

April 10, 2008

MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair  
Daniel R. Abramson  
Glynn D. Key  
Austin Ligon  
Carey J. Mignerey  
Lewis F. Payne  
Don R. Pippin  
Gordon F. Rainey, Jr.  
John O. Wynne  
W. Heywood Fralin, Ex Officio  
John L. Nau, III, Consulting Member  
Kenneth A. Schwartz, Consulting Member

and

The Remaining Members of the Board:

Alan A. Diamonstein	Vincent J. Mastracco, Jr.
Susan Y. Dorsey	Warren M. Thompson
Thomas F. Farrell, II	E. Darracott Vaughan, Jr., M.D.
G. Slaughter Fitz-Hugh, Jr.	

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs  
Committee on Thursday, April 10, 2008

The External Affairs Committee of the Board of Visitors met, in Open Session, at 2:25 p.m., Thursday, April 10, 2008, in the Board Room of the Rotunda; A. Macdonald Caputo, Chair, presided. Daniel R. Abramson, Ms. Glynn D. Key, Austin Ligon, Carey J. Mignerey, The Hon. Lewis F. Payne, Don R. Pippin, Gordon F. Rainey, Jr., John O. Wynne, and W. Heywood Fralin, Rector, were present.

Present, too, were The Hon. Alan A. Diamonstein, Ms. Susan Y. Dorsey, G. Slaughter Fitz-Hugh, Jr., Vincent J. Mastracco, Jr., and Warren M. Thompson.

Also present were Consulting Members John L. Nau, III, and Kenneth A. Schwartz.

Ms. Adom Getachew, the Student Member-elect, was present too.

Present as well were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Arthur Garson, Jr., M.D., Ms. Susan A. Carkeek, James L. Hilton, Ms. Patricia M. Lampkin, Ms. Yoke San L. Reynolds, Ms. Colette Sheehy, David J. Prior, Ms. Jeanette Lancaster, Ricardo Padron, and Ms. Jeanne Flippo Bailes.

The Chair called the meeting to order and drew Members' attention to the listing in their materials, previously distributed, of Board of Visitors representatives on the boards of the various University-related foundations.

#### Report by the Chair of the Council on Foundations

He then asked Mr. John Nau of Houston, the Chair of the Council on Foundations and the Council's Consulting Member of the External Affairs Committee, to address the Committee. Mr. Nau described how he and the other Consulting Members appointed by the Council (Mr. Dan Meyers to the Finance Committee and Mr. Michael Turner to the Buildings and Grounds Committee), had reported back to the Council by teleconference after the February Board meeting, and would do so again after the present meeting.

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

#### Annual Report on Foundations' Compliance with Board Policy

Mr. Sweeney asked Ms. Reynolds, Vice President and Chief Financial Officer, to make her annual report to the Committee on the Foundations' compliance with Board policy.

Ms. Reynolds referred Members to written materials, previously distributed, which listed the University-related foundations and their degree of compliance with the various requirements of the Board's Policy on University-Related Foundations. There are twenty-four University-related foundations and all, Ms. Reynolds reported, are in compliance.

#### Report of the National Campaign Chair

Mr. Sweeney then asked Mr. Rainey, in his capacity as Chair of the Capital Campaign, to give his customary report to the Committee on the progress of the Campaign.

Citing figures as of the end of February, Mr. Rainey said the Campaign stood at \$1.628billion, which represents 54% of the Campaign goal achieved in 52% of the Campaign time elapsed. The figures through March are not yet confirmed, but the estimate is \$1.65billion.

Mr. Rainey told the Committee about the two Regional Campaign Celebrations held since the last meeting of the Board of Visitors - one in Palm Beach and the other in San Francisco. Both were successful with something over 100 guests at each.

Mr. Rainey said the Campaign Executive Committee will meet in Washington on May 13<sup>th</sup>.

The Chair complimented Mr. Rainey, the Campaign Executive Committee, and Mr. Sweeney and his staff for what he called an extraordinary performance in extremely difficult market conditions.

#### Report of the Senior Vice President for Development and Public Affairs

The Chair asked Mr. Sweeney to give his customary report.

Mr. Sweeney said philanthropic cash flow for the current fiscal year, through the end of March, is estimated to be \$223million, slightly down from the last fiscal year but 27% above the comparable period in FY-06 and 57% ahead of FY-05.

He reported on two Virginia 2020 weekend retreats, one held in Carlsbad, California, March 28<sup>th</sup>-30<sup>th</sup>, and the other in Charleston, April 4<sup>th</sup>-6<sup>th</sup>. There were about 45 guests at each, the largest crowds so far for these retreats.

Mr. Sweeney said the mid-year report of the Office of Engagement noted that so far in this fiscal year, the Office has sponsored more than 780 events, which represents a 95% increase over all of the last fiscal year and a 333% increase over FY-06. He reported that this month the Office will sponsor more than 100 events, in contrast to the 184 events held during the entire fiscal year 2006.

#### Report by the Dean of the School of Nursing

Mr. Sweeney then introduced Ms. Jeanette Lancaster, Dean of the School of Nursing.

Ms. Lancaster said that the first person in the administration of the Nursing School who was engaged in serious fund-raising was assigned that job just before she arrived as Dean in 1987. It was a part-time assignment, however, and it was several more years before

it became a full-time position and the School began in earnest to try to raise money. These efforts were successful and in the previous capital campaign, Nursing raised \$19.3million against a goal of \$5million.

In the current Campaign, the School of Nursing has set a goal of \$30million, and Ms. Lancaster reported that through February, almost two-thirds of the goal has been met in slightly over fifty percent of the Campaign time elapsed. The School's endowment has grown from \$2million to over \$40million.

Mr. Sweeney commented that Nursing is doing well and is "on target" in its part of the Campaign.

The Chair asked for questions on any of the reports. Ms. Dorsey asked Mr. Sweeney about the participation of women and minorities in the Campaign and in the 2020 meetings, particularly given that women now constitute a sizeable proportion of the alumni population; she said that she had attended the 2020 session in California and noticed the general absence of both groups. Mr. Sweeney replied that the presenters at that session had been gotten together on relatively short notice, and he agreed that more attention should be paid to this in the future. Participants in these sessions, he said, have been mostly prospective donors. Ms. Dorsey said she hoped that more attention will be paid to these concerns.

Mr. Pippin thanked Mr. Nau for his generosity and for his dedication to the University.

The Chair thanked Ms. Lancaster and repeated his thanks to Mr. Rainey and to Mr. Sweeney for their successful work on the Campaign.

On motion, the meeting was adjourned at 3:08 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>