

**UNIVERSITY OF VIRGINIA
BOARD OF VISITORS**

**Meeting of the
Advancement Committee**

June 7, 2019

ADVANCEMENT COMMITTEE

**Friday, June 7, 2019
8:00 - 8:45 a.m.
Board Room, The Rotunda**

Committee Members:

John A. Griffin, Chair
James V. Reyes, Vice Chair
Barbara J. Fried
Robert D. Hardie

Tammy S. Murphy
Jeffrey C. Walker
Frank M. Conner III, Ex-officio

AGENDA

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I. REMARKS BY THE COMMITTEE CHAIR (Mr. Griffin)	1
II. CLOSED SESSION	
• Discussion of several anonymous leadership gifts in support of the University's identified strategic priorities, as authorized by <u>Code of Virginia Section 2.2-3711 (A)</u>	9
III. FUNDRAISING AND CAMPAIGN PROGRESS REPORT (Mr. Luellen)	2
IV. REPORT ON NAMINGS (Written Report)	6

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

BOARD MEETING: June 7, 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: June 7, 2019

COMMITTEE: Advancement

AGENDA ITEM: III. 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 March 31, cash flow for FY 2019 was \$265.8 million, up 33.6% over the previous fiscal year. New commitments for FY 2019 (new gifts and new pledge amounts) were \$413.2 million, an increase of 60% over the same period in FY 2018. When combined with new future support, total commitments reached \$508.3 million, a 67% increase over the previous year.

DISCUSSION: Mr. Luellen will provide updated information related to fundraising progress. He will also report on campaign planning activities, including the selection of the Vice Chairs for the *Honor the Future* Campaign Executive Committee. The bios for the Vice Chairs are included on the following pages.

Honor the Future Campaign Executive Committee Vice Chairs

Co-Vice Chairs for Schools/Units/Foundations

Marcia Gilliam (Wise '82) and Richard Tadler (COM '78)

Marcia and Richard will represent the interests of our schools, units, and foundations, including partnering with foundation leadership to ensure close collaboration with campaign leadership. Marcia is a longtime top leader for UVA-Wise; she is the chair of the Wise College Board, a member of the Wise Foundation Board, and served as a co-chair for Wise in the last campaign. Richard is the vice president of the McIntire Foundation Board and has been active with the Virginia Athletics Foundation and the Jefferson Scholars Foundation.

Vice Chair for Pan-University Initiatives

Scott Stephenson (ENGR '79; Parent)

Scott has emerged in recent years as a key leader for the growth of the Data Science Institute by endowing the Institute director's position and serving on its Advisory Board. The evolution of the Data Science Institute into a school is a marquee pan-University accomplishment. Scott's vision and passion for developing big ideas through teamwork is reflected in his successful leadership as President and CEO of Verisk Analytics, a S&P 500 and Nasdaq 100 company, one of the fastest growing and most innovative companies in the big data realm. Scott will focus on helping drive collaborative, pan-University initiatives.

Vice Chair for Health

Ken Botsford (A&S '75/SOM '79; Parent)

Ken will help lead multi-faceted campaign efforts centering on human health. While the Health System's \$1 billion goal will be a key responsibility, Ken will seek opportunities to elevate and connect health-related initiatives across all schools and units with an eye toward all the ways that the campaign can positively impact human health in the Commonwealth and around the world. Ken is a former practicing physician and brings decades of experience in leading large-scale healthcare organizations combined with previous service on the College Foundation Board, as chair of the Health Sciences Council (an early Health System volunteer leadership group), and on multiple previous UVA campaigns.

Vice Chair for Principal Gifts

Dave Burke (COM '88/Law '93/GSAS '94)

Dave will help facilitate donor engagement and leadership gifts at the highest level with a focus on engaging new donors and foundations currently outside the UVA universe. Dave will help lead efforts to identify, engage, and solicit new and existing leadership donors among alumni, parents, and friends. Dave brings to this role an extensive global network and an understanding of philanthropic investment for transformative impact. He currently

serves on the Law School Foundation Board and previously served on the UVIMCO Board of Directors.

Co-Vice Chairs for Regional Markets

Pam Edmonds (A&S '91) and Lisa Smith (A&S '85)

No campaign can succeed without regionalized planning and a strategy for creating energy in key markets. Pam and Lisa will help the University build and sustain momentum in its best markets and to do better in under-developed areas by marshalling frontline volunteers for crucial campaign needs and by coordinating with existing regional unit boards to maximize campaign presence in communities large and small. Pam is a current member of the Health Foundation Board and an emerita trustee of the College Foundation. She brings valuable experience from her work with the Juvenile Diabetes Research Foundation. Lisa is the vice chair of the College Foundation and will draw on her extensive experience with the Robin Hood Foundation and as a consultant in the non-profit sector.

University of Virginia Fundraising Progress Report for Fiscal Year 2019 through March 31, 2018

School/Area	Philanthropic Cash Flow (1)	Cash Flow % change from FY 2018*	New Commitments (2)	New Commitments % change from FY 2018*	New Future Support (3)	Total Commitments (4)	Total Commitments % change from FY 2018*
Architecture School / Foundation	\$1,395,009.07	-32.32%	\$1,375,017.02	-38.88%	\$1,500,000.00	\$2,875,017.02	-12.07%
College of Arts & Sciences / Fdn	\$23,269,427.10	-2.23%	\$61,603,007.81	239.57%	\$12,618,500.00	\$74,221,507.81	135.72%
Blandy Farm / FOSA	\$5,853.00	-93.79%	\$5,853.00	-93.79%	\$0.00	\$5,853.00	-93.79%
McIntire School of Commerce / Fdn	\$8,401,519.17	78.73%	\$11,751,088.15	80.34%	\$5,000,000.00	\$16,751,088.15	83.15%
School of Continuing & Prof. Studies	\$306,802.89	7,415.87%	\$406,873.74	8,884.26%	\$0.00	\$406,873.74	8,884.26%
Darden School / Foundation	\$10,085,155.69	-42.11%	\$15,767,227.50	-44.72%	\$7,925,618.50	\$23,692,846.00	-18.34%
Curry School of Education / Fdn	\$7,108,099.68	27.46%	\$7,840,715.13	32.63%	\$655,000.00	\$8,495,715.13	23.81%
Engineering School / Foundation	\$5,610,425.15	-14.92%	\$6,435,813.29	-70.62%	\$11,290,950.18	\$17,726,763.47	-24.28%
Law School / Foundation	\$14,620,573.94	67.78%	\$13,193,570.36	-58.16%	\$8,454,760.08	\$21,648,330.44	-38.60%
Batten School / Foundation	\$5,577,267.62	284.94%	\$5,665,900.23	-11.08%	\$260,000.00	\$5,925,900.23	-9.19%
Health System:							
Medical School / Foundation	\$34,648,914.15	57.48%	\$32,432,344.04	35.13%	\$17,418,538.38	\$49,850,882.42	35.65%
Medical Center	\$2,793,322.92	-15.23%	\$2,566,909.47	-14.80%	\$0.00	\$2,566,909.47	-36.03%
School of Nursing	\$4,931,576.97	73.21%	\$3,270,303.21	6.06%	\$30,000.00	\$3,300,303.21	6.68%
Subtotal for Health System	\$42,373,814.04	50.56%	\$38,269,556.72	27.15%	\$17,448,538.38	\$55,718,095.10	27.05%
Athletics / Foundation	\$29,978,243.32	-35.62%	\$33,362,239.77	-28.93%	\$340,000.00	\$33,702,239.77	-29.01%
Jefferson Scholars Foundation	\$5,553,257.39	-24.76%	\$4,727,908.92	-28.52%	\$800,001.00	\$5,527,909.92	-20.55%
Miller Center / Foundation	\$2,057,676.24	13.92%	\$2,611,559.76	134.80%	\$0.00	\$2,611,559.76	134.80%
Rector & Visitors	\$82,855,013.13	504.50%	\$181,271,469.79	1,250.39%	\$8,883,458.00	\$190,154,927.79	1,128.10%
Center for Politics	\$1,038,462.05	65.74%	\$779,512.07	62.99%	\$0.00	\$779,512.07	62.99%
Jeffersonian Grounds Initiative	\$1,845,252.34	14.32%	\$1,830,574.26	106.10%	\$1,025,000.00	\$2,855,574.26	102.78%
Fralin Museum of Art	\$755,833.45	-66.345	\$2,262,852.84	-29.56%	\$15,006,500.00	\$17,269,352.84	437.57%
University Library	\$4,209,582.73	126.76%	\$5,045,338.91	244.01%	\$40,000.00	\$5,085,338.91	231.87%
Virginia Humanities	\$1,192,365.60	-47.50%	\$1,164,662.67	-47.44%	\$100,000.00	\$1,264,662.67	-42.93%
Women's Center	\$61,807.83	91.18%	\$62,594.04	79.25%	\$0.00	\$62,594.04	79.25%
UVa Fund	\$8,312,873.03	-19.82%	\$8,666,337.50	-22.43%	\$2,450,666.67	\$11,117,004.17	-11.00%
Alumni Association	\$2,392,757.11	-30.79%	\$3,861,113.29	30.73%	\$1,277,900.00	\$5,139,013.29	-17.23%
UVa's College at Wise / Foundation	\$6,813,199.75	-20.06%	\$5,223,175.05	-67.44%	\$0.00	\$5,223,175.05	-67.74%
Totals	\$265,820,271.32	33.57%	\$413,183,961.82	60.20%	\$95,076,892.81	\$508,260,854.63	67.34%

(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).

(4) New commitments and new future support.

* Year-over-year comparisons are based on historical snapshots of previous fiscal year data; therefore, post-report adjustments are not reflected in these percentages.

NAMINGS REPORT

**ADVANCEMENT COMMITTEE
UNIVERSITY OF VIRGINIA**

JUNE 7, 2018

Namings Report

The following naming does not require Board action; it is provided as a matter of record.

Bridget Scaturro Laboratory *Gift of Peter K. Scaturro*

Peter Scaturro is a UVA parent and supporter of the Parents Fund and the Curry School of Education. Currently a member of the Curry School Foundation Board, Mr. Scaturro and his wife Kathy previously served as co-chairs of the UVA Parents Fund Executive Committee. In recognition of the family's philanthropy, the Kinesiology Lab in Ruffner Hall was named for their daughter, Bridget, a Curry School alumna who received a Bachelor of Science in Kinesiology in 2018 and a Master of Higher Education – Athletic Administration in 2019. During her time as a student, Ms. Scaturro served as a UVA Football Video Services Graduate Student Assistant and a Virginia Sports Orange and Blue Media Correspondent.