

October 15, 1999

MEMORANDUM

TO: The External Affairs Committee:

Timothy B. Robertson, Chair
Charles M. Caravati, Jr., M.D.
Elsie Goodwyn Holland
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	Elizabeth A. Twohy
William G. Crutchfield, Jr.	Walter F. Walker
William H. Goodwin, Jr.	Benjamin P.A. Warthen
T. Keister Greer	James C. Wheat, III
Robert G. Schoenvogel	Joseph E. Wolfe

FROM: Alexander G. Gilliam, Jr.

SUBJECT: Minutes of the Meeting of the External Affairs Committee
on October 15, 1999

The External Affairs Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 10:50 a.m., Friday, October 15, 1999, in the East Oval Room of the Rotunda; Timothy B. Robertson, Chair, presided. Charles M. Caravati, Jr., M.D., Mrs. Elsie Goodwyn Holland, Albert H. Small, Henry L. Valentine, II, and John P. Ackerly, III, Rector, were present. Champ Clark, William G. Crutchfield, Jr., Ms. Elizabeth A. Twohy, Walter F. Walker, Benjamin P.A. Warthen, James C. Wheat, III, Joseph E. Wolfe, and Robert G. Schoenvogel also were present; as were John T. Casteen, III, Leonard W. Sandridge, Jr., Alexander G. Gilliam, Jr., Paul J. Forch, Robert D. Sweeney, Ernest H. Ern, Peter W. Low, Robert W. Cantrell, M.D., Gene D. Block, William W. Harmon, Robert E.

Reynolds, M.D., Terry Holland, L. Jay Lemons, Charles B. Fitzgerald, David H. Ibbeken, and Ms. Jeanne Flippo Bailes.

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

Mr. Sweeney commented first on the progress of the Capital Campaign to date: Fiscal Year 1999 has been the best year so far; \$946.9m had been raised by the end of July; it is almost certain that the \$1b goal will be met a year ahead of schedule. The original goal of \$20m for Scott Stadium was increased to \$25m last winter, of which \$19m had been raised by last month. Seventeen of the 44 suites at the Stadium have been sold, with commitments made for several more.

After citing more Campaign statistics, Mr. Sweeney observed that only twenty institutions have attempted \$1b campaigns. "Where," he asked, "do we go from here?", by way of introducing a discussion of post-Campaign planning.

Last year, Mr. Sweeney said, a committee with a broad base across the University was formed to discuss institutional needs and how to address them after the Campaign. Mr. Charles Fitzgerald, Associate Vice President for Development, is chair of the committee and Mr. Sweeney asked him to report.

Mr. Fitzgerald described the methodology of the committee's inquiry. The committee has identified significant needs that will not be met by the current Campaign and has concluded it is important that aggressive fundraising continue beyond December, 2000, the end of the Capital Campaign.

Mr. Fitzgerald introduced Mr. David Ibbeken, a member of the committee and Executive Director of the Law School Foundation. Mr. Ibbeken described in some both the unmet needs of the University and the enthusiasm of the various schools for continuing serious fundraising efforts.

The committee, he said, envisions two campaigns between now and 2025, one running from 2005 to 2012 and the other from 2017 to 2025. The committee very likely will recommend the preparation of a 5-year plan to cover the years 2001-2006; the plan would review anticipated university-wide funding needs and assess the University's fund raising capacity. Benchmarks must be established for increasing annual philanthropic cash flow; currently, he pointed out, the University raises \$130m a

year but that amount will have to be increased if the University is to keep pace with its private peers.

The committee will recommend, too, that the College's development operations be strengthened. Mr. Ibbeken pointed out that "the College has an upside no other unit has and that potential must be fully tapped."

Above all, Mr. Ibbeken emphasized, there must be a well thought out plan for the years ahead.

Mr. Sweeney summed up the presentation by saying that volunteers and staff are in place, the prospects are identified and the stage is set for a continuation of the efforts begun in the Capital Campaign.

Mr. Crutchfield and Mr. Wheat expressed concerns about capital construction needs not met by the Campaign. The President gave a brief overview of State and University policies on capital construction.

Mrs. Holland said that some form of recognition ought to be devised for small donors.

The Chair expressed, on behalf of the Committee and the full Board, thanks to the volunteer leadership of the Campaign.

The Chair then asked Mr. Sandridge, Executive Vice President and Chief Financial Officer, to present the final item on the Agenda, a Consent Resolution approving the annual designation of the Board's representatives on the governing boards of University-related foundations.

On motion, the Committee adopted a resolution approving the Board's representatives on the governing boards of University-related foundations, and recommended it to the full Board for approval (see Minutes of the meeting of the Board of Visitors, October 16, 1999).

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On motion, the meeting was adjourned at 11:30 a.m.

AGG:jb

Copies to: Mr. John T. Casteen, III
Mr. Paul J. Forch
Mr. Gene D. Block
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 Sheehy
Dr. Robert Reynolds
Mr. Terry Holland
Mr. L. Jay Lemons
Ms. Louise Dudley