

June 13, 1997

MEMORANDUM

TO: The External Affairs Committee:

Henry L. Valentine, II, Chair
John P. Ackerly, III
Charles M. Caravati, Jr., M.D.
T. Keister Greer
Elsie Goodwyn Holland
Terence P. Ross
Albert H. Small
Elizabeth A. Twohy
Hovey S. Dabney, Ex Officio

and

The Remaining Members of the Board:

Franklin K. Birckhead	Kristine L. LaLonde
Champ Clark	C. Wilson McNeely, III
William G. Crutchfield, Jr.	Walter F. Walker
William H. Goodwin	James C. Wheat, III

FROM: Alexander G. Gilliam, Jr.

SUBJECT: Minutes of the Meeting of the External
Affairs Committee on June 13, 1997

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 8:40 a.m., Friday, June 13, 1997, in the East Oval Room of the Rotunda; Henry L. Valentine, II, Chair, presided. John P. Ackerly, III, Charles M. Caravati, Jr., Mrs. Elsie Goodwyn Holland, Terence P. Ross, Ms. Elizabeth A. Twohy, and Hovey S. Dabney, Rector, were present. Also present were Franklin K. Birckhead, Champ Clark, William G. Crutchfield, Jr., William H. Goodwin, Jr., C. Wilson McNeely, III, and Ms. Kristine LaLonde; as well as John T. Casteen, III, Alexander G. Gilliam, Jr., Robert D. Sweeney, Paul J. Forch, Leonard W. Sandridge, Jr., Ernest H. Ern, Peter W. Low, Robert W. Cantrell, Ms. Colette Capone, Don E. Detmer, Ms. Polley Ann McClure, William W. Harmon, Terry Holland, Ms. Elizabeth A. Flanagan, and Ms. Jeanne Flippo Bailes.

The Chair asked Mr. Sweeney, Vice President for Development, to present the Agenda.

Mr. Sweeney told the Committee that the University's Planned Giving Program ranks second in the country among public institutions in the amount of money collected - \$15.5m in the past year. The University of California at Los Angeles is first and the Pennsylvania State University is third, by some \$6m. One must remember that the University of Virginia has fewer faculty, students, and alumni than these institutions.

Mr. Sweeney introduced Ms. Elizabeth Flanagan, Director of Planned Giving, and asked her to describe the proposed new Planned Gift Acceptance Policy, to replace the previous Policy approved by the Board in 1982.

Ms. Flanagan gave a brief overview of the Policy. The new Policy reflects the considerable changes that have taken place in Planned Giving over the last 15 years. She noted that the roles of the Alumni Association, the University of Virginia Foundation and the University of Virginia Real Estate Foundation in Planned Giving have changed enormously over the years. The new Policy clarifies relationships among the various foundations, and it takes into account new developments in information technology which make much easier information storage, retrieval and sharing among the various entities at the University involved in Planned Giving.

The Committee adopted a resolution approving the new Planned Giving Policy, and recommended it to the full Board for approval (see Minutes of the meeting of the Board of Visitors, June 14, 1997).

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On motion, the meeting was adjourned at 8:50 a.m.

AGG:jb

- Copies to: Mr. John T. Casteen, III
- Mr. Paul J. Forch
- Dr. Robert W. Cantrell
- Mr. Peter W. Low
- Mr. Leonard W. Sandridge
- Mr. Robert D. Sweeney
- Mr. Ernest H. Ern
- Mr. William W. Harmon
- Ms. Colette Capone
- Ms. Polley Ann McClure
- Dr. Don E. Detmer
- Mr. Terry Holland
- Mr. L. Jay Lemons
- Ms. Louise Dudley