

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS
MEETING OF THE
EXTERNAL AFFAIRS COMMITTEE
April 4, 2003**

EXTERNAL AFFAIRS COMMITTEE

Friday, April 4, 2003
11:30 a.m. - 12:15 p.m.
Board Room, The Rotunda

AGENDA

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- REPORTS BY THE SENIOR VICE PRESIDENT FOR DEVELOPMENT
AND PUBLIC AFFAIRS (Mr. Sweeney)
 - A. Vice President's Remarks 1
 - Philanthropic Cash Flow 2
 - B. Core Group Benchmarking Analysis 3
(Mr. Sweeney to introduce Ms. Constance
Cervilla; Ms. Cervilla to report)

UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: April 4, 2003

COMMITTEE: External Affairs

AGENDA ITEM: A. Vice President's Remarks

ACTION REQUIRED: None

DISCUSSION: The Senior Vice President for Development and Public Affairs will report on items of interest to the Committee.

UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: April 4, 2003

COMMITTEE: External Affairs

AGENDA ITEM: Philanthropic Cash Flow FY-03

ACTION REQUIRED: None

BACKGROUND: Discussion will focus on cash gifts received to date for Fiscal Year 2003, with emphasis on measuring performance against receipts for the same year-to-date period during the previous three fiscal years.

DISCUSSION: The University continues to experience strong cash flow receipts for Fiscal Year 2003, despite a weakened overall U.S. economy. Cash flow data and philanthropic trends for the remainder of the fiscal year will be addressed. The Senior Vice President will present the most recent audited figures available and compare progress against the cash flow goal for FY-03 of \$229 million.

UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: April 4, 2003

COMMITTEE: External Affairs

AGENDA ITEM: B. Core Group Benchmarking Analysis

ACTION REQUIRED: None

BACKGROUND: In 2002, the University of Virginia participated in a study to analyze fundraising operations over a period of 20 years, as part of a consortium of the very best institutions in the country. Data collected included information on gift support trends, donor relationships, and the correlation between budgetary expenditures and consequent gift support. This information establishes a baseline for the University's development operations between campaigns and offers implications for strategic and tactical planning prior to a next campaign.

DISCUSSION: Ms. Constance Cervilla, President of the Core Group, will present findings based on the group's benchmarking analysis. Information collected in this report included data on the sources, and uses of gift support; overall fundraising performance, and performance by individual schools, measured over time; and some key elements of donor relationships, including attributes of those donors making million dollar gifts.