

October 6, 2000

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

FROM: Alexander G. Gilliam, Jr.

SUBJECT: Minutes of the Meeting of the External Affairs Committee
on October 6, 2000

The External Affairs Committee of the Board of Visitors met, in Open Session, at 1:40 p.m., Friday, October 6, 2000, in the East Oval Room of the Rotunda; Timothy B. Robertson, Chair, presided. Charles M. Caravati, Jr., M.D., Mrs. Elsie Goodwyn Holland, Gordon F. Rainey, Jr., Terence P. Ross, and John P. Ackerly, III, Rector, were present.

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

Present as well were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Ms. Colette Sheehy, Ernest H. Ern, William W. Harmon, Terry Holland, Ms. Mary Ann Dolbeare, Clifford Yonce, Brian Stengel, Chip Roy, Scott Jones, and Ms. Jeanne Flippo 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 present the first item, the annual appointment of the Board's representatives to the University-related foundations.

On motion, the Committee approved the resolution appointing representatives to the boards of the University-related foundations, and recommended it to the full Board for its approval at the Board meeting on October 7, 2000 (see Minutes of the Board meeting of that date; these Minutes contain the complete list Board representatives).

Mr. Sweeney then gave his customary report, noting that it was the last such report he would give before the end of the Capital Campaign. Fiscal Year 2000, he noted, is the best year for fundraising in the history of the University.

He went on to talk of post-Campaign strategies. The main concern, he said, is the transition from the Capital Campaign to a different kind of fundraising effort, and the biggest question, of course, is how well fundraising will go without the hype of the Campaign. There will be a commitment to need-based fundraising, he said, and development efforts will be keyed to the recommendations of the 2020 commissions. One approach he envisions is an integration of fundraising efforts: for example, to meet the needs of the University outlined by the Science and Technology 2020 Commission will require joint work by development officers from the Schools of Medicine and Engineering and from the College.

Mr. Sweeney also outlined public strategies which he is undertaking at the request of the President - how to publicize what the University is doing and the contributions outside the classroom it makes to the Commonwealth.

He then introduced Ms. Mary Ann Dolbeare, President of the Young Alumni Council and member of the Alumni Board of Managers. Ms. Dolbeare introduced several members of the Council present in the room: Mr. Scott Jones, Mr. Brian Stengel, Mr. Chip Roy and Mr. Clifford Yonce.

Ms. Dolbeare told the Committee that the Young Alumni Council represents alumni from the twelve most recent graduating classes, which in turn represent 50% of the University's alumni base. She then described something of the Council's activities and suggested effective ways in which young alumni might be solicited to support the University.

Mr. Rainey, speaking from the point of view of his recent service as President of the Alumni Association, complimented Ms. Dolbeare and her colleagues on what they have done.

Mr. Warthen asked Mr. Sweeney if the Development Office were helping The University of Virginia's College at Wise in its fundraising efforts; Mr. Sweeney assured him that his staff is providing this kind of assistance.

On motion, the meeting was adjourned at 2:25 p.m.

AGG:lh

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