

October 10, 1998

MEMORANDUM

TO: The External Affairs Committee:

T. Keister Greer, Chair
Charles M. Caravati, Jr., M.D.
Elsie Goodwyn Holland
Timothy B. Robertson
Terence P. Ross
Albert H. Small
Henry L. Valentine, II
John P. Ackerly, III, Ex Officio

and

The Remaining Members of the Board:

Champ Clark	Walter F. Walker
William G. Crutchfield, Jr.	Benjamin P.A. Warthen
William H. Goodwin, Jr.	James C. Wheat, III
Elizabeth A. Twohy	Joseph E. Wolfe
J. Michael Allen	

FROM: Alexander G. Gilliam, Jr.

RE: Minutes of the Meeting of the External Affairs
Committee

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 11:15 a.m., Saturday, October 10, 1998, in the East Oval Room of the Rotunda; T. Keister Greer, Chair, presided. Charles M. Caravati, Jr., Mrs. Elsie Goodwyn Holland, Timothy B. Robertson, Terence P. Ross, Henry L. Valentine, II, and John P. Ackerly, III, Rector, were present. Also present were Champ Clark, William G. Crutchfield, Jr., William H. Goodwin, Jr., Ms. Elizabeth A. Twohy, Benjamin P.A. Warthen, James C. Wheat, III, Joseph E. Wolfe, and J. Michael Allen; as well as John T. Casteen, III, Alexander G. Gilliam, Jr., Paul J. Forch, Robert D.

Sweeney, Leonard W. Sandridge, Jr., Peter W. Low, Ernest H. Ern, Ms. Polley Ann McClure, Gene D. Block, Terry Holland, John B. Syer, and Ms. Jeanne Flippo Bailes.

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

Mr. Sweeney asked Mr. Sandridge, Executive Vice President and Chief Financial Officer, to present the two resolutions on the Consent Agenda. The first resolution was the annual resolution of the Board appointing Board of Visitors representatives to the governing boards of University-related foundations.

The second resolution, Mr. Sandridge explained, reflected the Articles of Incorporation of the Patent Foundation which allow the Board of Visitors to recommend at least two persons for membership on the Patent Foundation Board of Directors. The resolution called for the appointment of Mr. Low, the Provost, and Dr. John C. Herr of the School of Medicine.

On motion, the Committee adopted the two resolutions and recommended them to the full Board for approval (see Minutes of the meeting of the Board of Visitors, October 10, 1998).

Mr. Sweeney then introduced Mr. John B. Syer, Director of the Alumni Association. In doing so, he observed that for him the proudest achievement of the development community over the last several years has been the relationships that have evolved among the various elements of the community. For this, he said, Mr. Syer deserves much of the credit.

Mr. Syer told the Committee that the Alumni chapters need strengthening and that this is a principal concern of the Alumni Association at this point. He discussed ways in which he thinks chapter programs may be made more appealing to alumni.

Finally, Mr. Sweeney gave a report on the Campaign and on the activities of the Development Office. Development efforts at the University must continue to be measured against those of the other top institutions. Mr. Sweeney the top 25 institutions, public and private, in the success

of its fund raising efforts. If rankings are done on the basis of success per alumnus, the University ranks fifth in all categories except corporate giving. Comparing the University to other schools, Mr. Sweeney said, would put us more in the category of a "public ivy" than a public institution: in these rankings, the University resembles Cornell or Duke or the University of Pennsylvania or Johns Hopkins University than it does a University of Michigan or a University of California. The latter institutions are substantially larger than the University and have much larger pools of alumni to rely on for support.

Annual giving continues to grow and there were 5300 new donors last year. In fact, using 1992 as a base year, gifts to the University, giving to the University increased by 151% between 1992 and 1998, as opposed to the national figure of a 30% increase in philanthropy.

Mr. Sweeney concluded his report with an outline of development strategies for the remainder of the Campaign.

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On motion, the meeting was adjourned at 11:40 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, Jr.
Mr. Robert D. Sweeney
Mr. Ernest H. Ern
Mr. William W. Harmon
Ms. Colette Capone
Ms. Polley Ann McClure
Mr. Gene D. Block
Mr. L. Jay Lemons
Mr. Terry Holland
Ms. Louise Dudley