UNIVERSITY OF VIRGINIA  
BOARD OF VISITORS  
MEETING OF THE  
EXTERNAL AFFAIRS COMMITTEE  
NOVEMBER 11, 2011
EXTERNAL AFFAIRS COMMITTEE

Friday, November 11, 2011
3:00 – 4:00 p.m.
Board Room, The Rotunda

Committee Members:
A. Macdonald Caputo, Chair         John L. Nau III
Hunter E. Craig                     Timothy B. Robertson
Allison Cryor DiNardo               Edward D. Miller, M.D.
Marvin W. Gilliam Jr.               Helen E. Dragas, Ex-officio
Robert D. Hardie                    Gweneth L. West, Consulting Member
Mark J. Kington                     Jeffrey C. Walker, Consulting Member

AGENDA

I. REPORT BY THE COMMITTEE CHAIR (Mr. Caputo)
   • Council of Foundations (Mr. Caputo to introduce Mr. Jeffrey C. Walker, Chair of the Council of Foundations; Mr. Walker to report) 1

II. CONSENT AGENDA (Ms. Reynolds)
   • University-Related Foundation Representatives (Mr. Caputo to introduce Ms. Yoke San Reynolds; Ms. Reynolds to report) 2

III. REPORTS BY THE SENIOR VICE PRESIDENT FOR DEVELOPMENT AND PUBLIC AFFAIRS (Mr. Sweeney)
    • Vice President’s Remarks 4
      - Annual Giving
      - Philanthropic Cash Flow
      - Campaign

IV. EXECUTIVE SESSION
    Discussion and consideration of matters related to gifts, bequests, and fundraising activities as provided for in Section 2.2-3711(A)(8) of the Code of Virginia 6

V. NAMINGS REPORT (Written Report)
UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: November 11, 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. Walker will report on the Council’s October 27 meeting and Jeffersonian Dinners, along with other Council recent activities.
UNIVERSITY OF VIRGINIA
BOARD OF VISITORS CONSENT AGENDA

UNIVERSITY-RELATED FOUNDATION REPRESENTATIVES: Approves the
Board of Visitors representatives to the University-Related
Foundations.

The Board of Visitors’ Policy on University-Related
Foundations requires that each foundation board include a
representative of the Board of Visitors. The Board of Visitors
makes new appointments and confirms the list of existing
representatives annually.

ACTION REQUIRED: Approval by the External Affairs Committee and
by the Board of Visitors

APPROVAL OF THE BOARD OF VISITORS REPRESENTATIVES TO THE GOVERNING
BOARDS OF UNIVERSITY-RELATED FOUNDATIONS

RESOLVED, the following persons are ratified or confirmed as
representatives of the Board of Visitors to the governing boards of
the following University-Related Foundations:

<table>
<thead>
<tr>
<th>Foundation</th>
<th>Board of Visitors Representative</th>
<th>Term Ending</th>
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<tbody>
<tr>
<td>Alumni Association of the University of Virginia</td>
<td>Allison Cryor DiNardo</td>
<td>06/30/15*</td>
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<tr>
<td>The Alumni Board of Trustees of the University of Virginia Endowment Fund</td>
<td>J. Davis Hamlin</td>
<td>12/31/12</td>
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<tr>
<td>The College Foundation</td>
<td>W. Heywood Fralin</td>
<td>06/30/14</td>
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<tr>
<td>The University of Virginia’s College at Wise Alumni Association</td>
<td>Marvin W. Gilliam Jr.</td>
<td>06/30/14</td>
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<tr>
<td>The University of Virginia’s College at Wise Foundation, Inc.</td>
<td>Marvin W. Gilliam Jr.</td>
<td>06/30/14</td>
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<tr>
<td>Curry School of Education Foundation</td>
<td>John L. Nau III</td>
<td>06/30/15*</td>
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<tr>
<td>Darden School Foundation</td>
<td>The Hon. Lewis F. Payne</td>
<td>12/31/13</td>
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<tr>
<td>The Foundation of the State Arboretum at Blandy Experimental Farm</td>
<td>Richard S. Minturn</td>
<td>06/30/14</td>
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<td>Foundation</td>
<td>Board of Visitors Representative</td>
<td>Term Ending</td>
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<td>Healthcare Partners, Inc.</td>
<td>Vincent J. Mastracco Jr.</td>
<td>06/30/14</td>
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<td>The Jefferson Scholars Foundation</td>
<td>Hunter E. Craig</td>
<td>06/30/15*</td>
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<tr>
<td>Law School Alumni Association and The University of Virginia’s Law School Foundation</td>
<td>Gordon F. Rainey Jr.</td>
<td>12/31/12</td>
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<tr>
<td>McIntire School of Commerce Foundation</td>
<td>The Hon. Alan A. Diamonstein</td>
<td>06/30/13</td>
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<tr>
<td>Medical School Alumni Association and the University of Virginia’s Medical School Foundation</td>
<td>Sam D. Graham Jr. M.D.</td>
<td>06/30/13</td>
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<tr>
<td>The Miller Center Foundation</td>
<td>W. Heywood Fralin</td>
<td>06/30/13</td>
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<td>Osher Lifelong Learning Institute (OLLI) at The University of Virginia</td>
<td>Gary S. Nimax</td>
<td>06/30/13</td>
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<tr>
<td>The University of Virginia Patent Foundation</td>
<td>Randal J. Kirk</td>
<td>06/30/15*</td>
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<td>Rare Book School</td>
<td>Karin Wittenborg</td>
<td>12/31/13</td>
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<tr>
<td>The School of Architecture Foundation</td>
<td>George Keith Martin</td>
<td>06/30/15*</td>
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<tr>
<td>The University of Virginia Foundation and Subsidiaries</td>
<td>The Hon. Lewis F. Payne</td>
<td>06/30/15*</td>
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<td>University of Virginia Health Foundation</td>
<td>Edward D. Miller, M.D.</td>
<td>06/30/15*</td>
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<td>University of Virginia Investment Management Company</td>
<td>Mark J. Kington</td>
<td>06/30/15*</td>
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<td>University of Virginia Engineering Foundation</td>
<td>Kenneth M. Humphries</td>
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<td>University of Virginia Physicians Group</td>
<td>Edward D. Miller, M.D.</td>
<td>06/30/15*</td>
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<td>Virginia Athletics Foundation</td>
<td>Marvin W. Gilliam Jr.**</td>
<td>12/31/15*</td>
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<tr>
<td>Virginia Tax Foundation, Inc.</td>
<td>Joseph E. Gibson</td>
<td>12/31/12</td>
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* Denotes ratification required by the Board of Visitors
** Daniel R. Abramson will serve as BOV representative until 12/31/11
UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY

BOARD MEETING: November 11, 2011
COMMITTEE: External Affairs
AGENDA ITEM: III. Vice President’s Remarks
ACTION REQUIRED: None

DISCUSSION: Mr. Sweeney will provide brief updates on annual giving, philanthropic cash flow, and Campaign achievement, including future support, and strategies for the last phase of the Campaign.

ANNUAL GIVING

Mr. Sweeney and the Office of University Annual Giving continue to work with the University’s schools and units to implement the comprehensive plan to improve annual giving, including developing a common definition for annual giving and an "Annual Giving Performance Measures" (AGPM) report. The AGPM report is designed to show progress of annual giving fundraising overall and in individual schools, including total annual giving dollars and total donors for the past five years. The report will also include the numbers of donors in the following five measures:

1. Acquisition of Donors - New donors that year.
2. Retention of Any Donors - How many donors who gave last year also gave this year?
3. Retention of New Donors - Of those who gave for the first time last year, how many gave also this year (subset of previous measure)?
4. Donor Upgrade - How many of this year’s retained donors gave more this year than last year?
5. Reactivation - The number of donors who gave sometime in the past, but not last year, and then renewed this year.

PHILANTHROPIC CASH FLOW

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 September 30, 2011, cash flow stood at $66.2
million. This reflects an increase of 76.78% over the same period in FY11.

CAMPAIGN

Through September 30, 2011, the Campaign stood at $2.5 billion, including $295.7 million in future support, reflecting 83.66% of the campaign goal achieved.
NAMINGS REPORT

EXTERNAL AFFAIRS COMMITTEE
UNIVERSITY OF VIRGINIA

November 11, 2011
NAMINGS REPORT

The following namings do not require Board action; they are enumerated below as a matter of record.

**J. Sanford Miller Family Gallery:** The UVa Art Museum has named the second floor main gallery in the Bayly Building in honor of J. Sanford "Sandy" Miller and his family.

J. Sanford "Sandy" Miller graduated from the University in 1971 (BA, Drama; Phi Beta Kappa) and from Stanford Law School (JD '75) and Stanford Graduate School of Business (MBA '75). Mr. Miller serves on the University’s Campaign Executive Committee (CEC) and the National Committee on University Resources (NCOUR). He previously served as Trustee of the College Foundation. Mr. Miller is the past Chair of the University’s Arts Council and a new member of the UVa Art Museum’s Advisory Board. He is a Raven Society member and co-chairs the San Francisco Bay Area Jefferson Scholar Committee. Mr. Miller’s daughters, Christine Miller Droessler (A&S ‘04, Art History) and Charlotte L. Miller (A&S ’08, Art History), are also graduates of the University and work at leading art galleries in San Francisco. Mr. Miller and his wife, Vinie, are collectors of Chinese ink paintings.

**RICE HALL NAMINGS (School of Engineering):** Fourteen (14) rooms were named in the Information Technology Engineering Building/Rice Hall facility.

**Cohen Research Lab** - a research lab completed with the generous support of Andrew H. Cohen (ENGR '83) and Susan F. Cohen (A&S '82).

Mr. Cohen is currently the Vice President of Business Development, AnyTransactions, Inc. dba AnyTrax, which uses biometric voiceprint verification to assist agencies in supervising and ensuring compliance of individuals on probation and parole. Mr. Cohen received both his BS and MS in Systems Engineering from the University. He was in the first class of Rodman Scholars, a member of Trigon Engineering Society, and Student Council President. Mr. Cohen is a trustee for the Class of 1983 and was Co-Chair for the 25th reunion. Mrs. Cohen is a partner in Spring Oak Associates, a privately held marketing and advertising company. Her previous experience includes 12 years as an account executive at Apple Computer. Mrs. Cohen earned her BA in Economics from the University and an MBA from Harvard (1986). She is Phi Beta Kappa.
Davis Commons - a cyber-lounge completed with the generous support of Marguerite Cash Davis (ENGR '85) and Norwood H. Davis, Jr. (LAW '66).

Mrs. Davis, a 1985 graduate of the University, is a former trustee of Hampden-Sydney College and of the Virginia Engineering Foundation. She is a former member of the William & Mary Board of Visitors. Mrs. Davis owns the Davis Collection, a distinctive jewelry boutique in Richmond. Mr. Davis is a Senior Managing Director and Advisor at JPB Capital Partners, and Senior Managing Director at JPB Capital Partners II, L.P. He is a member of Advisory Board and Member of Business Advisory Council at University of Virginia School of Law. Mr. Davis attended The Executive Program at Darden in 1975. He earned a J.D. from the University of Virginia in 1966 and a B.S. from Hampden-Sydney College in 1963.

Wadsworth Conference Room - a conference room completed with the generous support of Robert M. (ENGR '82) and Theresa T. Wadsworth.

Mr. Wadsworth is a 1982 graduate of the University and a founding partner and managing director of HarbourVest Partners where his specialties are industrial and information technology sectors. He is a board member of several public and private companies, a trustee of the University of Virginia Engineering Foundation and co-Chair of the Capital Campaign, and serves as a trustee of both the Dana Hall School and St. Sebastian’s School. Mr. Wadsworth is also a graduate of Harvard (MBA '86) and a member of Tau Beta Pi, Engineering Honorary Society. Mrs. Wadsworth graduated from James Madison University in 1981. She is active as a UVaClub Parent Representative.

Gee Collaboration Room - a capstone room completed with the generous support of David S. (ENGR '76) and Michelle W. Gee.

Mr. Gee received a BS in Chemical Engineering from the University and a MS in Management, MIT '78. He is a member of the Tau Beta Phi Engineering Honors Society. Mr. Gee is a consultant with extensive experience throughout the energy industry. He is a member of the Board at C&D Technologies and a Trustee of the University of Virginia Engineering Foundation, also serving on the Strategic Planning Committee.
Hamlin Collaboration Room - a capstone room completed with the generous support of J. Davis (A&S '54, ENGR '59) and Winborne L. Hamlin.

Mr. Hamlin received his BA in Economics and BS in Electrical Engineering from the University. He was a member of the Raven Society and Trigon Engineering Society. Mr. Hamlin retired from EDS (Electronic Data Systems), where he was a Senior Vice president and former CFO and Board Member. He serves on the UVa Alumni Board of Trustees Endowment Fund.

Huffman Study Space - A student work space completed with the generous support of Steven L. (ENGR '05) and Dr. Katherine Babiarz Huffman (A&S '06, MED '10).

Mr. Huffman received his BS in Computer Science from the University and is the Co-Founder of Reddit, which was acquired by Conde Nast in 2006 and was at the time one of the largest social network sites. After leaving Reddit in 2009, he launched "hipmunk", a unique travel search site. Dr. Huffman received her degrees in Chemistry-Biochemistry and Medicine from the University.

Hunton Collaboration Room - A capstone room completed with the generous support of Richard O. Hunton, Sr. (ENGR '60).

Mr. Hunton received his BS in Mechanical Engineering from the University and a MBA from Fairleigh Dickinson University (cum laude). He is a director of the University of Virginia Engineering Foundation. Mr. Hunton served as a US Navy Engineering Officer on the USS Shangri La. He is Chairman and CEO of The Hunton Group, which purchased Houston Trane and is now the largest independent distributor of Trane solutions.

Kettler Collaboration Room - a capstone room completed with the generous support of David A. (ENGR '67, '70,'71) and Laura A. Kettler.

Mr. Kettler, who is deceased, was an Executive Director and Vice President of Science and Technology for BellSouth Corporation, Managing Director of HIG Capital, and President of DAK Solutions, LLC. He received all three degrees in Electrical Engineer from University.
Lacy Engineering Design Laboratory – a laboratory completed with the generous support of Linwood A. Lacy, Jr. (ENGR ’67, DARDEN ’69) and Constance C. Lacy (NURS ’66) and in honor of his father, Linwood A. (Bub) Lacy, Sr.

Mr. Lacy, Jr. received his BS in Chemical Engineering from the University and his MBA from Darden. He was a recipient of the Alpha Chi Sigma award for Chemical Engineering research. Mr. Lacy, a retired private investor, is a trustee of the University of Virginia Engineering Foundation. He is also on the Boards of NETGEAR, Inc., GTSI Corporation, and multiple other corporations. Mrs. Lacy received her BSN in Nursing from the University and worked as a registered nurse for the Commonwealth of Virginia before assuming her current position at the Chesterfield Mental Health Clinic.

Owen Collaboration Room – a capstone room completed with the generous support of Peyton H. Owen, Jr. (ENGR ’79, DARDEN ’84) and Susan L. Owen.

Mr. Owen received his BS in Mechanical Engineering from the University and MBA from Darden. He is a member of the Raven Society and Tau Beta Pi engineering Honor Society. Mr. Owen is President and Chief Operating Officer of The Lightstone Group LLC and Lightstone Value Plus Real Estate Investment Trust II. He is also on the Corporate Board of Directors for Prime Group Realty Trust.

Ramsey Classroom – a classroom completed with the generous support of Richard L. (ENGR ’76) and Ann W. Ramsey.

Mr. Ramsey is a past president of the Virginia Engineering Foundation and is currently a trustee. He received his BS in Engineering—Applied Mathematics from the University where he is a member of Phi Kappa Sigma, Eli Banana, and the Raven Society. Mr. Ramsey is a venture capitalist and a Director on the board of the Marie G. Dennett Foundation.

Raber Research Lab – a research lab completed with the generous support of Mr. Steven Raber and Mrs. Karen Raber. Their gift was in honor of their daughter, Katherine M. Raber (ENGR ’12)

Mr. Raber is the CEO of “Mark 10:27 Investments, LLC” and Executive Chairman of Purewire, Inc. Mrs. Raber is Donation Coordinator on the Corporate Board of “Clap for Jesus, Inc.”, an organization
founded to construct and assist a residential high school for boys and girls in the Western Region of Ghana. Mr. and Mrs. Raber serve on the Parents' Council of the University's School of Engineering.

The A. Thomas Young Boardroom - The Rice Hall boardroom was completed with the generous support of Martin Marietta in honor of A. Thomas Young (ENGR '61)

Mr. Young received his BS in Aerospace and Mechanical Engineering from the University. He chairs a committee of the Virginia Institute of Marine Science and is the Council Chairman of Accomack County.

The Olsson Auditorium - The Rice Hall Auditorium was completed with the generous support of C. Elis (ENGR '86) and Dudley Percy (A&S '86) Olsson.

Mr. Olsson received a BS in Systems and Information from the University and an MBA from the University of California, Berkeley in 1991. He was a Rodman Scholar. Mr. Olsson is married to Dudley Percy Olsson, who graduated from the University with a BA in English Language and Literature. Mr. Olsson is vice president and director of operations for Martinair, Inc., an aircraft charter and management company.