AGENDA

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

II. REPORTS BY THE SENIOR VICE PRESIDENT FOR DEVELOPMENT 2
   AND PUBLIC AFFAIRS (Mr. Sweeney)
• Vice President’s Report
  1. Philanthropic Cash Flow
  2. Campaign
  3. Annual Giving
  4. Office of Engagement (Mr. Sweeney to introduce
     Ms. Cynthia S. Fredrick; Ms. Fredrick to report)

III. NAMINGS REPORT (written)
BOARD MEETING: September 16, 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 recent activities of the Council, along with a preview of upcoming meetings.
Mr. Sweeney will provide updates on philanthropic cash flow, campaign strategy, annual giving, and the Office of Engagement.

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 June 30, 2011, cash flow stood at $229 million. This reflects an increase of 12.4 percent over the same period in FY-10.

Through June 30, 2011, the Campaign stood at $2.44 billion, including $288.6 million in future support. This reflects 81.4 percent in Campaign achievement in 93.7 percent of Campaign time elapsed.

Vital to the Campaign are the ongoing efforts of the Office of Engagement (OE), the University’s leading producer of engagement activities through five programs: Alumni Education, Cavalier Travels, UVaClubs, UVaFamilies, and the Engagement Community of U.Va. Professionals. OE strives to create a diverse portfolio of activities to provide meaningful opportunities that appeal to the varied interests of over 300,000 alumni, parents, and friends. The University’s alumni and parent engagement efforts have become one of the best in class in higher education as reflected by receiving two Grand Awards and one Award of Excellence from CASE III in the last three consecutive years.

During the past year, the following focus areas produced a record number of activities:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Activities</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Admission and New Student Outreach</td>
<td>300</td>
<td>21%</td>
</tr>
<tr>
<td>Social and Networking</td>
<td>299</td>
<td>21%</td>
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<tr>
<td>Educational, Cultural, Travel</td>
<td>286</td>
<td>20%</td>
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<tr>
<td>Athletic and Sports Watching</td>
<td>220</td>
<td>16%</td>
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<tr>
<td>Business and Annual Meetings</td>
<td>169</td>
<td>12%</td>
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<tr>
<td>Volunteer Community Service</td>
<td>130</td>
<td>9%</td>
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NAMINGS REPORT

EXTERNAL AFFAIRS COMMITTEE
UNIVERSITY OF VIRGINIA

September 16, 2011
NAMINGS REPORT

The following naming does not require Board action; it is enumerated below as a matter of record.

William E. Pease Rehearsal Hall
(Hunter Smith Band Building)

The 4,000 square foot rehearsal room in the Hunter Smith Band Building has been named the William E. Pease Rehearsal Hall. William E. “Bill” Pease, a Virginia Beach native, became the first director of the Cavalier Marching Band when it was formed in 2003. Within several years, the band grew to include more than 275 enthusiastic members, providing students with unique leadership and performance opportunities. A University faculty member, Mr. Pease also directs the University’s Wind Ensemble and the Cavalier Basketball Band. Using his knowledge and expertise as a musician and band director, Bill played a vital role in the design of the Hunter Smith Band Building. The band rehearsal room is named for Mr. Pease in recognition of his leadership of the Cavalier Marching Band and his commitment to enhancing band programs at the University.