

February 26, 2010

MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair
Robert D. Hardie
Glynn D. Key
Randal J. Kirk
Austin Ligon
The Honorable Lewis F. Payne
Don R. Pippin
John O. Wynne, Ex Officio
John L. Nau III, Consulting Member
Edmund W. Kitch, Consulting Member

and

The Remaining Members of the Board:

Daniel R. Abramson	Rahul Gorawara
The Hon. Alan A. Diamonstein	Vincent J. Mastracco Jr.
Susan Y. Dorsey	Warren M. Thompson
Helen E. Dragas	E. Darracott Vaughan Jr., M.D.
W. Heywood Fralin	

FROM: Susan G. Harris

RE: Minutes of the Meeting of the External Affairs
Committee on Friday, February 26, 2010

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 9:00 a.m., Friday, February 26, 2010, in the Board Room of the Rotunda; A. Macdonald Caputo, Chair, presided.

Present were Robert D. Hardie, Randal J. Kirk, Austin Ligon, the Honorable Lewis F. Payne, and John O. Wynne, Rector.

Also present were John L. Nau III and Edmund W. Kitch.

Present as well were Daniel R. Abramson, The Honorable Alan A. Diamonstein, Ms. Susan Y. Dorsey, Ms. Helen E. Dragas, W. Heywood Fralin, Warren M. Thompson, E. Darracott Vaughan Jr., M.D., and Rahul Gorawara.

Also present were John T. Casteen III, Leonard W. Sandridge, Ms. Susan G. Harris, Paul J. Forch, Ms. Susan A. Carkeek, Steven T. DeKosky, M.D., James L. Hilton, Ms. Patricia M. Lampkin, David J. Prior, Ms. Yoke San L. Reynolds, Ms. Colette Sheehy, Robert D. Sweeney, and Ms. Jeanne Flippo Bailes.

Present as well was Stewart Ackerly, the Student Member-Elect of the Board of Visitors.

Council of Foundations Report

The Chair called on John Nau to give his customary report on the Council of Foundations.

Mr. Nau said on January 8 the Council had a conference call on volunteer participation. The Rector participated in this call. The March 26 meeting will focus on how volunteers and foundation board members can become more active in cultivation and solicitation. The Council will also focus on coordination and communication.

Consent Agenda

WTJU Annual Report

The Committee adopted the following resolution and recommended it to the full Board for approval:

APPROVAL OF THE 2008-2009 WTJU ANNUAL REPORT

RESOLVED, WTJU's 2008-2009 Annual Report is approved, as recommended by the President and the Senior Vice President for Development and Public Affairs.

- - - - -

Vice Presidents Remarks

Mr. Sweeney recognized Chuck Taylor, General Manager of WTJU, for his dedicated work over 30 years. Chuck Taylor is retiring from WTJU.

Mr. Sweeney said 2009 was a bad year for philanthropy across the nation. It was a "perfect storm" relative to the economy. The good news is that we are beginning to see signs of recovery. Through January, the University raised \$133 million. Mr. Sweeney said he

feels like the coach of a major championship game with \$3 billion on the line. The game plan, he believes, "will take us the distance". Although we went into half time with a significant lead, in the third quarter our opponents "came out hard". Even though we were "knocked on our rear ends", we are back. The team engaged in tens of thousands of face-to-face visits in 2009. The goal line is December 31, 2011, and although we are down by six percentage points, we are doing alright--\$2.1 billion. This Fall, the senior team went into full planning mode and looked at every prospect we have. There must be 8,000 solicitations between now and the end of the campaign to get over the \$3 billion mark.

Mr. Sweeney said there has been a concerted effort to increase the number of volunteers. Three years ago there were 100 volunteers for the reunion program and now there are 1,000 volunteers.

Mr. Sweeney thanked Ms. Dorsey for making sure they are covering all prospects in a region.

Mr. Sweeney mentioned the public affairs team and the engagement program, both working at the top of their game. He said over \$1 million was raised for the Combined Virginia Campaign.

Mr. Sweeney complimented Cindy Fredrick and the engagement program. Almost 9,000 people attended engagement events this year.

Mr. Sweeney mentioned the "Hokies v. 'Hoos Challenge" to collect cans of food for charity. 'Hoos collected about 1,000 more cans of food than the Hokies.

The Chair thanked Mr. Sweeney, and on motion, the meeting was adjourned at 9:45 a.m.

SGH:lah

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

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