

February 24, 2011

MEMORANDUM

TO: The External Affairs Committee:

A. Macdonald Caputo, Chair
Hunter E. Craig
Marvin W. Gilliam Jr.
Robert D. Hardie
Glynn D. Key
Randal J. Kirk
Austin Ligon
Vincent J. Mastracco Jr.
The Honorable Lewis F. Payne
John O. Wynne, Ex Officio
John L. Nau III, Consulting Member
Ann B. Hamric, Consulting Member

and

The Remaining Members of the Board:

The Hon. Alan A. Diamonstein	W. Heywood Fralin
Susan Y. Dorsey	Sheila C. Johnson
Helen E. Dragas	Mark J. Kington
Stewart H. Ackerly	

FROM: Susan G. Harris

RE: Minutes of the Meeting of the External Affairs
Committee on Monday, February 24, 2011

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:15 p.m., Thursday, February 24, 2011, in the Board Room of the Rotunda; A. Macdonald Caputo, Chair, presided.

Present were Hunter E. Craig, Marvin W. Gilliam Jr., Robert D. Hardie, Ms. Glynn D. Key, Austin Ligon, Vincent J. Mastracco Jr., the Honorable Lewis F. Payne, and John O. Wynne, Rector.

Ms. Ann B. Hamric, a consulting member, was present as well. John L. Nau III participated by telephone.

Present as well were Ms. Susan Y. Dorsey, Ms. Helen E. Dragas, W. Heywood Fralin, Mark J. Kington, and Stewart H. Ackerly.

Also present were Ms. Teresa A. Sullivan, Leonard W. Sandridge, Ms. Susan G. Harris, Paul J. Forch, Ms. Susan A. Carkeek, Steven T. DeKosky, M.D., Arthur Garson Jr., M.D., James L. Hilton, Ms. Patricia M. Lampkin, Marcus L. Martin, M.D., David J. Prior, Ms. Yoke San L. Reynolds, Ms. Colette Sheehy, Thomas C. Skalak, Robert D. Sweeney, and Ms. Jeanne Flippo Bailes.

Jonathan B. Overdeest, the student member-elect of the Board of Visitors, was present as well.

Vice President's Remarks

The Chair called on Robert D. Sweeney, Senior Vice President for Development and Public Affairs, for his report on recent activity and achievements. Mr. Sweeney provided an update on the Office of Engagement, philanthropic cash flow, the Capital Campaign, and Advancement Leadership Forum benchmarking.

Mr. Sweeney said the University would need some very large gifts to complete the Campaign. He said they are beginning to turn the corner from the economic recession and are ahead in cash flow by about 7%. The Campaign stands at \$2.315 billion—77% of the goal achieved in 88% of the time elapsed.

Mr. Sweeney elaborated on some of the larger gifts received or in the pipeline, including a \$5 million gift to track and field that will be announced soon, and a gift to begin a squash program. There are more than \$300 million in proposals outstanding.

Mr. Sweeney provided statistics on the 2011 Advancement Leadership Forum program. The University is much smaller than most of the participants with fewer alumni. He said we are holding our own in terms of support per Advancement FTE, beating the public mean and median and closing in on the private mean and median.

The Chair asked John Nau, chair of the Council of Foundations, to give his customary report on the Council of Foundations by telephone. He said he last reported to the Board at the Council of Foundations dinner with the Board on Monday, November 15. He said the fall Council meeting was held on Tuesday, November 16, in Bavaro Hall. Thirteen out of fifteen foundation representatives were able to attend, as well as nine deans or directors. President Sullivan spoke, as well as Michael Aked and Kristina Alimard of UVIMCO. He thanked UVIMCO for its commitment to attend all of the Council meetings and at least one meeting per year of all of the foundations.

Mr. Nau said the meeting focused on some open issues, including annual giving which brought on a spirited discussion; and the Parents Taskforce report. He commended the taskforce members including Bill Hughes, Madeline Sly, and Locke Ogens. The taskforce surveyed schools and units, scheduled interviews with members of the University administration, as well as the deans/directors and chief development officers of undergraduate schools, and talked with several peer schools to better understand fundraising with non-alumni parents. Their final report provided a snapshot of the current activities involving parents in schools and units, and made some initial recommendations to be investigated further. The report was made to President Sullivan on January 31. The Council will continue to follow up on their findings in the upcoming meeting, to be held next week, on March 2.

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The Chair adjourned the meeting at 2:45 p.m.

SGH:lah

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

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