MEMORANDUM

TO: The External Affairs Committee:

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

and

The Remaining Members of the Board:

The Hon. Alan A. Diamonstein       Stephen P. Long, M.D.
W. Heywood Fralin                   George Keith Martin
Glynn D. Key                        Vincent J. Mastracco Jr.
Randal J. Kirk                      Jonathan B. Overdevest

FROM: Susan G. Harris

RE: Minutes of the Meeting of the External Affairs Committee on Friday, November 11, 2011

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:55 p.m., Friday, November 11, 2011, in the Board Room of the Rotunda; A. Macdonald Caputo, Chair, presided.
Present were Hunter E. Craig, Ms. Allison Cryor DiNardo, Marvin W. Gilliam Jr., Robert D. Hardie, Mark J. Kington, John L. Nau III, Timothy B. Robertson, and Ms. Helen E. Dragas, Rector.

Jeffrey C. Walker and Ms. Gweneth L. West, consulting members, were present as well.

Present also were the Honorable Alan A. Diamonstein, W. Heywood Fralin, Ms. Glynn D. Key, Stephen P. Long, M.D., George Keith Martin, Vincent J. Mastracco Jr., and Jonathan B. Overdevest.


Report on the Council of Foundations

Mr. Caputo introduced Mr. Jeffrey C. Walker, Chair of the Council of Foundations, to report on the activities of the Council. Mr. Walker said the Council's last meeting was held at the Brody Jewish Center at Hillel, a new center made possible by a gift from alumnus Dan Brody.

The Council heard directly from senior University leadership, including a briefing by Executive Vice President and Chief Operating Officer Michael Strine on the process for moving to a new budget model, and a report on annual giving from Senior Vice President Robert Sweeney. Vice President for Research Tom Skalak briefed the Council on the strides being made in collaboration across disciplines in OpenGrounds, a program run by Architecture professor William Sherman.

In the interest of fostering collaboration, the Council has developed a list of professors from across the University engaged in interesting and collaborative work, and using it to create opportunities for closer relationships with donors and prospects. An example is the three "Jeffersonian Dinners" held on October 27th. This gave 12-14 persons, which included a mix of prospects, professors, and students, the opportunity for focused discussion on a specific topic, linking donor passions to key efforts ongoing on Grounds. The Council encourages the
Foundations to use this model, making the University more accessible and collaborative.

The next regular meeting of the Council will be February 23, 2012.

He closed with a mention of concerns about graduates finding jobs. They will spend time in February on career planning and placement.

University-Related Foundation Representatives

The Chair thanked Mr. Walker for his report and introduced Ms. Yoke San L. Reynolds, Vice President and Chief Financial Officer, to present the annual list of Board representatives to University-related foundations. Board representatives can serve a maximum of two terms.

On motion, the committee adopted the following resolution and recommended it to the full Board for approval:

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:

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<thead>
<tr>
<th>Foundation</th>
<th>Board of Visitors Representative</th>
<th>Term Ending</th>
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<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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<td>Curry School of Education Foundation</td>
<td>John L. Nau III</td>
<td>06/30/15*</td>
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<td>Foundation</td>
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<td>Darden School Foundation</td>
<td>The Hon. Lewis F. Payne</td>
<td>12/31/13</td>
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<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>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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<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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<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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<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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<tr>
<td>University of Virginia Engineering Foundation</td>
<td>Kenneth M. Humphries</td>
<td>12/31/13</td>
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Vice President’s Remarks

The Chair thanked Ms. Reynolds and introduced Mr. Robert D. Sweeney, the Senior Vice President for Development and Public Affairs, to give an update on philanthropic cash flow, campaign achievement, and annual giving.

Mr. Sweeney said the campaign has exceeded the $2.5 billion mark as of September 30, 2011. There is a real uptick in realized expectancies and bequests. Mr. Sweeney explained that philanthropic cash flow measures actual gifts received by the University during a specific fiscal year, but does not include pledges. Through September 30th, cash flow was $66.2 million, an increase of 76.78% over last year.

A number of the units are showing impressive growth this year, including an increase in small donors through annual giving programs. The Office of University Annual Giving works with the University’s schools to increase annual giving, using a comprehensive plan and developing an “Annual Giving Performance Measures” (AGPM) report. The AGPM report will help schools measure the progress of their annual giving fundraising. The report will give detailed information on donors, including new donors, and the retention, upgrade, and reactivation of donors.

The phonathon program has changed; they are now charging per gift rather than per call. If they don’t secure a gift, the schools do not have to pay.

Parent programming has evolved, and Mr. Sweeney complimented Mr. Faulders on helping the transition from the Alumni Association to the Office of Development and Public Affairs. A series of events during Family Weekend went quite well.
Mr. Sweeney said his office and President Sullivan have had a very busy fall traveling and meeting with potential donors and others. Dallas, Northern Virginia, and New York City were visited, and not just to meet prospects but also to engage with alumni.

Mr. Sweeney said they have created a central database for development positions among the foundations and the central office, and they have implemented a number of initiatives to train and retain development officers.

Mr. Sweeney said among the items in the namings report a couple should be mentioned: a gallery in the Art Museum will be named after Sandy Miller, an important patron of and donor to the arts, and the interior spaces in Rice Hall will be named after some of the most important donors to the University.

In response to a question, Mr. Sweeney said an annual gift is an expendable gift that may be expended in the current year for operating support. Annual gifts average about 10-12% of the annual cash flow.

The committee adopted the following motion and went into Executive Session at 3:25 p.m.:

That the External Affairs Committee of the Board of Visitors go into Executive Session to discuss fund-raising and potential gifts to the University in connection with our Campaign, as provided for in Section 2.2-3711 (A)(8) of the Code of Virginia.

The committee resumed its meeting in Open Session at 4:00 p.m. and adopted the following resolution certifying that its discussions in Executive Session had been held in accordance with the exemptions permitted by the Virginia Freedom of Information Act:

That we vote on and record our certification that, to the best of each Board member’s knowledge, only public business matters lawfully exempted from open meeting requirements and which were identified in the motion(s) authorizing the closed session, were heard, discussed or considered in closed session.
The namings report is attached to these minutes.

The Chair adjourned the meeting at 4:00 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
NAMINGS REPORT

EXTERNAL AFFAIRS COMMITTEE
UNIVERSITY OF VIRGINIA

November 11, 2011
The following naming does not require Board action; it is 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 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.