MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair
G. Slaughter Fitz-Hugh, Jr.
W. Heywood Fralin
Glynn D. Key
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
Alan A. Diamonstein
Susan Y. Dorsey
Austin Ligon
Vincent J. Mastracco, Jr.
Warren M. Thompson
E. Darracott Vaughan, Jr., M.D.
John O. Wynne

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs Committee on Tuesday, May 8, 2007

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:15 p.m. on Tuesday, May 8, 2007, in the Lower East Oval Room of the Rotunda; A. Macdonald Caputo, Chair, presided. G. Slaughter Fitz-Hugh, Jr., W. Heywood Fralin, Ms. Glynn D. Key, the Hon. Lewis F. Payne, Gordon F. Rainey, Jr., and Thomas F. Farrell, II, Rector, were present.

Present as well were Daniel R. Abramson, the Hon. Alan A. Diamonstein, Ms. Susan Y. Dorsey, Vincent J. Mastracco, Jr., Warren M. Thompson, E. Darracott Vaughan, Jr., M.D., and Carey J. Mignerey.

Also present were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Robert D. Sweeney, William
Mr. Caputo opened the meeting and asked Mr. Sweeney, Senior Vice President for Development and Public Affairs, to present the Agenda.

Report of the Campaign Chair

Mr. Sweeney asked Mr. Rainey, the National Chair of the Capital Campaign, to give a report on the Campaign.

Mr. Rainey said the unofficial total raised so far in the Campaign stands at $1.211 billion. The monthly benchmark for the second billion is $30.3 million per month, with the goal of reaching the second billion by June 30, 2009. When the Batten gift of $100 million, made last month, is accounted for, the total of Campaign commitments will be above $1.3 billion, which will mean 43% committed in 41.6% of the Campaign time elapsed.

The Curry School, the Law School, the School of Nursing, the Health System, Athletics, the Jefferson Scholars Program, the Miller Center and the College at Wise have all surpassed the 40% mark, some by large margins.

Mr. Rainey reminded the Committee of the meeting of the Campaign Executive Committee, set to take place in Washington the next day. Among other things, the Campaign Executive Committee will hear a case study of the Batten gift. Lead volunteers played a key role in soliciting the gift, and Mr. Rainey singled out Mr. Wynne for all he did.

Mr. Rainey also mentioned the work of Mr. Faulders and the Alumni Association, particularly with parents.

Remarks by the Vice President

Referring to material previously distributed to the Committee, Mr. Sweeney gave a presentation in which he compared — using selected criteria — the fundraising performance of the University with fundraising at the top 25 public universities and certain private universities.

Among the top 25 public universities, in cash flow, the University ranked 7th in 2005-2006 — behind Wisconsin, UCLA, the University of Washington, the University of Michigan, the University of California at Berkeley, and the University of North Carolina. But in cash flow per alumnus, the University ranked only behind the University of California at San Diego.
The University ranked third both in total alumni giving and in alumni participation, but first in alumni giving per student and in alumni giving per alumnus.

The University ranked fourth in the market value of its endowment—behind the University of Texas at Austin, the University of Michigan and Texas A&M, but first in endowment per student.

The University ranked first in parent giving and first in parent giving as a percentage of the total. In corporate giving, however, the University stood at 13th.

The selected private universities against which Mr. Sweeney compared the University are Stanford, Penn, Duke, Cornell, Washington University, Northwestern, Johns Hopkins, Vanderbilt, Notre Dame and Georgetown. In that ranking, the University stood at 7th in cash flow and 7th in cash flow per alumnus.

In alumni participation, the University was ranked 6th and the same in alumni giving total. In alumni giving as a percentage of the total, the University ranked 4th, 7th in alumni giving per student and 6th in alumni giving per alumnus.

As for the market value of its endowment, the University was 8th, and 9th in endowment per student. In parent giving, only Stanford and Duke stood higher, and in parent giving as a percentage of the total, the University was behind Georgetown and Duke.

In corporate giving in this group, the University ranked 5th, and 6th in foundation giving.

Remarks by the Executive Director of the Alumni Association

Mr. Sweeney asked Mr. Faulders, Executive Director of the Alumni Association, to give a report on the activities of the Alumni Association.

Mr. Faulders gave an update on the activities of the Alumni Association. He touched on the strategic plan of the Association and emphasized the increased use of the Young Alumni and their importance to the organization as a whole.

He was emphatic, too, in saying that the Alumni Association enjoys excellent relations with the Office of Engagement.

Mr. Rainey complimented Mr. Faulders on the first rate job he has done in the short time that he has been back at the University, and in guiding the Alumni Association successfully
through the beginnings of its changed relationship with the University.

Report on Reunions

Mr. Faulders introduced Mr. Jason Life, Director of Reunions and Class Activities at Alumni Hall. Mr. Life reported not only on Reunions – both Reunions Weekend in June and the Thomas Jefferson Society Reunion in May. He talked about the variety of programs that his office is concerned with, including organizational reunions throughout the year, student programs, and the “What’s Next” program for graduating students.

Reunions Weekend continues to grow: for example, attendance last year was 30% above the previous year.

Mr. Faulders concluded with some challenges and opportunities. For example, he wants more alumni to be engaged with the University in a variety of ways. He is working to find ways to get more alumni to be involved in volunteer work, and to devise some sort of recognition for them.

Mr. Sweeney summed up the presentations and gave special thanks to Ms. Wood and members of her staff who went to Blacksburg last month to help in the wake of the massacre.

On motion, the meeting was adjourned at 3:20 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