Restricted Revenue is tracking 52% ahead of goal for the year
- Permanently Restricted Revenue is 40% above its goal for the year
- Annual Fund is at 84% of its goal
- We anticipate meeting the Annual Fund goal with the Spring Appeal which would be mailed in the next two weeks along with Giannini Society supporter renewals.
- There are nearly 100 brick orders in for the Alumni Brick Program which has been revived this year. A portion of the brick campaign proceeds will go to the Annual Fund. At this point it is very close to breaking even and the program will continue into next year.
- Overall alumni participation (giving) rate is on track to meet its 3% participation goal.
- The Major Gifts Officer search is underway and we anticipate an offer to be made by the end of June or early July.
- The William R Kenan, Jr. Charitable Trust has approved Advancement's request for \$183,000 and agreed to be flexible on the number of future scholarship recipients in the Kenan Excellence Scholarship Program.
- Advancement has worked with Michael Tiemann to raise over \$32,750 in scholarship support for an additional AJ Fletcher opera student to start in the fall of 2016.
- Ed Lewis, Jim DeCristo, Cindy Liberty and Lisa Ransom have met with the deans of each school to begin the FY16 budget planning process, in an effort to align Advancement's plans with the Deans' priorities.

Foundation Board Update

- Audit Committee met on April 14, 2015.
 - It approved internal control procedures, updated accounts with BB&T to protect accounts from identity theft and hackers
- Executive Committee met on April 29, 2015.
 - It approved the P-Card System to be implemented over the summer
 - It added the Chief of Staff position to the Foundation's spending policies, voted to add a Discretionary Fund at \$7,500/year
- The Foundation Board's Guest Artist Luncheon Series Event raised \$20,000 total, \$5000 spendable and \$15,000 toward the endowment.
 - Goal to raise \$10,000 more to reach their FY15 goal of \$30,000
- Advancement presented the first draft of its FY16 budget for review at the April meeting.

UNCSA Board of Visitors Advancement Committee Report

- The Spring Board of Visitors meeting took place via email in early April.

- It included updates from UNCSA leadership and highlighted recent accomplishments of students, faculty and alumni
- The Fall Board of Visitors meeting is scheduled for September 24-25, 2015 on campus

Chief of Staff Update

State Relations

Jim DeCristo updated the committee that April 30, 2015, was the deadline for forwarding bills from the House of Representatives to Senate and Senate to House of Representatives.

- These bills cover such a wide variety of things so Jim DeCristo monitors them closely for items that could impact UNCSA
- The Bond referendum by Governor McCrory will be moving forward in the next few weeks.
 - It would provide about a half million dollars in support. The UNC University System would like to see if that can be increased to include repair and renovations

Communications and Marketing (more updates in the printed report)

- Jim DeCristo, Chief of Staff, highlighted the progress of the new website process.
 - The web committee has been finalizing decisions regarding the content management system and site hosting, event calendaring system, and virtual tour and campus map
- Highlight from written report: UNCSA'S Office of Communications won four awards in the recent 30th Annual Educational Advertising Awards, sponsored by Higher Education Marketing Report.

Marketing & Presenting

- Katharine Laidlaw thanked all who helped make the *Guys and Dolls* Gala possible!
- Event goals:
 - Raise \$200,000, which would be half of the ultimate \$400,000 needed for performance scholarships over 4 years
 - Strengthen community ties
 - Build audiences
- Event results:
 - The event generated \$325,000+, including \$157,000 from corporate sponsorships
 - 584 attendees, 146 were from corporate sponsors
 - 35% (203 individuals) were new to UNCSA
- Now in the process of critically assessing all areas of the *Guys and Dolls* production run as UNCSA looks toward the future and thinks about what worked and what can be improved
 - Areas to improve upon:
 - Scheduling-competition with other Winston Salem events
 - ticket sales
 - balcony seating
- The Chancellor plans to provide a "curtain speech" at each performance he attends to briefly remind audiences about what they are seeing within the performance and that these are students!
- Moving forward, UNCSA plans to strengthen its digital presence, digital identity, increase its digital marketing and advertising tools, and utilize the new ticketing system for audience development and capturing ticket data.

- The new ticketing software has brought in \$25,000 in ticketing fees which were earmarked to the old ticketing vendor. These proceeds are now allocated to the Stevens Center.

Other Business

- Chair Michael Tiemann reminded the Advancement Committee of their goals:
 - Support the Chancellor
 - Support the Annual Fund at the Giannini Society Level
 - Build relationships with people and connect them to UNCSCA
- Michael invited members to reach out to Ed Lewis via Savannah Stanbery during the next few months to schedule lunch. Ed would like to get to know the Advancement Committee members.
- Thomas S. Kenan Institute for the Arts presented updated financial information.
 - Two new members of TSKIA's Advisory Committee were put forth in the Board of Trustees Governance Committee for acceptance on 4/30/15.
 - UNCSCA is in the finals for the opportunity to become a "Pilot City" for the Community Innovation Lab with EmcArts (national consulting group that works with artists and arts organizations around the US).
 - This initiative will allow UNCSCA to connect with the Kresge Foundation and to raise the profile on this school and this city.

Adjourn Meeting

Claire Christopher made a motion to adjourn, Greer Cawood seconded.

The meeting was adjourned at approximately 11:24 a.m.

Respectfully submitted by Ed Lewis, Chief Advancement Officer.

Board of Trustees-Advancement Committee

UNCSA Development Report

- Please refer to the Revenue Report provided.
- Overall UNCSA and the UNCSA Foundation received over \$7.2 million in gifts from private sources (non-state appropriated). This is a monumental achievement for the Foundation and the School.
- FY15 fundraising surpassed all goals in unrestricted, temporarily restricted and permanently restricted buckets.
- Alumni Participation/Giving surpassed the 3% goal set forth for the School by UNC General Administration, we achieved 3.59% (the FY16 goal)
- Staffing plan update:
 - The following positions will be posted this year.
 - Director of Development (currently posted)
 - Senior Major Gifts Officer
 - Major Gifts Officers (2) (currently posted)
 - Manager of Donor Relations and Communications
 - Director of Alumni Relations
 - The focus will be building a strong, high achieving fundraising team.
- The Office of Advancement is focusing on a number of projects including the following.
 - Working with boards to establish meaningful engagement opportunities
 - Developing strategic moves management/pipeline building for donors and prospects
 - Establishing internal metrics
 - Focus on retaining new donors
 - Reviewing and enhancing our Stewardship Plan
 - Documenting all Advancement Processes/Procedures
 - Future campaign planning
- Advancement Events
 - Goal is to develop events that are strategic and maximize fundraising efforts
 - FY14- Advancement produced 55 events (excluding Alumni and Associates' events)
 - Included 2 trips (Sundance, LA), 50TH Kickoff Gala
 - FY15- Advancement produced 30 events (excluding Alumni, Associates and Foundation Board Guest Artist Luncheon Series events)
 - Included 50th Anniversary Gala
 - Implemented Special Events Policy to reduce pop up events
 - FY16- Advancement plans to produce 27 events (excluding Alumni, Associates and Foundation Board Guest Artist Luncheon Series events)
 - Includes 1 trip (NYC), NextNow

NextNow:

- New annual scholarship fundraising event set for Saturday, April 30 at the Benton Convention Center
- Goal: \$50,000
 - Realistic goal to reflect the scaled down model in the intervening years of the larger "all-School" production

- At this year's events attendees can choose the experience they want to have at the after-party:
 - Purchase a higher level ticket package to reserve a table for you and your friends OR purchase an open-seating ticket in our lounge area
 - Includes well-placed food stations, not a seated dinner
 - Of course, there will be surprises throughout and an experience that only UNCSA can deliver

 - New York Trip:
 - 27 donors confirmed/ 33 total attendees
 - 50% of the donors- this is their first trip with UNCSA
 - 3 are NEW to UNCSA (thanks to our Giannini member Lila Cruikshank's help with recruiting)
 - 12 alumni confirmed for activities
 - Itinerary includes
 - Alumni connections every day- The Amigos, HAMILTON, CURIOUS INCIDENT OF THE DOG IN THE NIGHT TIME, SOMETHING ROTTEN, Alvin Ailey American Dance Theatre, Lincoln Center Education, plus an alumni panel and reception
-

UNCSA Foundation Board Report

Advancement Committee Report

- Doug Henderson will be the Chair of the Advancement Committee for FY 2016.
- The first fundraising event in 2016 for the UNCSA Foundation Guest Artist Endowment is scheduled for October 28th at Old Town Club.

Audit Committee

- Audit is complete with an unqualified opinion

Board Development Committee Report

- Recruited 8 new board members: Kay Donahue, Barry Eisenberg, David Hinton, Joia Johnson, Peter Juran, Steve Karr, Pete Richter, and John Wigodsky

Executive Committee

- Implementation of a P-card system is complete.
- BoardMax (board management software system) implementation is complete.

Other updates

- TSKIA - FY 2016 budget complete and approved; project budget worksheet for FY 2016 is complete.
 - SAF – Administrative duties will be brought in the UNCSA Foundation once negotiations are completed.
 - Processed all the necessary paperwork for the new Administrative Support Specialist position.
 - Offer letter has been sent.
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UNCSA Board of Visitors Advancement Committee Report

- New board members for 2015.
 - Mr. Robert M. Beseda

- Mr. and Mrs. F. Hudnall Christopher, Jr.
 - Mr. Paul Fulton and Mrs. Nan V. Crawford
 - Mr. and Mrs. John W. Davis, III (switched active member to affiliate)
 - Mr. Peter S. Hedges, '84 and Ms. Susan Bruce
 - Mrs. Mattie M. Rhodes, '69 and Mr. T. Milton Rhodes (switched active member to affiliate)
 - Mr. Howard Upchurch and Mr. John Hoemann
 - The Board of Visitors held its first New Board Member Orientation this past May.
 - They look forward to hearing about the Chancellor's strategic priorities and working with Advancement to establish meaningful engagement opportunities to support these priorities.
-

Marketing and Communications Report

UNCSA Digital Media Report

- The staff that will establish the digital footprint of UNCSA is beginning to form. Claire Machamer started in June as the Director of Digital Media. She previously managed digital strategy at Southern Living and UAB Health System. Since then we have added a Web Content Producer (Elizabeth White) and CMS Manager in IT (Dave LaVack). In the upcoming months we will complete our team with the addition of a Social and Digital Content Provider and Web Developer in IT. This staff will give us the resources to drive engagement for UNCSA through the development of new tools, communication strategies, and content, as well as a greater ability to track website metrics, establish benchmarks, and reach our goals.
- We have worked with the designers and developers at mStoner (our web vendor) and the web committee to review and approve a template suite and design for all site pages. Currently, we are in the building phase and will have access to OU Campus (our new content management system) at the beginning of October. At that time the Digital Media team will completely rebuild uncsa.edu based on new Information Architecture developed by mStoner and the web group. Our team has been working with each school and department to update content for their sections so that information will be consistent and correct across the website. The new site will include large visuals, videos, and an interactive campus tour and map for basic wayfinding. Internal resources will be organized for usability on a separate intranet landing page.
- Digital media supported the rebranding roll out with a landing page [<http://www.uncsa.edu/branding/>] to showcase the new visual identity and provide links for template and logo downloads. This page will remain live until the new site launches in November to explain the transition and promote the arrival of the new site.
- Digital media is working with Marketing, Art School Deans, and Admissions to create landing pages that will serve as destinations from paid digital placements to reduce bounce rates (when a web visitor navigates away from your site after viewing only one page) and guide potential students through the Admissions CRM (customer relationship management) system and updated communication plan.

- We've expanded our social media presence to Instagram with an engaging new hashtag - #wecreatehere. Through this campaign, students and faculty are encouraged to share their uniquely artistic view of life at UNCSA. Photos and videos are then curated into our school feed at UNCSACAM [<http://instagram.com/uncsacam>]. This feed will be integrated directly onto pages of the new website.
- We've teamed up with the School of Filmmaking to create a splash video that will be displayed in large format on the homepage of our new site. Through these shoots we will create the homepage video and a library of clips that can be used to generate videos to promote our school in new outlets and throughout the new website.
- In addition to the increased visibility for video, the new website will also give us the ability to feature photography more prominently. We are working with photographer David Hillegas [<http://davidhillegas.com>] to capture a library of images that tell the story of the transition students undergo during their education at UNCSA through photos of their everyday activities and coursework. These images will be added to the breathtaking collection the School of Dance and Marketing produced with Ballerina Project [<http://ballerinaproject.com>] photographer Dane Shitagi.

Thomas S. Kenan Institute for the Arts

The Thomas S. Kenan Institute for the Arts work is focused in three strategic directions:

- Artist Leadership – Developing leaders, entrepreneurs and innovators in the arts
- Arts and Society – Demonstrating the value and impact of the arts in society
- Career Pathways – Broadening opportunities for sustainable careers in the arts

Currently, we have two large projects that we're working on, a Community Innovation Lab and a Kenan Fellowship Convening in New York City on October 8.

- **Community Innovation Lab** – Community Innovation Labs are a new approach that equips local communities to address tough social challenges by bringing together a diverse, cross-sector group of stakeholders, and deeply integrating artists and artistic practice into rigorously designed and facilitated change processes. The Community Innovation Labs framework was developed by EmcArts, with lead support of \$200,000 from the Kresge Foundation. The Lab offers three levels of engagement, 12 Champions made up of local artists and cultural leaders as part of the local leadership team; 1 – 2 Process Leaders who are local artists as facilitators designing and leading activities based on their aesthetic practices; and 30 – 40 Participants made up of artists, faith-based, business, education, nonprofit and others who will bring their perspectives to the discovery process and development of innovative strategies.
- **Kenan Fellowship Convening** – All eight of the Kenan Fellowship Programs will be represented at a convening at the Lincoln Center on October 8, 2015. Kenan Fund Directors, Kenan Institute Board of Advisors and Kenan Institute for the Arts staff will be present during the program. The Convening will focus on what's working and what's not working with the Fellowships, their value to students and UNCSA, and how the Kenan Institute for the Arts and UNCSA can help strengthen the Fellowship programs.

ADVANCEMENT INTERNAL REPORTING

FY15 Year-to-Date Revenue

University of North Carolina School of the Arts Foundation Unrestricted

	Y-T-D		Y-T-D Actual 6/30/2015	Variance from Prior Year	Variance From Projection	FY 2015 Budget
	Prior Year Actual 6/30/2014	Y-T-D Budget 6/30/2015				
	Revenues					
Gifts and Grants	\$483,248.86	\$500,000.00	\$543,253.47	\$60,004.61	\$43,253.47	\$500,000.00
Administrative Fee	\$8,947.00	\$9,126.00	\$9,126.00	\$179.00	\$0.00	\$9,126.00
Contributed Services from UNCSA	\$0.00	\$0.00	\$5,491.20	\$5,491.20	\$5,491.20	\$0.00
Miscellaneous income	\$60,158.56	\$57,200.00	\$16,140.37	(\$44,018.19)	(\$41,059.63)	\$57,200.00
Total Revenues	\$552,354.42	\$566,326.00	\$574,011.04	\$21,656.62	\$7,685.04	\$566,326.00

University of North Carolina School of the Arts Foundation Temporarily Restricted

	Y-T-D		Y-T-D Actual 6/30/2015	Variance from Prior Year Actual	Variance From Projection	FY 2015 Budget
	Prior Year Actual 6/30/2014	Y-T-D Budget 6/30/2015				
	Revenues					
Current Scholarship Gifts	\$425,989.34	\$492,350.00	\$724,811.00	\$298,821.66	\$232,461.00	\$492,350.00
Gifts and Grants	\$1,608,503.05	\$1,258,550.00	\$2,527,086.59	\$918,583.54	\$1,268,536.59	\$1,258,550.00
Miscellaneous income	\$201,611.38	\$49,400.00	\$239,459.45	\$37,848.07	\$190,059.45	\$49,400.00
Total Revenues	\$2,236,103.77	\$1,800,300.00	\$3,491,357.04	\$1,255,253.27	\$1,691,057.04	\$1,800,300.00

University of North Carolina School of the Arts Foundation Permanently Restricted

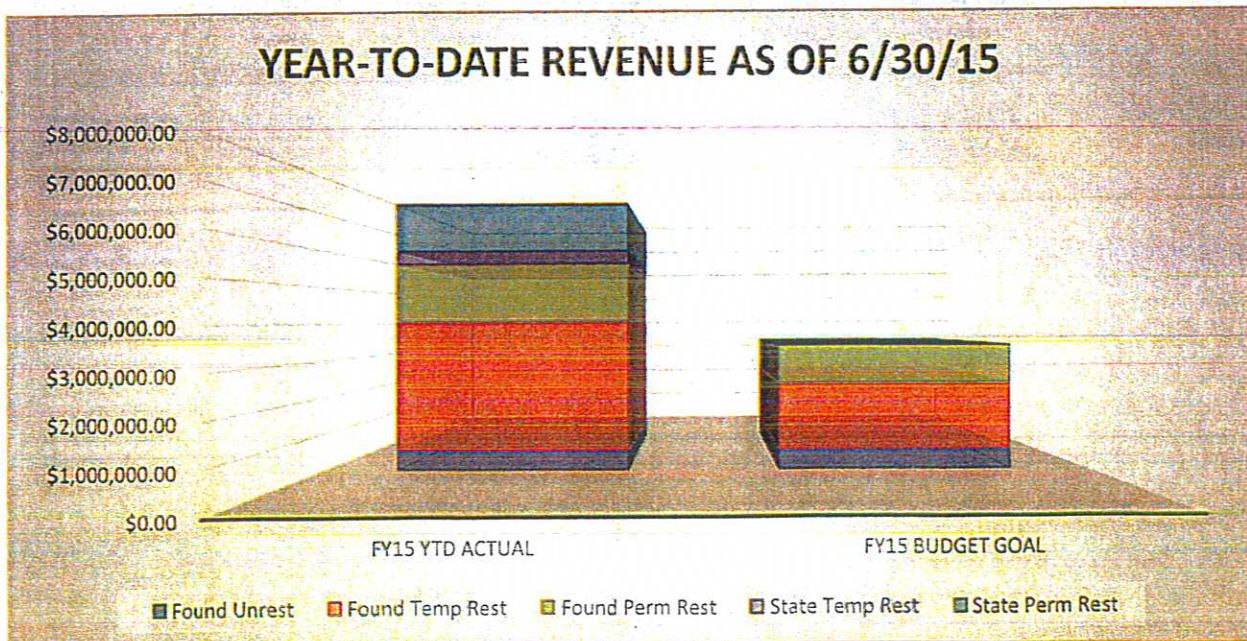
	Y-T-D		YTD Actual 6/30/2015	Variance from Actual	Variance from From Projection	FY 2015 Budget
	Prior Year Actual Actual	YTD Budget 6/30/2015				
	Revenues					
Current Endowment Gifts	\$1,542,986.49	\$1,000,000.00	\$1,542,986.49	\$0.00	\$542,986.49	\$1,000,000.00
Total Revenues	\$1,542,986.49	\$1,000,000.00	\$1,542,986.49	\$0.00	\$542,986.49	\$1,000,000.00

ADVANCEMENT INTERNAL REPORTING

FY15 Year-to-Date Revenue

University of North Carolina School of the Arts Temporarily Restricted						
	Y-T-D		Y-T-D Actual 6/30/2015	Variance from		FY 2015 Budget
	Prior Year Actual 6/30/2014	Y-T-D Budget 6/30/2015		Prior Year Actual	Variance From Projection	
	Revenues					
Current Scholarship Gifts	\$0.00	\$0.00	\$183,000.00	\$183,000.00	\$183,000.00	\$0.00
Gifts and Grants	\$0.00	\$0.00	\$100,580.50	\$100,580.50	\$100,580.50	\$0.00
Gifts and Grants - Gifts in Kind	\$0.00	\$0.00	\$48,121.96	\$48,121.96	\$48,121.96	\$0.00
Miscellaneous income	\$0.00	\$0.00	\$31,734.50	\$31,734.50	\$31,734.50	\$0.00
Total Revenues	\$0.00	\$0.00	\$363,436.96	\$363,436.96	\$363,436.96	\$0.00

University of North Carolina School of the Arts Permanently Restricted						
	Y-T-D		YTD Actual 6/30/2015	Variance from		FY 2015 Budget
	Prior Year Actual Actual	YTD Budget 6/30/2015		from Actual	from From Projection	
	Revenues					
Current Endowment Gifts	\$0.00	\$0.00	\$1,254,500.00	\$1,254,500.00	\$1,254,500.00	\$0.00
Total Revenues	\$0.00	\$0.00	\$1,254,500.00	\$1,254,500.00	\$1,254,500.00	\$0.00



ADVANCEMENT INTERNAL REPORTING

FY16 Year-to-Date Revenue

University of North Carolina School of the Arts Foundation						
Unrestricted						
	Y-T-D Prior Year Actual 8/31/2014	Y-T-D Budget 8/31/2015	Y-T-D Actual 8/31/2015	Variance from Prior Year	Variance From Projection	FY 2016 Budget
Revenues						
Gifts and Grants	\$22,949.48	\$52,000.00	\$36,733.06	\$13,783.58	(\$15,266.94)	\$540,000.00
Miscellaneous income	\$175.00	\$0.00	\$505.99	\$330.99	\$505.99	\$0.00
Total Revenues	\$23,124.48	\$52,000.00	\$37,239.05	\$14,114.57	(\$14,760.95)	\$540,000.00

University of North Carolina School of the Arts Foundation						
Temporarily Restricted						
	Y-T-D Prior Year Actual 8/31/2014	Y-T-D Budget 8/31/2015	Y-T-D Actual 8/31/2015	Variance from Prior Year Actual	Variance From Projection	FY 2016 Budget
Revenues						
Current Scholarship Gifts	\$47,200.00	\$73,333.34	\$44,670.00	(\$2,530.00)	(\$28,663.34)	\$440,000.00
Gifts and Grants	\$442,381.25	\$246,166.56	\$220,971.60	(\$221,409.65)	(\$25,194.96)	\$1,477,000.00
Miscellaneous income	\$3,975.00	\$27,833.34	\$48,983.00	\$45,008.00	\$21,149.66	\$167,000.00
Total Revenues	\$493,556.25	\$347,333.24	\$314,624.60	(\$178,931.65)	(\$32,708.64)	\$2,084,000.00

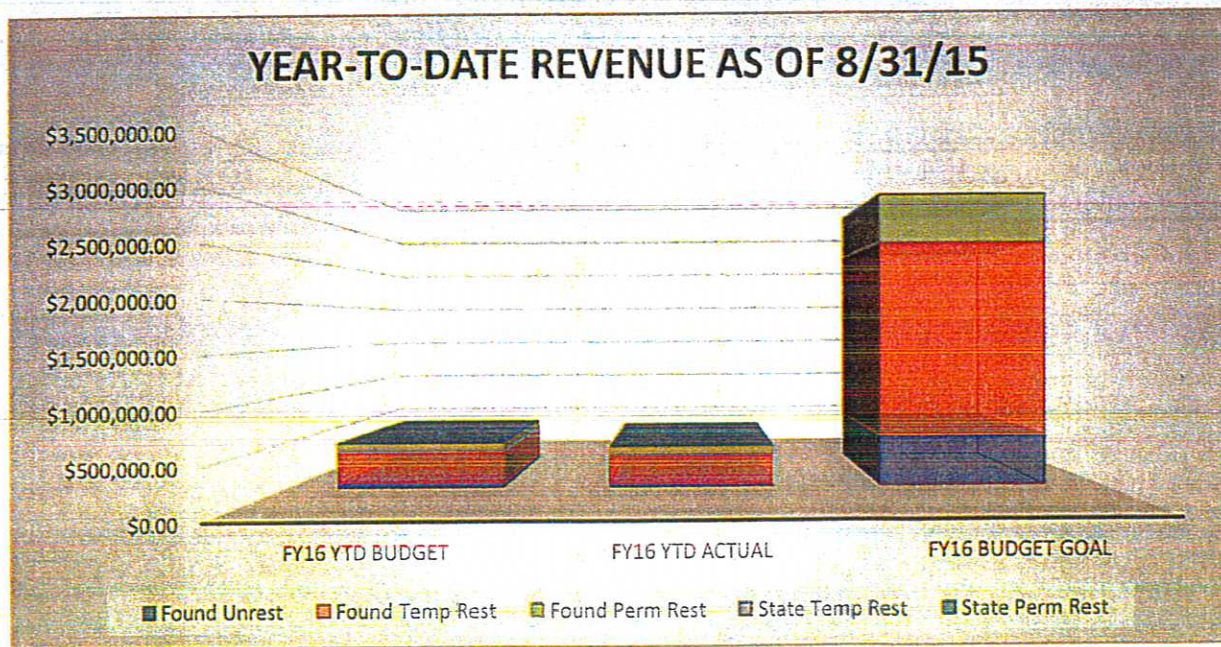
University of North Carolina School of the Arts Foundation						
Permanently Restricted						
	Y-T-D Prior Year Actual 8/31/2014	YTD Budget 8/31/2015	YTD Actual 8/31/2015	Variance from Actual	Variance from From Projection	FY 2016 Budget
Revenues						
Current Endowment Gifts	\$899,117.83	\$86,249.98	\$85,058.13	(\$814,059.70)	(\$1,191.85)	\$517,500.00
Total Revenues	\$899,117.83	\$86,249.98	\$85,058.13	(\$814,059.70)	(\$1,191.85)	\$517,500.00

ADVANCEMENT INTERNAL REPORTING

FY16 Year-to-Date Revenue

University of North Carolina School of the Arts Temporarily Restricted						
	Y-T-D		YTD Actual 8/31/2015	Variance from Actual	Variance from From Projection	FY 2016 Budget
	Prior Year Actual 8/31/2014	YTD Budget 8/31/2015				
Revenues						
Current Scholarship Gifts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gifts and Grants	\$0.00	\$0.00	\$21.00	\$21.00	\$21.00	\$0.00
Gifts and Grants - Gifts in Kir	\$0.00	\$0.00	\$2,824.05	\$2,824.05	\$2,824.05	\$0.00
Miscellaneous income	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Revenues	\$0.00	\$0.00	\$2,845.05	\$2,845.05	\$2,845.05	\$0.00

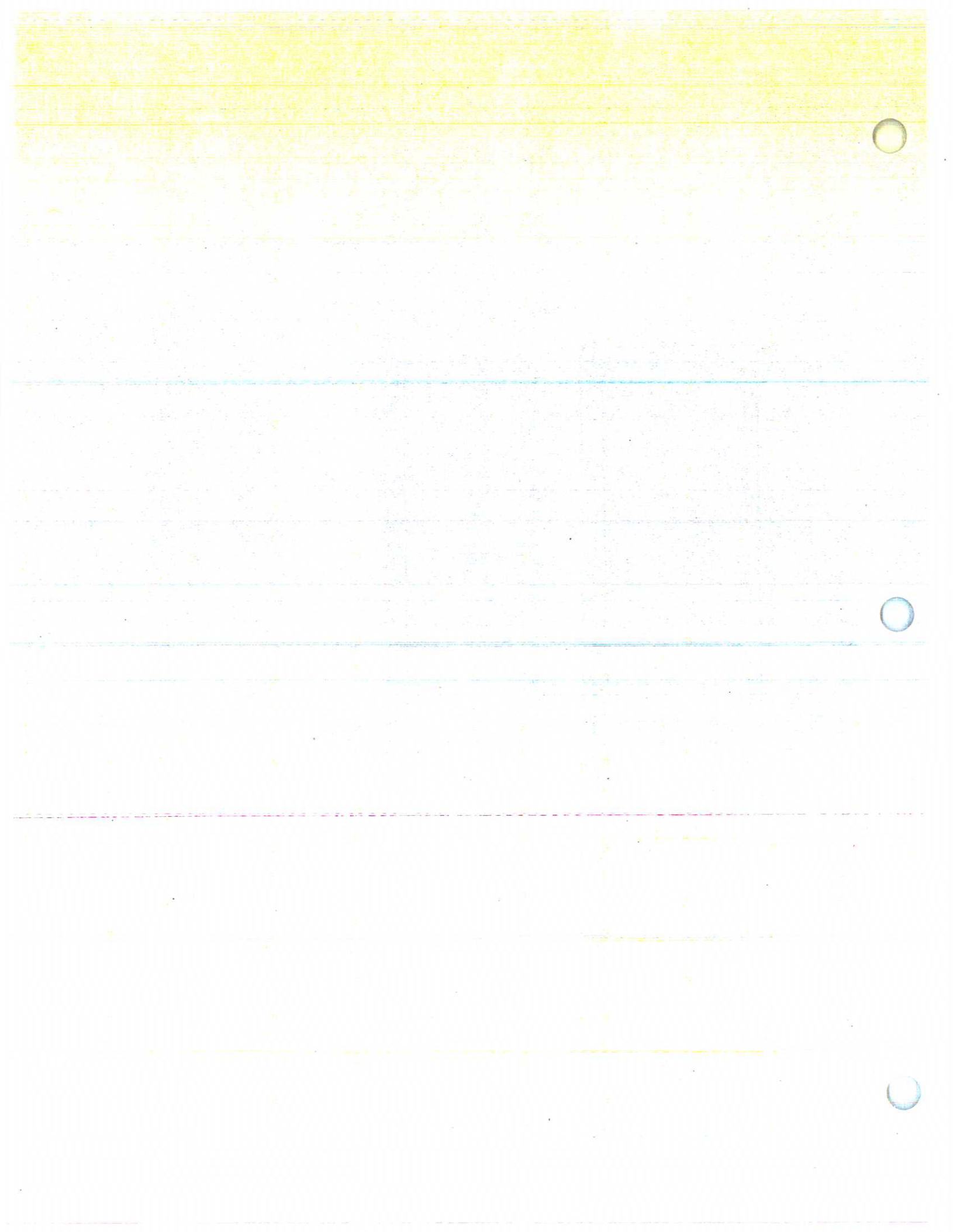
University of North Carolina School of the Arts Permanently Restricted						
	Y-T-D		YTD Actual 8/31/2015	Variance from Actual	Variance from From Projection	FY 2016 Budget
	Prior Year Actual 8/31/2014	YTD Budget 8/31/2015				
Revenues						
Current Endowment Gifts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00



THOMAS S. KENAN INSTITUTE FOR THE ARTS
 FISCAL YEAR 2016-2017
 SUMMARY AS OF 08/31/2015

	<u>Budget</u>	<u>Begin Bal</u>	<u>Revenue</u>	<u>Expense</u>	<u>Funds on Hand</u>
Beginning Balance 07/01/2015	577,420	688,878		123,457	565,421
Kenan Fund for the Arts grant quarterly payments	1,207,500		301,875	36,901	264,974
Kenan Awards	45,000				-00
Kenan Collaboratory	53,800	53,800			53,800
State side reserve for cash flow	70,855				-00
Other Revenue			31,747		31,747
	<u>1,954,575</u>	<u>742,678</u>	<u>333,622</u>	<u>160,358</u>	<u>915,942</u>

	<u>Budget</u>	<u>Begin Bal</u>	<u>Revenue</u>	<u>Expense</u>	<u>Actual</u>
ARTIST LEADERSHIP	336,300	84,284	44,016	6,234	122,066
CAREER PATHWAYS	335,000	43,472	62,500	7,699	98,273
ARTS AND SOCIETY	140,500	9,670	69,205	23,787	55,088
STRATEGIC CAPACITY GRANT TO UNCSCA	150,000	-00	50,000	50,000	-00
INSTITUTIONAL DEVELOPMENT	308,000	21,494	88,000	25,813	83,681
OPERATIONS	684,775	583,758	19,901	46,824	556,835
GRAND TOTALS	<u>1,954,575</u>	<u>742,678</u>	<u>333,622</u>	<u>160,358</u>	<u>915,942</u>



Fall 2015 Key Events

September 2015

Th	24	Ben Ward Music Library/Nick Bragg Mural unveiling in new library- Joint Reception for BOT, BOV, all boards, 5-7pm
Th-Fri	24-25	BOV and BOT Meeting
Fri	25	Chancellor's installation, Freedman Theatre, 10:30am-12:00pm with open lunch
Sat	26	Alumni Breakfast with the Chancellor, 9:00-10:30am (part of Community Day)
Sat	26	Community Day, 11:00am-3:00pm (including new library opening event)

October 2015

F	2	College Open House, 9:00am-5:00pm
Sat	3	<i>Nutcracker</i> Box Office Kick-Off, Stevens Center, 10:00am-12:00pm
Th-Sun	8-11	Giannini Trip to NYC
Th-Sun	8-10	TSKIA Board of Advisors Meeting
F-Sun	23-25	Parent and Family Weekend
W	28	Foundation Board Guest Artist Luncheon, 12-1:30pm, Old Town Club
Th-F	29-30	BOG Meeting

November 2015

Sun	1	UNCSA Symphony Orchestra Concert Subscriber pre-show reception, 3:00pm
Th	5	Foundation Board Meeting, 12:00-3:00pm, Eisenberg
Th	19	<i>The Drowsy Chaperone</i> Subscriber pre-show reception, 7:30pm
Th-F	26-27	Thanksgiving Holiday

December 2015

Th-F	3-4	BOT Meeting
Th-F	10-11	BOG Meeting
Sat	12	<i>Nutcracker</i> Opening Night
M-Sat	7-19	Intensive Arts
W-F	21-25	Winter Holiday

