

January 20, 2001

MEMORANDUM

TO: The External Affairs Committee:

Timothy B. Robertson, Chair
Thomas J. Bliley, Jr.
Charles M. Caravati, Jr., M.D.
Elsie Goodwyn Holland
Gordon F. Rainey, Jr.
Terence P. Ross
John P. Ackerly, III, Ex Officio

and

The Remaining Members of the Board:

William G. Crutchfield, Jr.	Walter F. Walker
Charles L. Glazer	Benjamin P.A. Warthen
William H. Goodwin, Jr.	James C. Wheat, III
T. Keister Greer	Joseph E. Wolfe
Elizabeth A. Twohy	Stephen S. Phelan, Jr.

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs
Committee on January 20, 2001

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 9:05 a.m., Saturday, January 20, 2001, in the Board Room of the Rotunda; Timothy B. Robertson, Chair, presided. Thomas J. Bliley, Jr., Charles M. Caravati, Jr., M.D., Mrs. Elsie Goodwyn Holland, Gordon F. Rainey, Jr., and John P. Ackerly, III, Rector, were present.

Also present were William G. Crutchfield, Jr., T. Keister Greer, Walter F. Walker, Benjamin P.A. Warthen, Joseph E. Wolfe, and Stephen S. Phelan, Jr.

Present as well were John T. Casteen, III, Leonard W. Sandridge, Jr., Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Peter W. Low, Robert E. Reynolds, M.D., Ms. Laura F. Hawthorne, and Ms. Jeanne Flipppo Bailes.

The Chair asked Mr. Sweeney, Vice President for Development, to present the Agenda.

Mr. Sweeney asked Mr. Sandridge, Executive Vice President and Chief Operating Officer, to give his annual report on University foundations. The report concerns the compliance of University-related foundations with the Policy on University-Related Foundations which was adopted by the Board of Visitors on October 9, 1992. Referring Members to a chart previously distributed to them, Mr. Sandridge said all foundations were in compliance with the Policy.

Mr. Sweeney commented that for the first time in nearly ten years, he had nothing to report on Campaign strategies and plans. Although the Campaign ended on December 31st, the final audited Campaign figures are not yet ready - Mr. Sweeney said he would present these to the Board at the April meeting.

He said that when the Campaign reached its final goal of \$1billion, he and others worried that fundraising efforts would slacken. This did not prove to be the case, and in fact the calendar year 2000 was the best in the University's fundraising history - \$300million was raised. The month of January, 2000, moreover, was the best fundraising month the University has ever had.

Mr. Sweeney said he and the President had concentrated on a list of possible donors who might make gifts of \$5million or more. He then listed some recent gifts in this category, gifts out of the ordinary which have been made, as he said, "to transform institutions."

He went on to say that he envisions a Development effort that will give the University a \$300million per annum fundraising program. Two goals that will be part of this are money for the arts - and an Arts Team is being put together by the Development Office - and money for a replacement for University Hall.

Mr. Sweeney then introduced Ms. Laura Hawthorne, Coordinator of Public Service in the Office of the Vice President for Research and Public Service.

Ms. Hawthorne reported on what she called "Outreach Virginia," by which she meant the ways in which the University

serves the people of the Commonwealth. She cited some statistics: the University serves more than one million people per year throughout the state through more than 400 outreach and public service programs.

She then demonstrated a computer program by which citizens can access information from the University.

On motion, the meeting was adjourned at 9:50 a.m.

AGG:jb

Copies to: Mr. John T. Casteen, III
Mr. Gene D. Block
Dr. Robert W. Cantrell
Mr. Paul J. Forch
Mr. William W. Harmon
Mr. Terry Holland
Mr. George Culbertson
Mr. Peter W. Low
Dr. Robert E. Reynolds
Mr. Leonard W. Sandridge
Ms. Colette Sheehy
Mr. Robert D. Sweeney
Ms. Louise Dudley