



THE RECTOR AND VISITORS OF THE
UNIVERSITY OF VIRGINIA

March 5, 2020

MEMORANDUM

TO: The Advancement Committee:

John A. Griffin, Chair
James V. Reyes, Vice Chair
Robert D. Hardie
Angela Hucles Mangano
James B. Murray Jr., Ex Officio

and

The Remaining Members of the Board:

Robert M. Blue	Barbara J. Fried
Mark T. Bowles	Louis S. Haddad
L. D. Britt, M.D.	Maurice A. Jones
Whittington W. Clement	Babur B. Lateef, M.D.
Frank M. Conner III	C. Evans Poston Jr.
Elizabeth M. Cranwell	Peter C. Brunges
Thomas A. DePasquale	Derrick Wang

FROM: Susan G. Harris

SUBJECT: Minutes of the Meeting of the Advancement Committee on March 5, 2020

The Advancement Committee of the Board of Visitors of the University of Virginia met, in Open Session, at 2:48 p.m. on Thursday, March 5, 2020, in the Board Room of the Rotunda. Mr. John A. Griffin, Chair, presided.

Committee members present were James B. Murray Jr., James V. Reyes, Robert D. Hardie, and Angela Hucles Mangano.

L.D. Britt, M.D., Elizabeth M. Cranwell, Barbara J. Fried, Louis S. Haddad, Babur B. Lateef, M.D., Peter C. Brunjes, and Derrick Wang were also present.

Present as well were James E. Ryan, Jennifer Wagner Davis, M. Elizabeth Magill, Margaret S. Grundy, Susan G. Harris, Timothy J. Heaphy, Donna P. Henry, John C. Jeffries Jr., Mark M. Luellen, David W. Martel, David Moltz, and Debra D. Rinker.

Rob Allen, Peter Grant, and Pamela Cipriano presented.

Mr. Griffin opened the meeting. After reviewing the agenda, he introduced the Dean of the School of Nursing Pamela Cipriano.

Discussion: School of Nursing Significant Gift

Dean Cipriano spoke about the gift to the School of Nursing from William and Joanne Conway of \$20M, the largest single gift ever received by the school. Mr. Conway is the co-founder of the Carlyle Group. The Conways have given a total of \$35M to Nursing. Ms. Cipriano described how the gift came about and the importance of it for the future of the School of Nursing. Zachary Crowe, a UVA alumnus who works for the Carlyle Group and launched the Conways' philanthropy program, worked with School of Nursing personnel to make this gift a reality. He emphasized with the Conways that UVA is one of the great values in undergraduate education.

Ms. Cipriano said that a year ago they put together a proposal for the Conways' Bedford Fall Foundation for \$10M. Later, UVA was asked to build out the proposal, which ended up being \$20M. At least in part because of a good stewardship record with the Conways, they were receptive to the proposal. The proposal includes support for faculty and students in the Clinical Nurse Leader program as well as significant scholarships and other support for the undergraduate program, the B.S.N. The Conways support a goal of educating 10,000 nurses. The School will open cohorts in Richmond and northern Virginia.

Fundraising Progress Report

Mark Luellen complimented Chancellor Donna Henry on fundraising for the College at Wise. Their giving this year is up 65% over last year.

He said it has been a strong year for fundraising. Total commitments to date are about \$415M. The 10-year run rate was surpassed in the first eight months of the year. The gift planning team has grown and is a stronger team. So far this year, \$130M has been committed in future support.

Mark Luellen said the campaign is "within striking distance" of \$3B. This was the overall total for the last campaign. He said almost all the schools and units are above 50% of their goal.

Endowed professorships and scholarships have increased substantially over the last two years, with 100 professorships funded in the last two years. With matching funds, the total impact is \$340M. For scholarships, the total impact is about \$400M.

Mr. Luellen introduced Rob Allen, the Associate Vice President for Advancement. He is the individual charged with oversight, sponsorship, and coaching of those staffing school foundations that are under the umbrella of Advancement. Mr. Allen made brief remarks about the partnerships across Grounds between central Advancement and the fundraising programs in schools and units. The structure creates the best of both worlds, providing the support and resources of central Advancement while also understanding the unique needs and qualities of the individual schools and units. He said they are educating all fundraisers about the University's strategic plan so they can talk effectively with donors about the University's priorities.

Campaign Regional Launches and Campaign Executive Committee Report

Mr. Griffin asked Peter Grant, campaign chair, to make remarks. Mr. Grant described the events that have been held around the country. More events are planned for the spring. He introduced Pam Edmonds, a 1991 graduate of the College of Arts & Sciences and the vice chair for regional markets on the campaign executive committee.

The meeting adjourned at 3:30 p.m.

SGH:ddr

These minutes have been posted to the University of Virginia's Board of Visitors website:

<https://bov.virginia.edu/committees/180>