

January 23, 1998

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, II
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 January 23, 1998

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 10:10 a.m., Friday, January 23, 1998 in the East Oval Room of the Rotunda; Henry L. Valentine, II, Chair, presided. John P. Ackerly, III, Charles M. Caravati, Jr., M.D., T. Keister Greer, Mrs. Elsie Goodwyn Holland, Albert H. Small, and Ms. Elizabeth A. Twohy were present.

Walter F. Walker was present as well.

Also present were John T. Casteen, III, Leonard W. Sandridge, Jr., Alexander G. Gilliam, Jr., Robert D. Sweeney, and Ernest H. Ern.

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

Mr. Sweeney discussed in some detail the plans for the 1998 Reunions Weekend, set for June 5-7. It will be the second year that all nine undergraduate reunion classes will be returning. Last year, there was a 16% participation rate for all classes with an attendance of 3511. The goal this year is to have 20% of each class return. A Reunion giving program has been organized by the Development Office and the various class Reunion committees, who have set a goal of \$3,875,000 for this year.

Mr. Sweeney also discussed the Lawn Society as it has been restructured, follow up plans for the regional kickoffs, and fundraising for historic preservation.

In his customary report on philanthropic cash flow, which covered the period October 1st-November 30th, 1997, Mr. Sweeney said \$55.7million has been received, which is \$25.4million more than during the same period of the previous fiscal year. He said he expected the Campaign this year would exceed last year's record \$109million cash flow.

As for total Campaign figures to date, Mr. Sweeney reported that as of November 30th, the total stood at \$596million, to which can be added \$54million in future support gifts.

Finally, Mr. Sweeney gave the annual report on University-related foundations.

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On motion, the meeting was adjourned at 10:45 a.m.

AGG:lh

Copies to: Mr. John T. Casteen, III
Mr. Paul J. Forch
Dr. Robert W. Cantrell
Mr. Peter W. Low
Mr. Leonard W. Sandridge, Jr.
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