MEMORANDUM

TO:    The External Affairs Committee:

W. Heywood Fralin, Chair
G. Slaughter Fitz-Hugh, Jr.
Glynn D. Key
Lewis F. Payne
Thomas A. Saunders, III
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
Thomas F. Farrell, II             E. Darracott Vaughan, Jr., M.D.
Mark J. Kington                   Georgia M. Willis
Don R. Pippin                     John O. Wynne

James W. Head

FROM:   Alexander G. Gilliam, Jr.

RE:    Minutes of the Meeting of the External Affairs Committee on Friday, October 1, 2004

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 10:50 a.m., Friday, October 1, 2004, in the East Oval Room of the Rotunda; W. Heywood Fralin, Chair, presided. G. Slaughter Fitz-Hugh, Jr., Ms. Glynn D. Key, Lewis F. Payne, and Gordon F. Rainey, Jr., Rector, were present.

Also present were Thomas F. Farrell, II, William G. Crutchfield, Jr., Ms. Susan Y. Dorsey, Mark J. Kington, Don R. Pippin, Terence P. Ross, E. Darracott Vaughan, Jr., M.D., Ms. Georgia M. Willis, John O. Wynne, and James W. Head.

The Chair asked Mr. Sweeney, Senior Vice President for Development and Public Affairs, to present the Agenda. Mr. Sweeney in turn asked Ms. Reynolds, Vice President for Finance, to present the first item, a Consent Agenda item.

CONSENT AGENDA – BOARD OF VISITORS REPRESENTATIVES TO THE UNIVERSITY-RELATED FOUNDATIONS

Ms. Reynolds reminded the Committee that the Board of Visitors at its fall meeting customarily appoints its representatives to the governing boards of the University-Related Foundations. She presented the list of representatives, together with a proposed resolution approving their appointments.

The Committee, on motion, adopted the following resolution and recommended it to the full Board for approval:

APPROVAL OF THE BOARD OF VISITORS REPRESENTATIVES TO THE GOVERNING BOARDS OF UNIVERSITY-RELATED FOUNDATIONS

RESOLVED that the following persons are ratified or confirmed as representatives of the Board of Visitors to the governing boards of the following University-Related Foundations:

<table>
<thead>
<tr>
<th>Foundation</th>
<th>Board of Visitors Representative</th>
<th>Term Ending</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni Association of the University of Virginia</td>
<td>Glynn D. Key</td>
<td>05/30/08*</td>
</tr>
<tr>
<td>Alumni Board of Trustees of the University of Virginia Endowment Fund</td>
<td>Robert V. Hatcher, Jr.</td>
<td>12/31/04</td>
</tr>
<tr>
<td>The College Foundation of the University of Virginia</td>
<td>Timothy B. Robertson</td>
<td>12/31/04</td>
</tr>
<tr>
<td>The University of Virginia’s College at Wise Alumni Association and Wise Foundation</td>
<td>Don R. Pippin</td>
<td>06/30/07</td>
</tr>
<tr>
<td>Curry School of Education</td>
<td>Thomas A. Saunders, III</td>
<td>06/30/06</td>
</tr>
<tr>
<td>Darden School Foundation</td>
<td>Lemuel E. Lewis</td>
<td>12/31/04</td>
</tr>
<tr>
<td>Foundation of the State Arboretum at Blandy Experimental Farm</td>
<td>Rebecca D. Kneedler</td>
<td>12/31/04</td>
</tr>
<tr>
<td>Healthcare Partners, Inc.</td>
<td>E. Darracott Vaughan, Jr., M.D.</td>
<td>06/30/06</td>
</tr>
<tr>
<td>University of Virginia Health Services Foundation</td>
<td>Vacant</td>
<td>Vacant</td>
</tr>
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Mr. Sweeney gave his customary report on philanthropic cash flow, both during the fiscal year that ended June 30th and for the first two months of the current fiscal year - July and August.

For the year which ended June 30th, the University received $174,948,470, as compared to $261,921,891 in the previous year - the previous year's figures, Mr. Sweeney reminded the Committee, included money from the Harrison bequest. Nonetheless, the fiscal year just ended
saw significant increases in a variety of individual categories: e.g., Architecture, Historic Preservation, Jefferson Scholars, the Children's Medical Center, the Medical Center, and the Miller Center.

For the first two months of the current fiscal year, some $18,492,134 was received, slightly less than the amount received in the same period last year.

BENCHMARKING WITH PEER UNIVERSITIES

Mr. Sweeney reminded the Committee that every year, his office conducts a benchmarking study to compare the University with its peer institutions on key fundraising measures. In addition to the usual comparison with other public university, the current study also compared the University to ten private institutions: the University of Chicago, Columbia University, Cornell University, Duke University, Johns Hopkins University, Northwestern University, University of Notre Dame, the University of Pennsylvania, Stanford University, and Vanderbilt University.

He remarked that Cornell University, among the private institutions, is in many ways a mirror image of the University. Among the public universities, the University is ranked in a grouping of the 65 "Public Research I Universities."

Among the private institutions, the University ranks at about the middle in gifts received during Fiscal Year 03 (but fifth among the top 20 public research I universities). In the ranking of gift income per alumnus, on the other hand, the University ranked fifth; Mr. Sweeney said that realistically, the University could rank toward the top of this group- it ranked third in total alumni giving among this group in 03 (and second among the top 20 public research universities).

CAMPAIGN PROGRESS OVERVIEW

As of the end of August, $481,621,895 has been raised toward the Campaign (this means since January 1st). With some new gifts since then, the figure for the end of September should go over $500,000,000.

Mr. Sweeney also reported briefly on parent outreach initiatives in connection with the Campaign.

HEALTH SYSTEM DEVELOPMENT

Mr. Sweeney introduced Michael J. Morsberger, the new Associate Vice President of Health System Development and Executive Director of the University of Virginia Health Foundation. Mr. Morsberger previously was Director of Development for the Sidney Kimmel Comprehensive Cancer Center at the Johns Hopkins University.
Noting that the Health System has a Campaign goal of $500 million, Mr. Morsberger gave a brief overview of the planning and work that is going into the successful realization of this goal.

**ACCESSUVa**

Finally, Mr. Sweeney introduced Ms. Wood, Assistant Vice President for University Relations, who described the University’s efforts to publicize and market the AccessUVa program. She ended her presentation by showing a 30 second television spot which features Sean Patrick Thomas (BA ’92), the film and television actor.

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On motion, the meeting was adjourned at 11:35 a.m.

AGG:lah

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

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