

October 1, 2004

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.

Present as well were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Gene D. Block, Arthur Garson, Jr., M.D., R. Edward Howell, Ms. Yoke San L. Reynolds, Michael Morsberger, Ms. Carol Wood, and Ms. Jeanne Flipppo Bailes.

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:

<u>Foundation</u>	<u>Board of Visitors Representative</u>	<u>Term Ending</u>
Alumni Association of the University of Virginia	Glynn D. Key	05/30/08*
Alumni Board of Trustees of the University of Virginia Endowment Fund	Robert V. Hatcher, Jr.	12/31/04
The College Foundation of the University of Virginia	Timothy B. Robertson	12/31/04
The University of Virginia's College at Wise Alumni Association and Wise Foundation	Don R. Pippin	06/30/07
Curry School of Education	Thomas A. Saunders, III	06/30/06
Darden School Foundation	Lemuel E. Lewis	12/31/04
Foundation of the State Arboretum at Blandy Experimental Farm	Rebecca D. Kneedler	12/31/04
Healthcare Partners, Inc.	E. Darracott Vaughan, Jr., M.D.	06/30/06
University of Virginia Health Services Foundation	Vacant	Vacant

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<u>Foundation</u>		<u>Board of Visitors</u>		<u>Term Ending</u>
		<u>Representative</u>		
Law School Alumni Association and Law School Foundation, University of Virginia		Gordon F. Rainey, Jr.		12/31/04
McIntire School of Commerce Foundation		Georgia M. Willis		06/30/07
Medical School Alumni Association and Medical School Foundation, University of Virginia		Charles M. Caravati, Jr., M.D		12/31/04
Miller Center Foundation		Gordon F. Rainey, Jr.		06/30/07
Patent Foundation, University of Virginia		Terence P. Ross		06/30/07
School of Architecture Foundation		Susan Y. Dorsey		06/30/07*
University of Virginia Foundation and Subsidiaries		W. Heywood Fralin		06/30/08*
University of Virginia Health Foundation		E. Darracott Vaughan, Jr., M.D.		06/30/07
University of Virginia Investment Management Corporation		John O. Wynne		06/30/08*
Virginia Engineering Foundation		James E. Ryan, Jr.		12/31/04
Virginia Urologic Foundation		William D. Steers, M.D.		12/31/04
Virginia Athletic Foundation		Craig K. Littlepage		12/31/05
Virginia Tax Foundation, Inc.		Joseph E. Gibson		12/31/04

* Denotes ratification required by the Board of Visitors

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VICE PRESIDENT'S REPORT - PHILANTHROPIC CASH FLOW

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 \$500million, 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>