Recent History for Revenue Sources

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition &amp; Fees</td>
<td>$217,985,451</td>
<td>$242,771,900</td>
<td>$254,088,086</td>
<td>$270,139,559</td>
<td>$291,175,319</td>
<td>$34%</td>
</tr>
<tr>
<td>Federal Appropriations</td>
<td>$19,356,553</td>
<td>$18,723,388</td>
<td>$19,849,729</td>
<td>$16,930,633</td>
<td>$13,847,694</td>
<td>$-28%</td>
</tr>
<tr>
<td>State Appropriations</td>
<td>$466,082,225</td>
<td>$484,021,602</td>
<td>$473,005,231</td>
<td>$481,548,424</td>
<td>$502,533,983</td>
<td>$8%</td>
</tr>
<tr>
<td>Government Contracts &amp; Grants</td>
<td>$216,416,958</td>
<td>$219,371,076</td>
<td>$224,103,247</td>
<td>$234,157,145</td>
<td>$239,087,700</td>
<td>$10%</td>
</tr>
<tr>
<td>Private Contracts, Grants, &amp; Gift</td>
<td>$132,779,294</td>
<td>$131,877,347</td>
<td>$138,173,888</td>
<td>$151,196,685</td>
<td>$155,178,711</td>
<td>$17%</td>
</tr>
<tr>
<td>Other Noncapital Grants</td>
<td>$391,238</td>
<td>$1,313,705</td>
<td>$1,050,069</td>
<td>$279,362</td>
<td>$793,723</td>
<td>$103%</td>
</tr>
<tr>
<td>Sales &amp; Services</td>
<td>$189,992,892</td>
<td>$201,346,621</td>
<td>$212,574,989</td>
<td>$224,840,804</td>
<td>$234,847,749</td>
<td>$26%</td>
</tr>
<tr>
<td>Other Sources</td>
<td>$23,929,941</td>
<td>$36,854,397</td>
<td>$45,740,357</td>
<td>$39,305,042</td>
<td>$18,007,611</td>
<td>$-25%</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>$1,266,934,552</td>
<td>$1,336,280,036</td>
<td>$1,368,585,596</td>
<td>$1,418,497,654</td>
<td>$1,459,072,490</td>
<td>$15%</td>
</tr>
</tbody>
</table>

Source: Finance & Administration

Development and Gift Activity

As of August 31, 2016

<table>
<thead>
<tr>
<th>Revenues</th>
<th>FYTD 2017</th>
<th>FYTD 2016</th>
<th>FYTD Period % Change FY16/17</th>
<th>3-year Average FY14-FY16</th>
<th>FYTD Period % Change 3-yr avg FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture and Life Sciences</td>
<td>48,284,223</td>
<td>48,341,283++</td>
<td>101%</td>
<td>3,888,328</td>
<td>114%</td>
</tr>
<tr>
<td>Design</td>
<td>19,150</td>
<td>19,300</td>
<td>-5%</td>
<td>236,412</td>
<td>-92%</td>
</tr>
<tr>
<td>Education</td>
<td>12,358</td>
<td>12,448</td>
<td>-96%</td>
<td>135,700</td>
<td>-91%</td>
</tr>
<tr>
<td>Engineering</td>
<td>1,247,618</td>
<td>1,326,146</td>
<td>52%</td>
<td>1,090,118</td>
<td>22%</td>
</tr>
<tr>
<td>Humanities &amp; Social Sciences</td>
<td>10,229</td>
<td>60,934</td>
<td>-5%</td>
<td>2,870,606</td>
<td>-98%</td>
</tr>
<tr>
<td>Management</td>
<td>124,974</td>
<td>176,182</td>
<td>74%</td>
<td>462,634</td>
<td>-62%</td>
</tr>
<tr>
<td>Natural Resources</td>
<td>174,389</td>
<td>199,808</td>
<td>15%</td>
<td>118,966</td>
<td>68%</td>
</tr>
<tr>
<td>Sciences</td>
<td>58,598</td>
<td>66,888</td>
<td>-94%</td>
<td>798,329</td>
<td>-92%</td>
</tr>
<tr>
<td>Textiles*</td>
<td>151,194</td>
<td>191,194</td>
<td>569%</td>
<td>38,190</td>
<td>401%</td>
</tr>
<tr>
<td>Veterinary Medicine</td>
<td>535,027</td>
<td>550,082</td>
<td>-42%</td>
<td>2,701,369</td>
<td>-80%</td>
</tr>
<tr>
<td>Alumni Association</td>
<td>6,461</td>
<td>16,027</td>
<td>-77%</td>
<td>65,701</td>
<td>-76%</td>
</tr>
<tr>
<td>DASA</td>
<td>57,465</td>
<td>109,090</td>
<td>-5%</td>
<td>123,692</td>
<td>-12%</td>
</tr>
<tr>
<td>Libraries</td>
<td>11,465</td>
<td>1,116,389</td>
<td>-56%</td>
<td>1,116,425</td>
<td>-46%</td>
</tr>
<tr>
<td>University-wide</td>
<td>1,930,248</td>
<td>2,839,536</td>
<td>-42%</td>
<td>9,956,201</td>
<td>-43%</td>
</tr>
<tr>
<td>Wolfpack Club/Athletics**</td>
<td>895,890</td>
<td>2,412,388</td>
<td>-77%</td>
<td>2,301,028</td>
<td>45%</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>53,519,291</td>
<td>75,956,973</td>
<td>32%</td>
<td>20,999,730</td>
<td>176%</td>
</tr>
</tbody>
</table>

Source: Advancement Services. New activity is broken out by use of gift funds, i.e., Current Operations, Endowment and Facilities.

Sponsored Program Activity, Awards and Proposals

<table>
<thead>
<tr>
<th>Awardsed Projects through August 31, 2016</th>
<th>Proposed Projects through August 31, 2016</th>
<th>Contracts &amp; Grants Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016 FYTD 5 YEAR AVERAGE</td>
<td>2016 FYTD 5 YEAR AVERAGE</td>
<td>8/31/14 8/31/15 8/31/16</td>
</tr>
<tr>
<td>Chancellor</td>
<td>2,700 48,226 10,185</td>
<td>63,498 93,640 25,223</td>
</tr>
<tr>
<td>Agriculture &amp; Life Sciences</td>
<td>42,028,797 46,374,141 38,788,715</td>
<td>9,950,266 10,020,370 12,089,402</td>
</tr>
<tr>
<td>Design</td>
<td>654,830 1,210,227 471,308</td>
<td>240,791 173,732 153,477</td>
</tr>
<tr>
<td>Education</td>
<td>2,315,286 10,068,734 5,649,935</td>
<td>1,758,737 1,951,251 1,448,582</td>
</tr>
<tr>
<td>Engineering</td>
<td>42,116,295 46,262,889 47,422,524</td>
<td>14,828,983 15,086,729 14,748,901</td>
</tr>
<tr>
<td>Humanities &amp; Social Sciences</td>
<td>5,621,700 4,102,488 3,324,817</td>
<td>1,424,007 1,340,128 1,172,307</td>
</tr>
<tr>
<td>Poole College of Management</td>
<td>420,649 1,526,249 677,749</td>
<td>303,481 304,590 169,529</td>
</tr>
<tr>
<td>Natural Sciences</td>
<td>4,930,379 13,254,663 7,588,213</td>
<td>1,872,616 1,848,805 1,721,248</td>
</tr>
<tr>
<td>College of Veterinary Medicine</td>
<td>28,437,776 36,628,206 28,833,640</td>
<td>8,763,079 9,265,898 8,891,552</td>
</tr>
<tr>
<td>Textiles</td>
<td>1,116,399 3,779,738 2,862,073</td>
<td>1,040,480 1,136,754 889,688</td>
</tr>
<tr>
<td>Veterinary Medicine</td>
<td>7,079,985 6,037,704 6,158,454</td>
<td>1,001,330 1,300,096 1,327,007</td>
</tr>
<tr>
<td>Finance &amp; Administration</td>
<td>54,509 0 1,268</td>
<td>2,449 1,669 5,283</td>
</tr>
<tr>
<td>Information Technology</td>
<td>0 0 32,881</td>
<td>614 0 0</td>
</tr>
<tr>
<td>Provost</td>
<td>2,767,391 5,905,039 3,354,414</td>
<td>2,848,903 2,894,588 2,916,446</td>
</tr>
<tr>
<td>Research, Innov &amp; Econ Dev</td>
<td>3,390,886 2,459,651 3,229,343</td>
<td>3,231,332 7,173,701 7,806,412</td>
</tr>
<tr>
<td>Total</td>
<td>414,224,699 178,427,647 152,144,617</td>
<td>46,986,506 52,591,951 53,165,056</td>
</tr>
</tbody>
</table>

Source: Awards and proposals from Office of Research, Innovation, and Economic Development (ORIED), and year-to-date C&G expenditures from Office of Contracts and Grants
FY16: RESEARCH ACTIVITY IN REVIEW

$349M in new research awards
34% proposal success rate in dollars
$1.03B in research proposals submitted
32 large-scale proposal submissions

FY16: PARTNERSHIPS & ECONOMIC DEVELOPMENT

17 Total new partners on and off Centennial Campus
87 Current partners (73 partners on Centennial Campus)
2300+ partner employees are on Centennial Campus
6 New Master Research Agreements (MRAs) signed
50 Economic development projects

Centennial Campus Corporate Innovation Hubs
- ABB
- Mann+Hummel
- HanesBrands
- Eastman Chemical
- Merck - new FY16
- IBM - new FY16

Eastman Partnership FY13-FY16
Since the signing of the MRA in fall 2012, Eastman Chemical has invested $8.5M in research projects at NC State with a return value to Eastman of $134M. In the intervening four years, 68 projects have been funded; 26 were active as of June 30, 2016. A proactive industry partner, Eastman has funded 33 co-op students at Eastman and hired 10 NC State graduates. Faculty and students have made 23 presentations, published 19 manuscripts, and made 32 invention disclosures. Of 12 patents filed, one has been issued.

R&D EXPENDITURES BY SPONSOR

FY16: NC STATE STARTUPS LAUNCHED

- BenD, LLC
- Custom Nano, Inc.
- Eagle Power Technologies, Inc.
- InsightFinder, Inc.
- Learning Sciences Group, Inc.
- Locus Biosciences, Inc.
- Q-Carbon LLC
- Lupine Materials & Technology, Inc.
- RiboWiz, Inc.
- Smart Material Solutions, Inc.
- STEM Teacher Learning
- Third Floor Materials, Inc.

FY16: IP & INNOVATION IMPACTS

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY12-FY16 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invention Disclosures</td>
<td>291</td>
<td>1,352</td>
</tr>
<tr>
<td>Patents Issued</td>
<td>65</td>
<td>371</td>
</tr>
<tr>
<td>New Patents Filed</td>
<td>229</td>
<td>882</td>
</tr>
<tr>
<td>Commercialization Agreements</td>
<td>164</td>
<td>618</td>
</tr>
<tr>
<td>Startups</td>
<td>12</td>
<td>46</td>
</tr>
<tr>
<td>Licensing Revenue</td>
<td>$3.8M</td>
<td>$32.1M</td>
</tr>
</tbody>
</table>

FY14: NSF RANKING IN R&D EXPENDITURES*

among all public universities without a medical school

<table>
<thead>
<tr>
<th>Rank</th>
<th>Institution</th>
<th>$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>U. California, Berkeley</td>
<td>$744.3M</td>
</tr>
<tr>
<td>2</td>
<td>Georgia Institute of Technology</td>
<td>$725.6M</td>
</tr>
<tr>
<td>3</td>
<td>U. Illinois, Urbana-Champaign</td>
<td>$621.7M</td>
</tr>
<tr>
<td>4</td>
<td>Purdue U., West Lafayette</td>
<td>$564.9M</td>
</tr>
<tr>
<td>5</td>
<td>Virginia Polytechnic Institute and State U.</td>
<td>$513.1M</td>
</tr>
<tr>
<td>6</td>
<td>U. Maryland, College Park</td>
<td>$485.0M</td>
</tr>
<tr>
<td>7</td>
<td>North Carolina State U.</td>
<td>$446.1M</td>
</tr>
</tbody>
</table>

FY14: FEDERAL R&D EXPENDITURES BY AGENCY*

$181.4M

- NSF 26%
- NASA 1%
- HHS 10%
- USDA 11%
- DOE 8%
- DOD 10%
- Others 34%

R&D Expenditures reported to NSF

*NSF HERD Survey, FY2014 (most recent data reported)