

March 13, 2007

MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair  
G. Slaughter Fitz-Hugh, Jr.  
W. Heywood Fralin  
Glynn D. Key  
The Hon. Lewis F. Payne  
Don R. Pippin  
Gordon F. Rainey, Jr.  
Thomas F. Farrell, II, Ex Officio

and

The Remaining Members of the Board:

Daniel R. Abramson	Vincent J. Mastracco, Jr.
The Hon. Alan A. Diamonstein	Warren M. Thompson
Susan Y. Dorsey	E. Darracott Vaughan, Jr., M.D.
Georgia Willis Fauber	John O. Wynne
Anne Elizabeth Mullen	

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs  
Committee on Tuesday, March 13, 2007

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:25 p.m., on Tuesday, March 13, 2007, in the Lower East Oval Room of the Rotunda; A. Macdonald Caputo, Chair, presided. W. Heywood Fralin, the Hon. Lewis F. Payne, Don R. Pippin, Gordon F. Rainey, Jr., and Thomas F. Farrell, II, Rector, were present.

Present as well were Warren M. Thompson, John O. Wynne, and Ms. Anne Elizabeth Mullen.

Carey J. Mignerey, the Student Member-elect, was present.

Also present were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, William B. Harvey, James L. Hilton, Ms. Patricia M. Lampkin, Ms. Yoke San L. Reynolds, Ms. Colette Sheehy, David J. Prior, Ms. Cindy Frederick, Tom Jennings, Tim Redden, and Ms. Jeanne Flipppo Bailes.

The Chair asked Mr. Sweeney, Senior Vice President for Development and Public Affairs, to present the Agenda.

#### REPORT ON UNIVERSITY FOUNDATIONS

Mr. Sweeney asked Ms. Reynolds, Vice President and Chief Financial Officer, to give her customary report on the University-Related Foundations.

The Policy on University-Related Foundations was approved by the Board of Visitors in 1992; in 2000, the Board concurred with specific procedures to be followed in the administration of the Policy. These include an annual report to Ms. Reynolds, with the report to include such things as minutes of board meetings, audited financial statements, approved operating budgets, and the like.

The Board of Visitors appoints a representative to sit on each foundation board; the representatives are asked to provide annual reports on the activities of the foundations to which they are assigned.

Ms. Reynolds reported that all of the 26 foundations are in compliance with the Policy on University-Related Foundations.

#### VICE PRESIDENT'S REPORT

Mr. Sweeney said the January cash flow was \$10.5million, for a total of \$191.4million raised between July 1 and January 31. The February figures have just been released: \$27.3million was raised during the month for a fiscal year to date total of \$218.7million, which is 36% more than the same period last year.

#### COMMITTEE GOALS AND WORK PLAN

The Chair gave a brief progress report on the Committee's work plan and goals, as agreed to at the Board Retreat last July.

THE OFFICE OF ENGAGEMENT

Mr. Sweeney introduced Ms. Cindy Frederick, recently appointed the Senior Director of the Office of Engagement, and asked her to give a report on the Office and its activities. Ms. Frederick came to the job after having been the Executive Director of Madison House.

REPORT BY THE NATIONAL CAMPAIGN CHAIR

Mr. Rainey gave his customary report, after expressing his appreciation for the work Ms. Frederick is doing.

He said that through the end of January, there have been \$1.132 billion in commitments to the Campaign. The monthly number falls short of the benchmark of \$30 million per month. The December totals were so good, however, that the Campaign remains virtually on target with almost 38% in Campaign receipts against 38.5% Campaign time elapsed.

Mr. Rainey said the Curry School, the Law School, the School of Nursing, the Health System, Athletics, the Miller Center and the College at Wise all have raised more than 40% of their respective goals. The Alumni Association has been so successful that it has all but decided to begin a second campaign.

He then commented on the first Regional Campaign Celebration, held the week before in Birmingham. There was a good turnout of alumni, friends and parents, and obvious enthusiasm for the University and for the Campaign. The next Regional Celebration will include Philadelphia and Wilmington, Delaware, and will take place on April 25<sup>th</sup>.

Mr. Rainey reported on the January 31<sup>st</sup> meeting of the Campaign Executive Committee. There were two reports from the "Big Ideas" subcommittee, which is chaired by Jeffrey Walker (McIntire '77), and he and Mr. Sweeney and his team are developing strategies for raising funds to support the ideas advanced in the reports.

FUNDRAISING FOR MULTI-DISCIPLINARY INITIATIVES

Mr. Sweeney introduced Mr. Tom Jennings, Senior Development Officer for Special Projects, and Mr. Tim Redden, Senior Director of Development for Corporate and Foundation Relations.

Mr. Jennings reported on several "Pan-University" initiatives in Historic Preservation, the Arts, and Science and Technology. Mr. Redden spoke to the support from corporations and foundations for these initiatives.

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On motion, the meeting was adjourned at 3:15 p.m.

AGG:jfb

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

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