UNIVERSITY OF VIRGINIA
BOARD OF VISITORS
MEETING OF THE
EXTERNAL AFFAIRS COMMITTEE
FEBRUARY 24, 2011
EXTERNAL AFFAIRS COMMITTEE

Thursday, February 24, 2011
2:15 – 2:45 p.m.
Board Room, The Rotunda

Committee Members:
A. Macdonald Caputo, Chair
Hunter E. Craig
Marvin E. Gilliam Jr.
Robert D. Hardie
Glynn Key
Randal J. Kirk

A. Austin Ligon
Vincent J. Mastracco Jr.
The Hon. Lewis F. Payne
John O. Wynne, Ex-officio
Ann B. Hamric, Consulting Member
John L. Nau III, Consulting Member

AGENDA

<table>
<thead>
<tr>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. REPORT BY THE COMMITTEE CHAIR (Mr. Caputo)</td>
</tr>
<tr>
<td>• Council of Foundations (Mr. Caputo to introduce Mr. John L. Nau III; Mr. Nau to report)</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>II. REPORTS BY THE SENIOR VICE PRESIDENT FOR DEVELOPMENT AND PUBLIC AFFAIRS (Mr. Sweeney)</td>
</tr>
<tr>
<td>2</td>
</tr>
<tr>
<td>A. Office of Engagement</td>
</tr>
<tr>
<td>B. Cash Flow</td>
</tr>
<tr>
<td>C. Campaign</td>
</tr>
<tr>
<td>D. Advancement Leadership Forum Benchmarking</td>
</tr>
</tbody>
</table>
UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: February 24, 2011

COMMITTEE: External Affairs

AGENDA ITEM: I. Report on the Council of Foundations

ACTION REQUIRED: None

BACKGROUND: The Council of Foundations brings together representatives from University-related fundraising foundations for discussions of common concern, including but not limited to the Campaign and fundraising, and other topics that support goals which benefit the University.

DISCUSSION: Mr. Nau will report on recent activities of the Council and provide a preview of upcoming meetings.
Mr. Sweeney will provide brief reports on the Office of Engagement, cash flow, Campaign, and Advancement Leadership Forum benchmarking.

Mr. Sweeney will report on recent activities and achievements by the Office of Engagement. The Office of Engagement, now in its sixth year of operation, continues to build and foster lifelong connections that strengthen the University’s relationship with alumni, parents, families, and friends through four engagement programs: Alumni Education, Cavalier Travels, UVA Clubs, and UVA Families. These programs annually support over 1,200 engagement activities throughout the world.

Mr. Sweeney will provide an update on philanthropic cash flow and Campaign achievement, including future support, to-date for fiscal year 2011. Through December 31, 2010, the Campaign stood at $2.3 billion, including $261.4 million in future support. This reflects 76.75% in Campaign achievement in 87.54% of Campaign time elapsed.

Philanthropic cash flow measures actual gifts received by the University during a specific fiscal year. It includes cash or cash equivalents received for philanthropic purposes; it does not include pledges or future support (bequest expectancies, annuities, etc.). Through December 31, 2010, cash flow stood at $122.87 million. This reflects an increase of 23.6% over the same period in FY-10.

Mr. Sweeney has joined with vice presidents from other high ranking public universities for a leadership-level dialogue about excellence and best practices in fundraising and institutional advancement. This multi-year project will bring unparalleled visibility into the key drivers of success in fundraising, and will establish a set of metrics that can be regularly tracked and shared within the leadership cohort in order to continuously improve performance.
Universities participating in the leadership forum include UCLA, Florida, UNC, OSU, Penn State, University of Toronto, UVa, and the University of Washington.