

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS
MEETING OF THE
EXTERNAL AFFAIRS COMMITTEE
FEBRUARY 7, 2008**

EXTERNAL AFFAIRS COMMITTEE

Thursday, February 7, 2008

3:45 - 4:45 p.m.

Board Room, The Rotunda

Committee Members:

A. Macdonald Caputo, Chair

Daniel R. Abramson

Glynn D. Key

Austin Ligon

Carey J. Mignerey

Hon. Lewis F. Payne

Don R. Pippin

Gordon F. Rainey, Jr.

John O. Wynne

John L. Nau, III, Consulting Member

Kenneth A. Schwartz, Consulting Member

W. Heywood Fralin, Ex Officio

AGENDA

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II. REPORT ON DEVELOPMENT ACTIVITIES AT THE UNIVERSITY OF VIRGINIA LIBRARY (Mr. Sweeney to introduce Karin Wittenborg, University Librarian, and Hoke Perkins, Associate University Librarian for Philanthropy and Director of the Harrison Institute; Ms. Wittenborg and Mr. Perkins to report)	9
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UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I. Vice President's Report

ACTION REQUIRED: None

DISCUSSION: Mr. Caputo, Chair of the External Affairs Committee, will introduce Mr. John Nau, who will report on the Council of Foundations. Mr. Sweeney, Senior Vice President for Development and Public Affairs, will report on 1) philanthropic cash flow through November 30, 2007, and to-date in FY-08, if available, and 2) principal gifts activity and strategy. Mr. Sweeney will turn the floor over to Mr. Gordon Rainey for the Campaign Chair's report. Mr. Rainey will give updates on Campaign progress and Regional Campaign Plans for 2008, and report on the January Campaign Executive Committee meeting.

UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I.A. Report by Committee Chair

ACTION REQUIRED: None

DISCUSSION: Mr. Caputo, Chair of the External Affairs Committee, will introduce Mr. John Nau, Chair of the Council of Foundations. Mr. Nau will give a brief report on the first meeting of the Council of Foundations held January 17th, in Charlottesville.

The Council of Foundations, which originated as the Council of Chairs, brings together representatives from University-related fundraising foundations for discussions of the Campaign and other issues that affect their organizations.

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BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I.B.1. Philanthropic Cash Flow

ACTION REQUIRED: None

DISCUSSION: Mr. Sweeney will report on philanthropic cash flow through November 30, 2007, and to-date for FY-08, as available, and offer comparative data for the past three fiscal years.

Cash flow through November 30, 2007, was \$83 million, which represents a 30% decrease over FY-07, a 34.85% increase over FY-06, and a 50.3% increase over FY-05. Cash flow for the month of November, 2007, was \$14.9 million. Preliminary numbers through December 31, 2007, will be reported, as available.

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BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I.B.2. Principal Gifts

ACTION REQUIRED: None

DISCUSSION: Mr. Sweeney will report on new focus, strategies and initiatives around principal gifts. Principal gifts are defined as gifts of \$5 million and above, and are essential to the University achieving its goals for this Campaign.

Analysis of data shows that nearly two-thirds (63%) of the first \$1 billion came from gifts of \$1 million and above, from a total of 141 donors; and almost half (45%) of the first \$1 billion in the current campaign was given by 30 donors at gift levels of \$5 million and above.

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BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I.C. Campaign Chair's Report

ACTION REQUIRED: None

DISCUSSION: Mr. Rainey will review Campaign progress to-date, sharing audited figures through November 30, 2007, and to-date for FY-08, as available. He will also report on the January 2008 Campaign Executive Committee meeting and plans for the 2008 Regional Campaign Celebrations.

UNIVERSITY OF VIRGINIA
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BOARD MEETING: February 7, 2008
COMMITTEE: External Affairs
AGENDA ITEM: I.C.1. Campaign Progress
ACTION REQUIRED: None

DISCUSSION: Campaign progress through November 30, 2007, stands at \$1.42 billion, representing an achievement of 47.27% of the total Campaign goal of \$3 billion in 48.96% of Campaign time elapsed. Future support through November 30, 2007 stands at \$116.7 million, resulting in a grand Campaign total of \$1.53 billion.

At the end of October 2007, the Campaign stood at \$1.4 billion, representing an achievement of 46.89% of the total Campaign goal in 47.93% of time elapsed.

Preliminary numbers through December 31, 2007, will be reported as they become available.

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BOARD MEETING: February 7, 2008

COMMITTEE: External Affairs

AGENDA ITEM: I.C.2. Campaign Executive Committee
Meeting

ACTION REQUIRED: None

DISCUSSION: Mr. Rainey will report on the January meeting of the Campaign Executive Committee. The meeting, held in Charlottesville on January 18, featured remarks by Mr. Casteen, a presentation by Dr. Tim Garson, Executive Vice President and Provost, on the Commission of the Future of the University, and focus group discussions of "Big Ideas" for the future.

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BOARD MEETING: February 7, 2008
COMMITTEE: External Affairs
AGENDA ITEM: I.C.3. Regional Campaigns
ACTION REQUIRED: None

DISCUSSION: Mr. Rainey will give a brief report on the October 2007 Regional Campaign Celebrations in Dallas, Boston, and Houston, and will preview celebrations scheduled for March 2008 in Palm Beach and San Francisco.

Regional Campaign Celebrations are centerpiece events that bring the energy and urgency of the Campaign to specific geographic regions of the country. Event highlights include remarks by Mr. Casteen and Mr. Rainey, recognition of regional donors and volunteers, multimedia presentations about the University and the Campaign, and the singing of the Good Ol' Song.

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COMMITTEE: External Affairs

AGENDA ITEM: II. Report on Development Activities at the
University of Virginia Library

ACTION REQUIRED: None

DISCUSSION: Karin Wittenborg, University Librarian, and Hoke Perkins, Associate University Librarian for Philanthropy and Director of the Harrison Institute, will report on development activities at the University Virginia Library.

Through November 30, 2007, the Library campaign stood at \$32.2 million toward the goal of \$100 million, representing an achievement of 32.2% of the Library campaign goal in 48.96% time elapsed.

Ms. Wittenborg and Mr. Perkins also will report on library collections and recent collaborations.

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AGENDA ITEM: III. Review of Fundraising Performance in Comparison with Select Public and Private Universities

ACTION REQUIRED: None

BACKGROUND: The vital role of private philanthropy in supporting the University's current and future endeavors is well established. Toward that end, on-going assessment of the institution's fundraising efforts will be critical. In addition to reporting on progress toward established internal benchmarks, periodic comparisons to both public and private peer institutions will prove informative.

DISCUSSION: Mr. Sweeney will review the University's fundraising performance in comparison with select public universities and select aspirational peers, including the University of Pennsylvania, Cornell, Duke, Vanderbilt, Northwestern, Johns Hopkins, Notre Dame, Stanford, and Columbia Universities, using selected data made available by the Council for Aid to Education.