

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS**

**Meeting of the
Advancement Committee**

December 5, 2019

ADVANCEMENT COMMITTEE

Thursday, December 5, 2019

2:45 – 3:30 p.m.

Board Room, The Rotunda

Advancement Committee Members:

John A. Griffin, Chair

James V. Reyes, Vice Chair

Robert D. Hardie

Angela Hucles Mangano

James B. Murray Jr., Ex-officio

AGENDA

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**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY**

BOARD MEETING: December 5, 2019

COMMITTEE: Advancement

AGENDA ITEM: I. Remarks by the Committee Chair

ACTION REQUIRED: None

DISCUSSION: The Committee Chair, Mr. John Griffin, will welcome guests and provide an overview of the meeting agenda.

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY**

BOARD MEETING: December 5, 2019

COMMITTEE: Advancement

AGENDA ITEM: II. Fundraising and Campaign Progress Report

ACTION REQUIRED: None

BACKGROUND: Philanthropic cash flow measures actual gifts received by the University during a specific fiscal year. It includes cash or cash equivalents received for philanthropic purposes; it does not include pledges or future support (bequest expectancies, annuities, etc.). New commitments include new gifts, private grants, bequests, deferred gifts, donor-advised fund gifts, and non-binding commitments; pledge payments are excluded from new commitments.

Through September 30, cash flow for FY 2020 was \$65 million, an increase of 64% compared to the previous fiscal year. New commitments for FY 2020 (new gifts and new pledge amounts) stood at \$85 million, an increase of 2% over the same period in FY 2019. When combined with new future support, total commitments reached \$97 million, a 10% decrease over the previous year.

University of Virginia Fundraising Progress Report for Fiscal Year 2020 through September 30, 2019

School/Area	Philanthropic Cash Flow (1)	Cash Flow % change from FY 2019*	New Commitments (2)	New Commitments % change from FY 2019*	New Future Support (3)	Total Commitments (4)	Total Commitments % change from FY 2019*
Architecture School / Foundation	\$216,630.32	-59.49	\$253,557.31	-67.46	\$50,000.00	\$303,557.31	-82.94%
College of Arts & Sciences / Fdn	\$10,581,844.81	141.37	\$9,791,136.61	86.29	\$1,210,000.00	\$11,001,136.61	105.40%
Blandy Farm / FOSA	\$106.00	-97.96	\$106.00	-97.96	\$0.00	\$106.00	-97.96%
McIntire School of Commerce / Fdn	\$6,638,154.82	764.75	\$4,939,707.00	575.22	\$305,838.00	\$5,245,545.00	617.02%
School of Continuing & Prof. Studies	\$100,055.83	-67.06	\$30.84	-99.99	\$0.00	\$30.84	-99.99%
Darden School / Foundation	\$1,609,189.71	-44.42	\$11,288,280.95	265.83	\$487,500.00	\$11,775,780.95	45.64%
Curry School of Education / Fdn	\$5,878,764.71	1,407.63	\$11,001,053.85	564.69	\$0.00	\$11,001,053.85	564.69%
Engineering School / Foundation	\$1,291,164.26	183.89	\$1,322,123.60	171.48	\$1,175,400.00	\$2,497,523.60	129.76%
Law School / Foundation	\$3,037,331.36	73.35	\$892,771.17	-63.12	\$1,000,001.00	\$1,892,772.17	-36.43%
Batten School / Foundation	\$208,202.91	31.78	\$592,969.34	275.25	\$0.00	\$592,969.34	41.85%
Health System:							
Medical School / Foundation	\$6,195,395.06	-40.96	\$4,526,094.40	-51.55	\$353,944.61	\$4,880,039.01	-75.24%
Medical Center	\$520,852.29	63.15	\$427,702.11	9.45	\$0.00	\$427,702.11	9.45%
School of Nursing	\$572,682.63	-31.06	\$299,653.08	-71.19	\$0.00	\$299,653.08	-71.19%
Subtotal for Health System	\$7,288,929.98	-37.40	\$5,253,449.59	-51.24	\$353,944.61	\$5,607,394.20	-73.48%
Athletics / Foundation	\$8,890,194.77	51.57	\$17,692,039.80	235.55	\$25,000.00	\$17,717,039.80	224.63%
Jefferson Scholars Foundation	\$2,186,339.90	180.83	\$2,374,418.24	310.09	\$325,718.63	\$2,700,136.87	366.34%
Miller Center / Foundation	\$456,722.29	106.66	\$166,792.99	57.61	\$0.00	\$166,792.99	57.61%
Rector & Visitors	\$5,079,387.35	8.04	\$7,596,199.32	-83.00	\$5,000,001.50	\$12,596,200.82	-74.55%
Center for Politics	\$580,419.58	254.54	\$28,553.15	-86.47	\$0.00	\$28,553.15	-86.47%
Jeffersonian Grounds Initiative	\$205,939.18	86.71	\$68,867.34	12.49	\$35,000.00	\$103,867.34	-90.21%
Fralin Museum of Art	\$12,756.28	-70.53	\$15,689.20	-98.98	\$0.00	\$15,689.20	-98.98%
University Library	\$6,893,389.54	629.87	\$6,979,893.28	639.53	\$1,900,001.50	\$8,879,894.78	840.84%
Virginia Humanities	\$192,828.50	20.28	\$177,838.50	18.45	\$0.00	\$177,838.50	-28.91%
Women's Center	\$1,750.05	-83.55	\$1,305.20	-87.62	\$0.00	\$1,305.20	-87.62%
UVA Fund	\$2,500,359.33	1.93	\$2,505,361.77	-5.09	\$0.00	\$2,505,361.77	-6.04%
Alumni Association	\$736,021.77	176.36	\$1,443,970.53	134.65	\$1.00	\$1,443,971.53	-13.44%
UVA's College at Wise/Foundation	\$817,356.38	-1.17	\$699,770.05	10.22	\$0.00	\$699,770.05	10.22%
Totals	\$65,403,839.63	64.19%	\$85,085,885.63	2.37%	\$11,868,406.24	\$96,954,291.87	-10.36%

(1) Includes gifts, pledge payments, private grants, and deferred (irrevocable) gifts.

(2) Includes new gifts, private grants, bequests, deferred (irrevocable) gifts, donor-advised fund gifts, and non-binding commitments. Pledge payments are excluded.

(3) Includes expectancies (revocable gifts).

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY**

BOARD MEETING: December 5, 2019

COMMITTEE: Advancement

AGENDA ITEM: III. Discussion: Bridging the Honor the Future Campaign and the Great and Good Strategic Plan

ACTION REQUIRED: None

DISCUSSION: In August 2019, the Board of Visitors approved the University's strategic plan, *A Great and Good University: The 2030 Plan*. Since the plan's approval, the University's advancement and volunteer leadership have met to begin to identify those initiatives within the plan that align with the *Honor the Future* Campaign and thus are candidates for philanthropic support. Led by President Ryan and joined by Peter Grant, chair of the *Honor the Future* campaign, members of the Advancement Committee will be asked to share their thoughts on the intersections between the plan and the campaign.

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AGENDA ITEM: IV. Campaign Launch Recap and Next Steps

ACTION REQUIRED: None

BACKGROUND: Peter M. Grant II (College '78; Darden '86) was named chair of the *Honor the Future* Campaign in April 2017. Mr. Grant will report on the success of the recent public campaign launch weekend, held on October 11-13, 2019. A video will be presented to showcase special events and highlights from the weekend's festivities. Mr. Grant will also share updates on the campaign executive committee.

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS AGENDA ITEM SUMMARY**

BOARD MEETING: December 5, 2019

COMMITTEE: Advancement

AGENDA ITEM: V. Rosenstiel Gift Report

BACKGROUND: In 1996, the University received gifts from the American Institute of Polish Culture, a tax-exempt private entity, to establish a Chair of Polish Studies. In 2003, the University agreed to return a significant portion of that gift to the Institute, retaining \$150,000 to be used to provide financial support for programs, forums, lectures, research, the publication of scholarly papers relating to Poland, and similar purposes, to be administered by the Center for Russian and East European Studies. Since 2003, the Center, now the Center for Russian, East European, and Eurasian Studies, has used the funds to support its Polish Lecture Series. Over the years, leadership of the American Institute of Polish Culture have repeatedly expressed unhappiness with the University's use of their gift. After multiple conversations with University leadership, in September of this year the Founder and President of the Institute, Lady Blanka Rosenstiel, a part-time resident of Charlottesville, provided a written request asking the University to return all remaining funds in the lecture series account to the Institute.

DISCUSSION: The University has made a sustained good-faith effort to appropriately utilize and steward the remainder of the Institute's gift. The gift is not of sufficient size to support the donor's vision, yet the donor is unwilling either to increase the endowment corpus or accept programming more in line with the fund's current market value (approximately \$230,000). University faculty, staff and administrators have spent an inordinate amount of time trying to meet the donor's expectations to no avail. Returning the funds will allow the Institute to find a more suitable home for their desired programming, with minimal impact—financially or programmatically--on the Center for Russian, East European, and Eurasian Studies.

ACTION REQUIRED: Approval by the Advancement Committee and by the Board of Visitors

RETURN OF GIFT FUNDS TO THE AMERICAN INSTITUTE OF POLISH CULTURE

WHEREAS, in 1996, the University received gifts from the American Institute of Polish Culture, a tax-exempt private entity, to establish a Chair of Polish Studies; and

WHEREAS, in 2003, the University agreed to return a significant portion of that gift to the Institute, retaining \$150,000 to be used to provide financial support for programs, forums, lectures, research, the publication of scholarly papers relating to Poland, and

similar purposes, to be administered by the Center for Russian and East European Studies;
and

WHEREAS, the University has made a good faith effort to utilize and steward this gift appropriately but, in the opinion of the Institute's leadership, has failed to meet the donor's original intent; and

WHEREAS, on September 22, 2019, the Founder and President of the American Institute of Polish Culture provided a written request asking the University to return the remaining funds to the Institute; and

WHEREAS, it is in the best interests of the University and the donors to honor this request and return the funds;

RESOLVED, the Board of Visitors authorizes the Executive Vice President and Chief Operating Officer to transfer to the American Institute of Polish Culture the balance of funds remaining in this account as of the day of this action.