

April 4, 2003

MEMORANDUM

TO: The External Affairs Committee:

Thomas A. Saunders, III, Chair
The Hon. Thomas J. Bliley, Jr.
Thomas F. Farrell, II
Mark J. Kington
Gordon F. Rainey, Jr., Ex Officio

and

The Remaining Members of the Board:

William G. Crutchfield, Jr.	Terence P. Ross
Susan Y. Dorsey	Warren M. Thompson
Charles L. Glazer	E. Darracott Vaughan, Jr., M.D.
William H. Goodwin, Jr.	Georgia M. Willis
The Hon. Lewis F. Payne, Jr.	John O. Wynne
Don R. Pippin	H. Timothy Lovelace, Jr.

FROM: Alexander G. Gilliam, Jr.

SUBJECT: Minutes of the Meeting of the External Affairs
Committee on April 4, 2003

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 11:25 a.m., on Friday, April 4, 2003, in the Dome Room of the Rotunda; Thomas A. Saunders, III, Chair, presided.

The Hon. Thomas J. Bliley, Jr., Thomas F. Farrell, II, Mark J. Kington, and Gordon F. Rainey, Jr., Rector, were present.

Also present were William G. Crutchfield, Jr., Ms. Susan Y. Dorsey, Charles L. Glazer, William H. Goodwin, Jr., The Hon. Lewis F. Payne, Jr., Don R. Pippin, Warren M. Thompson, Ms. Georgia M. Willis, John O. Wynne, and H. Timothy Lovelace, Jr.

Present as well were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Gene D. Block, Ms. Patricia M. Lampkin, Robert E. Reynolds, M.D., Ms. Yoke San L. Reynolds, Ms. Constance M. Cervilla, and Ms. Jeanne Flippo Bailes.

BECAUSE OF A MALFUNCTION IN THE RECORDING EQUIPMENT, THESE MINUTES ARE A RECONSTRUCTION

At the Chair's request, Mr. Sweeney, the Senior Vice President for Development and Public Affairs, presented the Agenda. He opened the meeting with a variety of reports on miscellaneous matters. He then reported on cash gifts received to date for the current Fiscal Year, noting that the flow of cash gifts has been strong, despite a weak national economy.

Mr. Sweeney introduced Ms. Constance Cervilla, President of the Core Group, which conducted a study last year - a study in which the University was a participant - which analyzed fundraising operations on the part of a number of institutions over a period of twenty years. The importance of the study for the University is that it establishes a "baseline" for development operations between campaigns and offers implications for strategic and tactical planning before the next Campaign.

Ms. Cervilla told the Committee that the study includes data on the sources and uses of gift support, overall fundraising performance, and performance by individual schools. Her report included elements of donor relationships.

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On motion, the meeting was adjourned at 12:15 p.m.

AGG:lah

These minutes have been posted to the University of Virginia Board of Visitors website.

<http://www.virginia.edu/bov/externalminutes.html>