

October 3, 2008

MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair
Daniel R. Abramson
Adom Getachew
Robert D. Hardie
Glynn D. Key
Austin Ligon
The Hon. Lewis F. Payne
Don R. Pippin
John O. Wynne
W. Heywood Fralin, Ex Officio
John L. Nau, III, Consulting Member
Edmund W. Kitch, Consulting Member

and

The Remaining Members of the Board:

The Hon. Alan A. Diamonstein Thomas F. Farrell, II
Susan Y. Dorsey Vincent J. Mastracco, Jr.
Helen E. Dragas Warren M. Thompson
 E. Darracott Vaughan, Jr., M.D.

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs
Committee on Friday, October 3, 2008

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:35 p.m., Friday, October 3, 2008, in the Board Room of the Rotunda; A. Macdonald Caputo, Chair, presided.

Daniel R. Abramson, Ms. Adom Getachew, Robert D. Hardie, Ms. Glynn D. Key, Austin Ligon, The Hon. Lewis F. Payne, John O. Wynne, and W. Heywood Fralin, Rector, were present.

Also present were Edmund W. Kitch, Consulting Member from the Faculty Senate, and John L. Nau, III, Consulting Member from the Council of Foundations.

Present as well were The Hon. Alan A. Diamonstein, Ms. Susan Y. Dorsey, Ms. Helen E. Dragas, Thomas F. Farrell, II, Vincent J. Mastracco, Jr., and E. Darracott Vaughan, Jr., M.D.

Present, too, were John T. Casteen, III, Leonard W. Sandridge, Alexander G. Gilliam, Jr., Paul J. Forch, Arthur Garson, Jr., M.D., Ms. Susan A. Carkeek, James L. Hilton, R. Edward Howell, Ms. Yoke San L. Reynolds, Ms. Colette Sheehy, Thomas C. Skalak, Robert D. Sweeney, David J. Prior, Ms. Tara Telfair, and Ms. Jeanne Flippo Bailes.

BECAUSE OF A FAILURE IN THE RECORDING EQUIPMENT, THESE MINUTES ARE A PARTIAL RECONSTRUCTION

REMARKS BY THE CHAIR OF THE COMMITTEE

The Chair opened the meeting and commented on the first joint meeting of the Board and the Council of Foundations on October 1 (see the Minutes of that meeting), terming it a great success. He thanked Mr. Nau, Chair of the Council of Foundations, for everything he has done to make possible this collaboration between the Council and the Board.

Mr. Nau then gave a brief report on the meeting of the Council of Foundations, which took place the previous day. He, too, called the joint meeting of the Board and the Council a great success.

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

CONSENT AGENDA: Approval of the Board of Visitors Representatives to the Governing Boards of the University-Related Foundations

Mr. Sweeney asked Ms. Reynolds, Vice President and Chief Financial Officer, to present the list of sitting and proposed Board of Visitors representatives to the governing boards of the University-related foundations. Ms. Reynolds' presentation of the list customarily takes place at this meeting of the Committee.

Ms. Reynolds presented the list and the Committee adopted the following resolution approving it, and recommended its resolution to the full Board of Visitors 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	06/30/12 *
Alumni Board of Trustees of the University of Virginia Endowment Fund	J. Davis Hamlin	12/31/08
The College Foundation of the University of Virginia	Timothy B. Robertson	12/31/08
The University of Virginia's College at Wise Alumni Association	Don R. Pippin	06/30/11
The University of Virginia's College at Wise Foundation	Don R. Pippin	06/30/11
Curry School of Education	Lewis F. Payne	06/30/11
Darden School Foundation	Thomas F. Farrell, II	12/31/09
Foundation of the State Arboretum at Blandy Experimental Farm	Megan Raymond	12/31/10
Healthcare Partners, Inc.	E. Darracott Vaughan, Jr., M.D.	06/30/10
University of Virginia Health Services Foundation	E. Darracott Vaughan, Jr., M.D.	12/31/08
Jefferson Scholars Foundation	Thomas F. Farrell, II	06/30/11
Law School Alumni Association and Law School Foundation, University of Virginia	Gordon F. Rainey, Jr.	12/31/08
McIntire School of Commerce Foundation	Thomas F. Farrell, II	06/30/11
Medical School Alumni Association and Medical School Foundation, University of Virginia	Sam D. Graham, Jr., M.D.	05/31/09
Miller Center Foundation	W. Heywood Fralin	06/30/09

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<u>Foundation</u>	<u>Board of Visitors Representative</u>	<u>Term Ending</u>
Osher Lifelong Learning Institute (OLLI)	Alexander G. Gilliam, Jr.	12/31/09
Patent Foundation, University of Virginia	G. Slaughter Fitz-Hugh, Jr.	06/30/11
Rare Book School	Karin Wittenborg	12/31/09
School of Architecture Foundation	Susan Y. Dorsey	06/30/11
University of Virginia Foundation and Subsidiaries	G. Slaughter Fitz-Hugh, Jr.	06/30/11
University of Virginia Health Foundation	E. Darracott Vaughan, Jr., M.D.	06/30/11
University of Virginia Investment Management Corporation	A. Macdonald Caputo	12/31/11 *
Virginia Engineering Foundation	Kenneth M. Humphries	12/31/09
Virginia Athletic Foundation	Daniel R. Abramson	12/31/11
Virginia Tax Foundation, Inc.	Joseph E. Gibson	12/31/08

* Denotes ratification required by the Board of Visitors.

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VICE PRESIDENT'S REMARKS

Referring to the Board's discussion of the report of the Commission on the Future of the University, which had taken place earlier in the day, Mr. Sweeney said it is clear that the \$3billion to be raised in the current Capital Campaign "will not be nearly enough to fuel our ambitions." He reminded the Committee, too, that in the morning's presentations it was noted that although participation in giving among the University's alumni is "at or near the best in public education, [it] will not be sufficient when compared with our new aspiration group of some of the nation's most elite private universities."

In spite of the demands of the current Campaign and the uncertainties of the economy, Mr. Sweeney said that Development officers are committed to continuous improvement. He noted that University faculty and officials are being used in fund raising efforts as never before. He went on to say that in the matter of annual giving, he has met several times with Mr. Wynne to explore

ways of devising the best system of alumni support in public higher education.

Cash Flow Report

Mr. Sweeney reported that cash flow for the fiscal year which ended on June 30th was \$286.65million, the University's second highest on record, though down 5% from the previous fiscal year, which set the record. Cash flow for the first two months (July and August) of the current fiscal year was \$22.8million, down 36.7% from the same period last year and 2.7% less than the same period the year before.

Campaign Report

Mr. Sweeney said that the Campaign "is in good shape, for now -," and he referred Members to the written Campaign reports in material previously distributed to them.

On June 30th, the end of Fiscal Year 2008, the Campaign stood at \$1.735billion, which translates to 57.84% achieved in 56.25% of Campaign time elapsed. Counting gifts made in July and August, the first two months of the current fiscal year, the Campaign stands at \$1.77billion, or 59% achievement in 58.3% of Campaign time elapsed.

Mr. Sweeney noted that in fund-raising in troubled times, it is a question of "keeping your head down, covering the basics, staying in touch, stewarding and cultivating, being prepared to move when the tide changes."

Regional Campaign Celebrations

Two Regional Campaign Celebrations are scheduled for this fall: the first, in Hampton Roads, took place in early September and the second is set for Atlanta on October 23rd.

Likewise, two Virginia 2020 retreat weekends are scheduled for the fall. The first was held at Manchester Village, Vermont, and was attended by 32 parents, friends, and alumni. The second is to be held in Phoenix in November and 60 participants have signed up at this point.

On the weekend of September 26-27, the Women in Leadership and Philanthropy Conference was held in Charlottesville; there were some 150 participants.

Engagement Events

The Office of Engagement, Mr. Sweeney said, continues to build strong programs. There were "Student Send-Offs" (gatherings for students matriculating in the University) in 62 cities around the country and in 11 places abroad - an 18% increase over last year. The "UVa Express," which transports international students from Dulles Airport to Charlottesville, this year carried 97 students and 30 family members from 23 countries on five continents. The program was underwritten for the second year by Gordon Kirtland (College '77, Darden '81), the President of the UVa Club of Singapore - Mr. Kirtland's daughter, Katie, (Class of 2012) was one of the new students on the first bus.

Development Officer Training

Referring Members to material previously distributed to them, Mr. Sweeney said that Ms. Tara Telfair was hired as Director of Development Officer Training and began developing a training program last April. There have been four workshops and most recently, she conducted a University Community Development Officer Retreat on August 28th. Some 88% of fundraisers have participated in at least one event organized by her office.

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On motion, the meeting was adjourned at 3:15 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>