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 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).

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          Dr. Don E. Detmer
            Mr. William W. Harmon     Mr. Terry Holland
            Ms. Colette Capone        Mr. L. Jay Lemons
            Ms. Polley Ann McClure    Ms. Louise Dudley