

2017  
*Investors Report*

P U T  
Y O U R

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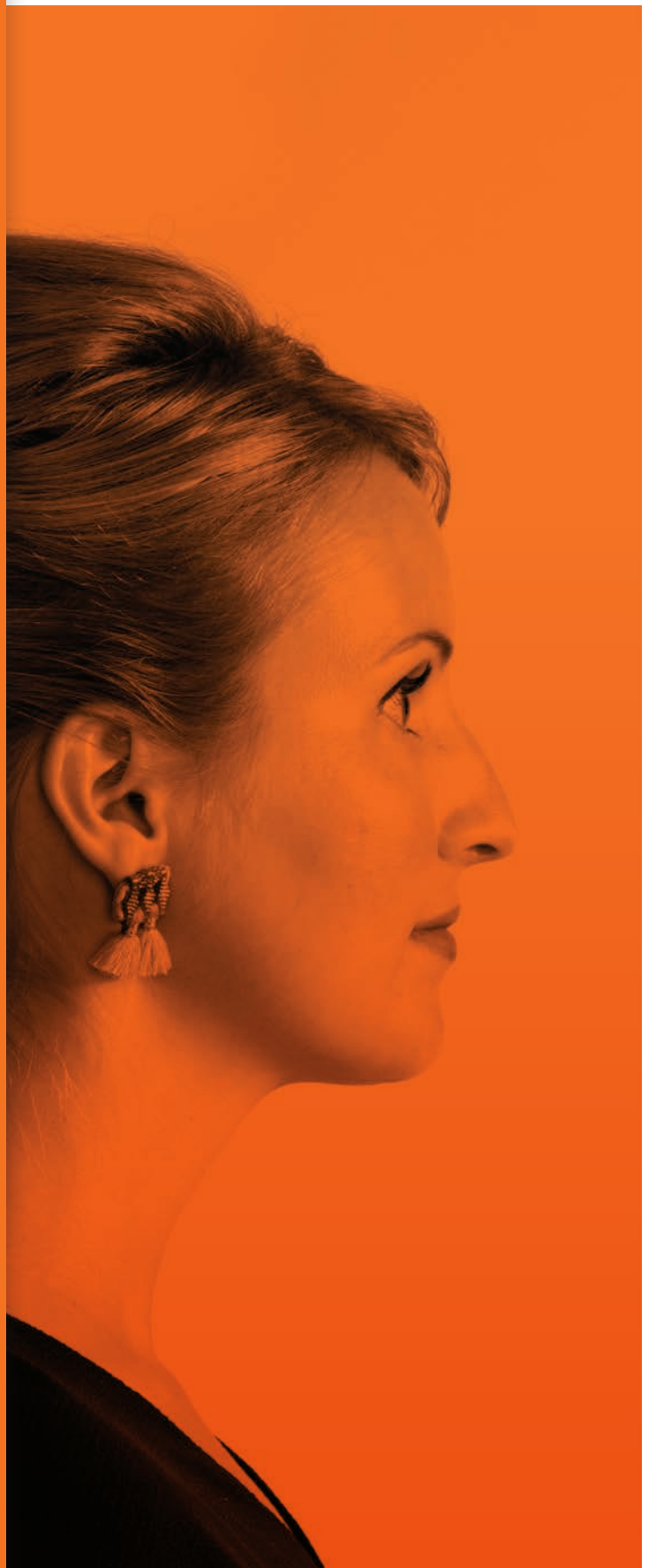
W H Y

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T O  
W O R K



DARDEN SCHOOL  
of BUSINESS



# 2017 *Investors Report*

## PUT YOUR WHY TO WORK

The Darden School of Business develops modern leaders who are motivated by their “whys” — their purposes and their passions. Darden empowers students to find their why and act on it as agile, creative and critical thinkers who transform business and society, globally. As an investor in Darden, you have aligned your purpose with the School’s. You have leveraged the power of philanthropy to put your why to work.

The *2017 Investors Report* highlights stories of our shared success in pursuit of Darden’s mission. For example, Frank Genovese (MBA ’74) established the Frank E. Genovese Fund to support high-performing Darden students like Meg Greenhalgh (Class of 2018).



**Frank Genovese** (MBA '74) describes supporting Darden students as “one of life’s greatest joys.” Harnessing the passion he developed for general management and entrepreneurship through his career, Genovese continues to put his why to work by empowering Darden students.

**Meg Greenhalgh**

(Class of 2018) was awarded a Genovese Fellowship and launched her startup Brandefy in the i.Lab at UVA Incubator program. Like the Genovese Fellows before her, Greenhalgh plans to use the merit-based award to propel a career running a business.



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# The 2017 University of Virginia Darden School of Business Investors Report

*“I take it as my greatest responsibility to seize the amazing momentum your generosity has created.”*



*The \$13.7 million in scholarship commitments received in fiscal year 2017 is a 700 percent increase from fiscal year 2015.*

**2**

**Letters From the Dean and the Chair**

*271 scholarship students across all three formats of the Class of 2018*

**4**

**Mission and Year in Numbers**

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**Financials and Fundraising Highlights**

*“Faculty excellence  
has always been  
the bedrock on  
which Darden’s  
preeminence is built.”*



**10**

**Our Why  
at Work**



**14**

**Business With  
a Capital B**



**20**

**Purpose  
Travels Well**

**26**

**Honor Roll**

**56**

**School  
Leadership  
and Alumni  
Volunteers**



*Our goal  
is to create  
opportunities  
for current and  
future Darden  
students to pursue  
a lifetime of  
meaningful work.*

## Putting Our Why to Work, Together

**Last year, we at Darden talked to countless prospective students and business professionals about what they wanted from business education.**

We found that while they want basics, such as new skills and career advancement, they also want to find purpose and pursue it professionally. We found that the phrase “Put Your Why to Work” touches a chord.

Finding your noble purpose — your “why” — and then putting your why to work is a path to happiness and ultimate success. But doing so isn’t easy.

That’s where Darden steps in. That’s where you step in.

Our goal at Darden is to help our students get the best possible outcome out of their experiences, and it is to help our entire community make a difference and find meaning in their work.

It’s a noble goal. And you make it possible by:

- Forming a close-knit network that catalyzes amazing opportunities for each other to pursue meaningful work
- Engaging with Darden on Grounds and around the world to support an incredible education experience for students
- Empowering the School to achieve the full potential of its mission through financial support

Our generous donors raised the bar in fiscal year 2017. Giving for the year rose to \$30.6 million, the highest level this century. We can already see the impact. A record-setting Class of 2019. Explosive growth in the Executive MBA’s Washington, D.C., area section. Six incredible new faculty members, recruited last year from all over the world. A record number of student enrollments in a record number of global courses. And much more.

And yet, there is much more work to be done.

I take it as my greatest responsibility to seize the amazing momentum your generosity has created and put Darden’s why to work. That is why I introduced a new 10-year vision for the School last year and a strategic plan called Darden Worldwide that will help Darden achieve the full potential of its mission and be recognized as one of the best business schools on the planet. Your support enables the School to advance its five strategic priorities:

- 1 — Attract exceptional students by delivering and enhancing the world’s best, affordable, global education experience.
- 2 — Attract and develop diverse, world-class faculty and staff talent.
- 3 — Advance scholarly research and practitioner-relevant thought leadership.
- 4 — Expand our competitive infrastructure, global brand and network at UVA and beyond.
- 5 — All enabled by expanded resources, outstanding executive education, technology and innovation.

In sum, your support allows us to make and keep a promise to every student who steps foot on Grounds, from anywhere in the world: We’re going to help you discover your why and put it to work.

Thank you.



*“Your support allows us to make and keep a promise to every student.”*

*With gratitude,*

A handwritten signature in black ink that reads "Scott C. Beardsley". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

**Scott C. Beardsley**

*Dean and Charles C. Abbott*

*Professor of Business Administration*

## An Auspicious Beginning

*“It is clear that Darden’s initiatives and strategies for maintaining excellence are resonating with our alumni, providing a match for their philanthropic interests.”*



It was a privilege to commence my service as the Darden School Foundation Board of Trustees chair at the beginning of fiscal year 2017. I am honored to serve at a pivotal moment for Darden — a time when we must maintain the defining characteristics of the School, which have helped Darden rise to its position as a top business school, and a time when we must innovate to address the evolving needs of 21st century business education.

At the close of the fiscal year, I was filled with pride by the generosity of my fellow alumni and Darden supporters. Engagement of our alumni — as measured by reunion attendance, teaching classes and participating in local alumni chapter events — is at an all-time high and growing. It is clear that Darden’s initiatives and strategies for maintaining excellence are resonating with our alumni, providing a match for their philanthropic interests. You achieved a record-breaking year of financial support for overall giving, the Darden Annual Fund and scholarship giving. Once again, the Darden community has exceeded all expectations.

With your incredible support, my goals are to ensure we maintain — and grow — the strength of the Darden School Foundation; collaborate with my fellow trustees to manage our core areas of responsibility, including the endowment, Executive Education and Hospitality; promote broader and more impactful philanthropic support for the School; and partner with Dean Beardsley to execute Darden’s strategic priorities.

I believe Dean Beardsley’s vision and strategy for the School set the right course to take Darden to the heights to which we aspire and know our institution should achieve. The time is right to pursue this ambitious vision, which matches the incredible ambition of our alumni to keep Darden at the forefront of business education. Last year, the board of trustees and school leaders determined the strategic priorities that will ensure Darden’s leadership among world-renowned graduate business schools. We have defined the financial resources necessary to achieve these strategic priorities, laying the groundwork for a new campaign that is now launching in its quiet phase.

The reality is that graduate business education is a fiercely competitive field, and many of our peer schools are also raising the bar with increased resources and making significant investments. But I have no doubt that you — Darden alumni and supporters driving our incredible culture of philanthropy — will rise to the challenge. In fact, you are already rising to this challenge in so many ways. I invite you to visit the pages of this 2017 *Investors Report* to see evidence of your tremendous support and the meaningful impact it is making on the next generation of business leaders.

I am truly honored to serve such an amazing community; it is inspiring. I thank you for all you helped accomplish last year, and I look forward to working together to help Darden achieve monumental success in the new campaign, which coincides with UVA’s Bicentennial Commemoration.

*Sincerely,*

A handwritten signature in black ink that reads "Elizabeth K. Weymouth". The signature is fluid and cursive.

**Elizabeth K. Weymouth**

(MBA '94)

*Chair, Darden School Foundation*

*Board of Trustees*

MISSION  
OF THE UVA  
DARDEN  
SCHOOL OF  
BUSINESS

**The Darden School  
improves the world  
by developing  
and inspiring  
responsible leaders  
and by advancing  
knowledge.**



**4**

*designated giving areas to the Darden Annual Fund*

**11**

**dual degrees now offered, including the new MBA/ Master of Science in Data Science**

**6**

*new donors inducted into the Principal Donors Society*

**\$30.6 MILLION**  
TOTAL GIVING IN FY17

*Highest this century*

*Highest ever*

**712**

**average GMAT score of Class of 2018**

**1**

*new Executive MBA location launched in Rosslyn, Virginia*

**271**

**scholarship students across all three formats of the Class of 2018**

**6**

*new faculty members hired*

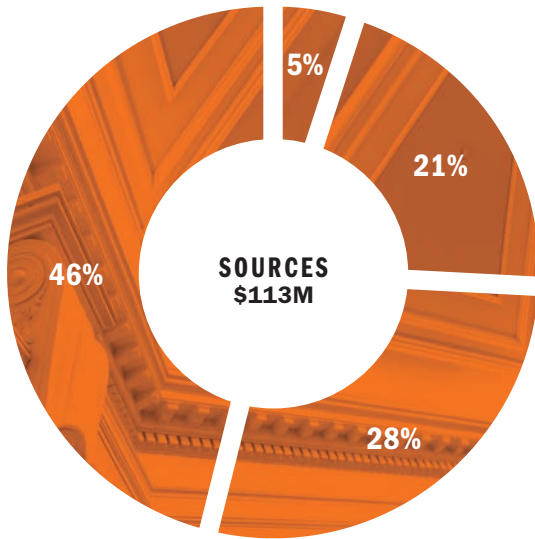
**438**

**student enrollments in Darden Worldwide Courses**

**862**

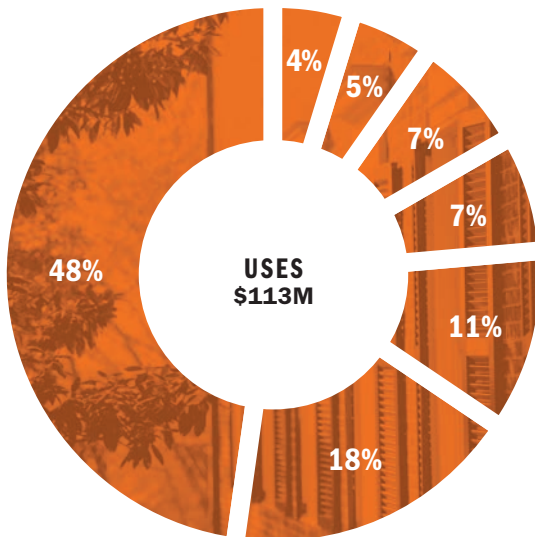
*Darden alumni returned to Grounds for Reunion*

*More than double fiscal year 2016*



## Sources of Funds

- 46% Tuition and Fees:** Full-time MBA, Executive MBA and Ph.D. programs
- 28% Philanthropic Activity:** Endowment; current-use Annual Fund; and restricted gifts from alumni, corporations, foundations and friends
- 21% Executive Education and Hospitality:** Non-degree offerings, the Inn at Darden and Darden's dining facilities
- 5% Auxiliary Businesses and Other:** Darden Business Publishing, Darden Course Materials Management, Darden Solutions, massive open online courses and conferences

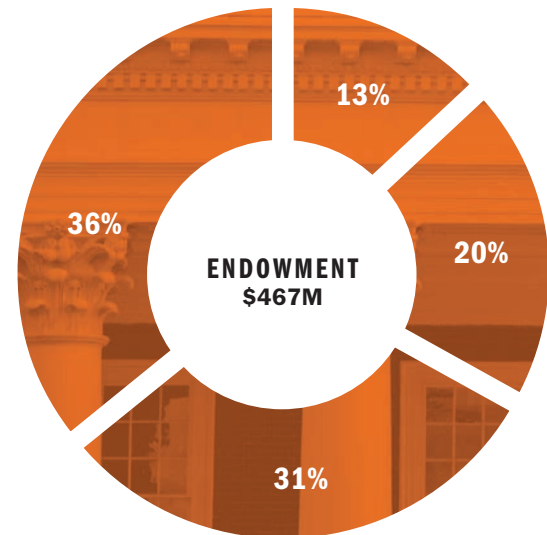


## Uses of Funds

- 48% Student Experience:** Faculty, degree programs, scholarships, career services, admissions, student affairs, technology, financial aid and the registrar
- 18% Executive Education and Hospitality:** Non-degree offerings, the Inn at Darden and Darden's dining facilities
- 11% Research:** Centers of Excellence (Batten Institute for Entrepreneurship and Innovation, Richard A. Mayo Center for Asset Management, Center for Global Initiatives, Institute for Business in Society and Olsson Center for Applied Ethics) and general faculty research support
- 7% Facilities:** Utilities and maintenance related to the Darden Grounds
- 7% External Relations:** Outreach and partnerships with Darden's global alumni network, donors, media, corporations and other important stakeholders that advance the mission of the Darden School
- 5% Auxiliary Businesses:** Darden Business Publishing, Darden Course Materials Management, Darden Solutions, massive open online courses and conference expenses
- 4% Administration:** The dean's office, finance, human resources and compliance

## Endowment

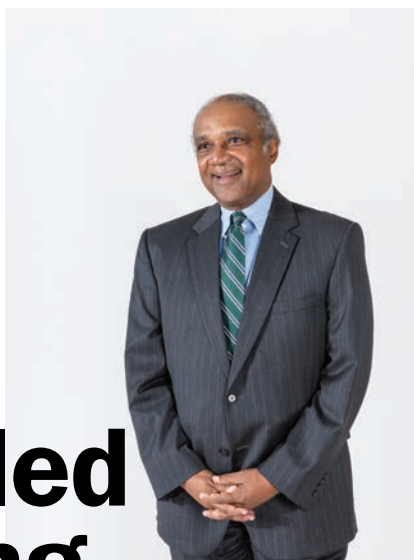
- 36%** **Centers of Excellence** endowments support the Batten Institute for Entrepreneurship and Innovation, Richard A. Mayo Center for Asset Management, Center for Global Initiatives, Institute for Business in Society and Olsson Center for Applied Ethics
- 31%** **Scholarship** endowments provide financial aid for students in Darden's degree programs
- 20%** **Chaired Professorship** endowments provide direct faculty support to the School
- 13%** **Other** endowments include those for other restricted purposes, including funds to support the dean's highest priorities, faculty excellence, the Armstrong Center for Alumni Career Services and other purposes



**UVA's bicentennial celebration and turn to the third century represent an enormous opportunity for Darden. We're justifiably proud of the outsized impact the School has made in its first six decades, but I believe we're all confident that our best is yet to come.**

—DEAN SCOTT BEARDSLEY  
on the role of Darden as the University of Virginia celebrates its 200th year

# An Unparalleled Fundraising Year



Generous donations to fund scholarships from Lem Lewis (MBA '72), left, support students such as Marlon Evans (Class of 2019), pictured right.

**During fiscal year 2017, donors positioned the School to turbocharge its mission and support its strategic initiatives.**

Darden philanthropists committed seven new gifts of \$1 million or more, including three gifts of more than \$2.5 million — a first for Darden in a single year. Major gifts surged as 43 donors contributed \$100,000 or more. This incredible year of giving, totaling \$30.6 million, allowed Darden to open its doors to even more highly talented students through the expansion of the Future Year Scholars program (Page 32) and the development of the future Sands Family Grounds (Page 33) in the Washington, D.C., area. Faculty support also received a boost with the establishment of new post-doctoral positions and funding dedicated to faculty research.

*\$550,000  
from  
821 gifts*

## **Darden Earns Top Spot on GivingToHoosDay**

For the second time in its two-year history, GivingToHoosDay, the day of philanthropy sponsored by the University on 12 April, was a highlight for Darden. Darden raised nearly \$550,000 from 821 gifts, earning the top spot among the University's schools and colleges in total dollars raised and the No. 2 spot for number of gifts. Beyond the fundraising successes of the day, the Darden community gathered physically, digitally and philanthropically to support the School on an awe-inspiring day of giving.

*700 percent increase from fiscal year 2015*

### Dean's Scholarship Challenge Inspires \$13.7 Million in New Commitments

Climate change. Trend analyses. EpiPen shortages. Breaking-news acquisitions. At Darden, students tackle big challenges head on. Thanks to gifts supporting scholarships, Darden can recruit more students based on their ambitions to put their why to work rather than their ability to pay. Darden donors continue to respond to the Dean's Scholarship Challenge. The \$13.7 million in new commitments in fiscal year 2017 is a 700 percent increase from fiscal year 2015.



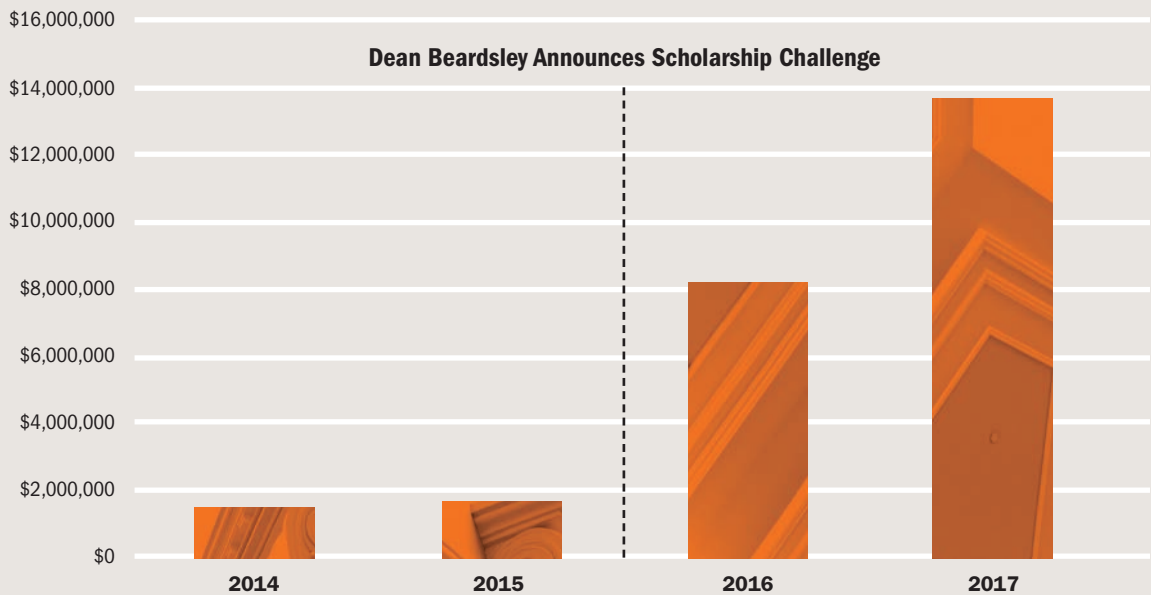
### Designated Annual Fund Reaches All-Time High of \$5.4 Million

Last fall, Darden launched a designated Annual Fund campaign, Design Your Impact, which provided donors the ability to designate gifts to:

- Area of Greatest Need (unrestricted)
- Scholarships
- Faculty Excellence
- Global Impact

The ability to designate gifts resonates with Darden's donors, as indicated by the Annual Fund's tremendous results of \$5.4 million — an all-time high and a 6 percent increase over the previous fiscal year.

### Scholarship Giving



O U R

STEWART  
GRAY  
Class of 2018



W H Y

A T

W O R K



In marketing Professor Luca Cian's "Last Lecture" to his Section A students graduating with the Class of 2017, he offered three pieces of advice for life and career:

*Always keep your mind open to new points of view.*

*Reject fear and doubt in order to reach for greatness.*

*Know your values and purpose, and be passionate and enthusiastic in pursuit of them.*

Words of wisdom, but also a compass for students to pursue a lifetime of meaningful work. That is the power of Darden. It is our purpose to prepare the next generation of leaders to meet their personal challenge and improve the world by pursuing it as purpose-driven leaders.

# New on Grounds

**Darden launched new courses, dual-degree programs and an Executive MBA format last year. Innovation is necessary to adapt our purposefully intense learning experience for today's uncertain business climate.**

Professor Luca Cian was elected a faculty marshal by the Class of 2017.



*Put your action where your mission is.*

## “Data Science in Business”

Casey Lichtendahl, the Eleanor F. and Phillip G. Rust Professor of Business Administration, and Professor Yael Grushka-Cockayne teach students the hard skills, such as using Python, that today's cutting-edge tech companies require.

## Data Science Dual Degree

All jobs are becoming tech jobs in today's rapidly changing world, which is why Darden and UVA's Data Science Institute partnered to create the MBA/Master of Science in Data Science dual-degree program. Led by Ronald E. Trzcinski Professor of Business Administration Raj Venkatesan, the program aims to provide cutting-edge tools to students who plan to pursue career fields from technology to entrepreneurship to consulting. By combining the unparalleled Darden full-time MBA and Data Science Institute education experiences, students will gain broad understanding of business leadership and develop a deep knowledge of data science tools.

## “Lessons of the Post-Watergate U.S. Presidents”

University Professor and Dean Emeritus Bob Bruner returned to the faculty with a course examining modern presidential leadership and how recent presidents' values created value for America.

## Executive MBA

Darden successfully launched both a new format and an additional location for its Executive MBA in August 2016. The first Rosslyn, Virginia, section exceeded expectations with more than 60 students. Thanks to major gifts and widespread support from alumni, the School introduced the Darden MBA into the Washington, D.C., area with the necessary facilities, staff support and network. The updated format integrated Executive MBA and Global Executive MBA students into cohorts that complete monthly weekend residencies in either Charlottesville or Rosslyn and travel together on global residencies.

## “Deviant Marketing”

Professor Lalin Anik's marketing course improves students' understanding of today's consumers — teaching how to shift the focus of consumers from themselves to others and how to incentivize consumers to make improved decisions.

## Toward a Sustainable School and World

Darden put its action where its mission is when it partnered with UVA and Dominion Virginia Power on a deal to receive enough emissions-free solar energy for Darden to achieve its net zero carbon goal by 2020. Also, Darden launched the Business Innovation and Climate Change Initiative in May through a major gift from an anonymous donor. Climate change represents one of the most significant challenges of the 21st century. This new initiative recognizes that rising to the climate challenge requires disruptive innovation and resolve from business and government leaders. It marks Darden's bold commitment to address an issue of vital interest to both business and society.



## Reward Comes to Those Who Why

Darden delivers the purpose-driven MBA because values create value. The Career Development Center (CDC) and Armstrong Center for Alumni Career Services (ACS), established through two major gifts, are the School's central hubs for connecting the purpose of our students and alumni with leading organizations around the world that share the belief that good company makes a good company. That's why Darden doubled down on career services last year with an expanded CDC staff, including new Assistant Dean Jeff McNish, a plan to further revamp the CDC in 2017-18 and a new alumni advisor program through the ACS.

**Effectuation. Iteration. Small bets. Fail fast. The language of entrepreneurship is action. Those who do, create. And the W.L. Lyons Brown III i.Lab at UVA, operated by Darden's Batten Institute for Entrepreneurship and Innovation, is creating opportunities for a community of entrepreneurs to work together toward their startup dreams — because teamwork makes a network.**

### Incubating Effectuators

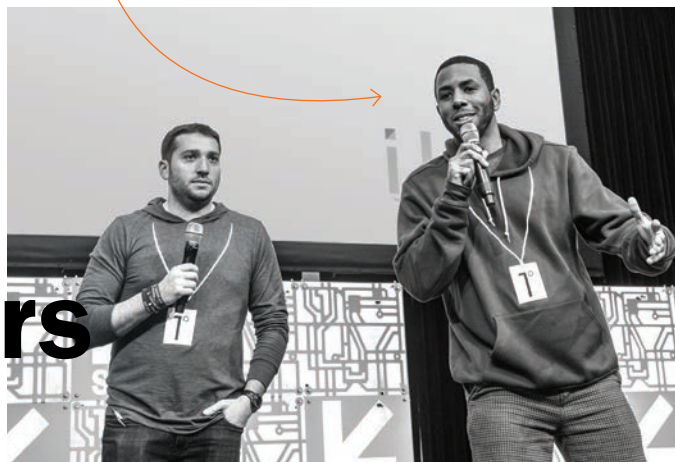
After a record number of applications to the 2017 i.Lab Incubator, the 22 new ventures accepted to the intensive 10-week startup accelerator hit the ground running thanks to the adoption of Paul M. Hammaker Professor of Business Administration Saras Sarasvathy's effectuation method. Used to enable the venture founders' entrepreneurial journeys, effectuation is a framework of thinking used by expert entrepreneurs to build successful businesses. The incubator program's use of effectuation was one of the Batten Institute for Entrepreneurship and Innovation's many efforts to mark 2017 as the "Year of Effectuation," celebrating the 20-year anniversary of effectuation and the community of scholars and practitioners who have transformed it into a global movement.

### Head South by Southwest for Success

For the first time, the i.Lab traveled to the legendary South by Southwest (SXSW) innovation summit in Austin, Texas, to showcase its programs and success stories. Thanks to generous alumni support, the Batten Institute also sponsored three recent i.Lab Incubator participants to pitch their ventures at the event.

*"Most people do not have the opportunity to attend events like SXSW as a means to make meaningful connections with individuals who can impact their lives, which is exactly why we created 1Degree — to break down the barriers that prevent people from connecting face-to-face with individuals they otherwise wouldn't have the opportunity to connect with." — Max Huc*

Max Huc (MBA '17), right, with 1Degree co-founder Sam Boochever (MBA '17)



# Action Creates Entrepreneurs

S. "VENKAT"  
VENKATARAMAN  
MasterCard Professor of  
Business Administration  
and Senior Associate  
Dean for Faculty and  
Research



# B

**BUSINESS WITH A CAPITAL**

Business is about value creation — from careers to communities, from eking out efficiencies to disruptive innovations and from granular transactions to GDPs. Value is the nerve center of progress and the soul of meaningful work. The top-ranked Darden faculty develops modern leaders in and outside of the classroom. Through meaningful research, our professors create value through their proximity to business practice.



# Before New Value Comes a New Idea

**If entrepreneurship is the spark of new value, innovation is the fan that helps it catch fire. That's why Darden strategically advances the practice of entrepreneurship and innovation, from incubating nascent ventures to breeding cultures of innovation in the world's largest corporations.**

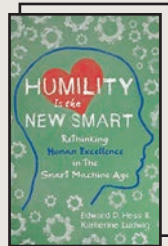


## Innovating With Fairness

On Founder's Day, Darden helped bestow UVA's highest honor on Infosys co-founder Narayana Murthy, the legendary Indian entrepreneur who created the global delivery model for outsourcing information technology. Murthy was awarded the Thomas Jefferson Foundation Medal in Global Innovation for his exemplary contributions to society. Murthy accepted the award at a ceremony in UVA's Rotunda and participated in a public fireside chat with Dean Scott Beardsley, during which he shared with an audience in Darden's packed Abbott Center Auditorium that he places "fairness" above all else in business.

## The Impact of Thought Leadership

Through its research Centers of Excellence, alumni events and other promotional efforts, Darden amplifies influential research and thought leadership produced by the faculty. One example was promotion of Professor Ed Hess' new book *Humility Is the New Smart*. Hess met with alumni across the United States on a Hickory Club-sponsored book tour; led an alumni webinar; joined Darden Executive Education at its second annual Innovation Summit in the Washington, D.C., area; produced articles and op-eds for publications such as Darden Ideas to Action, *The Washington Post* and *Fortune*, and engaged in dozens of media interviews. The effort lifted Darden and Hess as eminent thought leaders on the ways digital transformation will change business and the skills employees need to thrive in the Smart Machine Age.

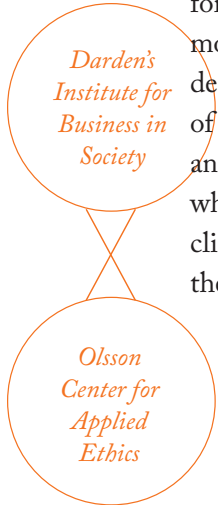




### Building a Deep Bench

Darden built on its commitment to making business better last year by boosting its roster of leading thinkers on the role of business in society. The School recruited Professors Mary Gentile and Jim Detert to join the faculty for the start of the 2016–17 academic year. Formerly a professor at Harvard and Babson business schools, Gentile brought to Darden her Giving Voice to Values program (GVV), a set of teaching methods and materials used in schools and institutions around the world to help students practice ethical behavior. Gentile describes GVV as “self-defense class for the soul” that creates muscle memory for morality. Detert joined Darden following a decade at Cornell’s Johnson Graduate School of Management, introducing his research and courses on “workplace courage,” through which he helps Darden students learn how to climb the ladder from small acts of courage in the workplace to major ones.

**Business and purpose belong in the same sentence. Darden has known this for 50 years, founding the Olsson Center for Applied Ethics in 1968. The School boasts two research centers dedicated to advancing the role business plays in improving the world — Darden’s Institute for Business in Society and Olsson Center for Applied Ethics.**



# Responsible Business Is Our Responsibility

**The Richard A. Mayo Center for Asset Management serves as a hub of thought leadership and professional development in the field of asset management for faculty, students, alumni and business practitioners. It is devoted to driving better investments in a complex world. But “better” doesn’t just mean higher returns. At Darden, it means advancing the practice of investing responsibly, sustainably and in a way that lifts all boats.**

Pedro Matos,  
Academic Director of  
the Richard A. Mayo  
Center for Asset  
Management



# The Business of Money

Pedro Matos was named academic director of the Mayo Center and Macfarlane Family Professor of Business Administration in early 2017. His new role came in the same year his cutting-edge research on the active versus passive management of mutual funds exposed “closet indexing” on a global scale. While 20 percent of the world’s mutual funds charge the higher fees associated with “active management,” Matos’ research found that higher-fee, actively managed funds on aggregate yield the same return as the world’s lower-fee, passively managed funds. His research paper “Indexing and Active Fund Management: International Evidence” was published in the *Journal of Financial Economics* in June and won a second-place honorable mention in the S&P Dow Jones Indices SPIVA Awards.

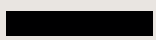


# The Impact of Endowed Professorships

Professor Saras Sarasvathy (left) and Professor Greg Fairchild (below)



**Endowed professorships enable Darden to retain its global thought leaders, who are among the world’s foremost thinkers developing students in the classroom and advancing research that makes an immediate impact on business practice.**



Last year, Professors Saras Sarasvathy, Paul M. Hammaker Professorship in Business Administration, and Raj Venkatesan, Ronald E. Trzcinski Professorship in Business Administration, received appointments to professional chairs without term. Professors Scott Snell, E. Thayer Bigelow Research Professorship in Business Administration, and Yiorgos Allayannis, Paul Tudor Jones II Research Professorship, were appointed to chairs with term. Professors Tom Steenburgh, Bank of America Research Professorship in Business Administration, and Greg Fairchild, Isidore Horween Research Professorship in Business Administration, were appointed to new term chair positions.



**E. Thayer Bigelow is not only one of Darden’s most accomplished graduates as a business leader, he is a consummate supporter of the School’s effort to develop future leaders and make an impact through new research on effective leadership. I can think of no greater honor than holding the research chair endowed in his name.”**

**— SCOTT SNELL**  
E. Thayer Bigelow Research Professor of Business Administration, established by former Time Warner Cable Programming Inc. President and CEO E. Thayer Bigelow Jr. (MBA '67) for a scholar in the field of leadership

PURPOSE

TRAVELS

WELL



LATIF ALAM  
Class of 2018



From day one,  
Darden develops  
global leaders and  
learners from an  
inspiring premise:  
Business combined  
with purpose will  
improve the world.  
Darden challenges  
and prepares  
its students to  
put their why to  
work anywhere  
in the world,  
offering learning  
experiences on six  
continents so that  
tomorrow's leaders  
can combine their  
personal purpose  
with a global  
perspective.

# Capital Calling

**Darden not only planted its flag in the Washington, D.C., area in fiscal year 2017, it emerged with a thriving Executive MBA section based in the area and an increasingly powerful thought-leadership presence.**

*25th recipient  
of the Charles  
C. Abbott  
Award*



## Honoring Frank Sands Sr.

Frank Sands Sr. (MBA '63) and Frank Sands Jr. (MBA '94) made a transformational gift last year to support Darden's D.C. area expansion and develop permanent facilities there. For his support, his service to the School as a board member and his role as an early champion for the Richard A. Mayo Center for Asset Management, among many other reasons, Sands Sr. was named the 25th recipient of the Charles C. Abbott Award in 2017. The award is the highest honor the Darden School bestows upon alumni. Sands Sr. is the founder of Sands Capital Management and is a Principal Donor, instrumental in Darden's growth and a stellar leader of his field and community.



*Growing  
Darden's  
presence in  
D.C.*

Darden created a foothold in the Washington, D.C., area by launching its Executive MBA in Rosslyn, Virginia, and building an expanded presence on the banks of the Potomac River. Thanks to the incredible support of the School's largest base of alumni, the School is positioned for even greater scale and impact in the nation's capital and global gateway. Donor support is empowering Darden to establish state-of-the-art classroom, office, meeting and event space on the top floors of a Rosslyn high-rise with sweeping views of the nation's capital. Increased staff, research activity, and academic and alumni programming will help the School build on the 20-plus events held last year and growing thought-leadership presence in the area. If the second year of the Executive MBA's Rosslyn section is any indication (high demand yielded 66 students in the Class of 2019), alumni support will help spread Darden's mission and values into the U.S. capital for generations.



### Ticket to High Tech

BlueRun Ventures General Partner Jonathan Ebinger (MBA '93) and Glynn Capital Management founder John Glynn, a member of the Darden School Foundation Board of Trustees, sponsored the inaugural year of the Batten Institute's Technology Venture Fellows program. Through this partnership, they placed several Darden students in summer internships with top early stage tech startups within their portfolios of investments.

**With more than 15,000 alumni in 90-plus countries, Darden boasts an incredibly responsive, passionate network. The School's alumni helm some of the world's leading organizations, from the top of the Fortune 500 to global nonprofits. The Darden network works because our alumni — and the world — trust the critical skills developed at the School.**

# Collaborative Advantage Is Competitive Advantage

PUT YOUR WHY TO WORK

### Alumni Network in Action

When Ben Pitts (MBA '09) left Goldman Sachs to found myFinancialAnswers, he looked to the Darden network to turn his dream of making financial planning easier for everyone a reality. Jason Hull (MBA '03), Mark Berry (MBA '81), Evan Powers (MBA '09) and Joel Light (MBA '09) all joined Pitts at the company for its launch, inspired by his passion and drive to expand access to financial guidance and planning tools.

15,000 alumni in 90-plus countries



### Virtuous Cycle of Recruiting

Every year, Darden's Career Development Center partners with corporations around the world to recruit on Grounds. More often than not, the company representatives delivering the pitch are recent Darden graduates. Hailing from tech companies like Amazon and Microsoft to financial institutions like Goldman Sachs and Capital One to consulting giants like McKinsey & Co. and Boston Consulting Group, they strive to grow the Darden network within their businesses.

# Business Is Global. So Darden Is, Too.

**In the 2016–17 academic year, there were 438 student enrollments in 14 Darden Worldwide Courses and 10 Global Consulting Projects.**

That marks tremendous growth from 202 student enrollments, 10 Darden Worldwide Courses and eight Global Consulting Projects the previous year. Our donors made this incredible presence across the globe possible. New gifts funded students' financial need and stipends to participate in a global experience, a top priority of the School supported by philanthropy.

Students value the opportunity to learn in the field through these faculty-led courses, and the explosive growth in participation reflects the reality that business is global and the importance of a global mindset. Growing demand requires Darden to innovate. Last year, six new courses created opportunities in new regions of the world and business topics.



“Global Capital Markets”  
LONDON



“Beyond Just Ecotourism”  
COSTA RICA



- Existing Darden Worldwide Courses
- New Darden Worldwide Courses



“Adapting Products, Services and Business Models to an Emerging Market”

**RUSSIA**

Sweden



China

India



“Belgium, Holland and the European Economy”

**BRUSSELS & AMSTERDAM**

South Africa

“Health Care, Education and Entrepreneurship”

**UGANDA**

“Mega Projects in Japan”

**JAPAN**

## Prestigious Destinations

Companies hiring the most members of the Darden Class of 2017 include:

**16**  
Microsoft

**14**  
Boston Consulting Group

**14**  
McKinsey & Co.

**10**  
Amazon

**10**  
Bain & Co.

**9**  
Accenture

**9**  
PwC

## The Economics of Influence

Darden plays host to influential visitors from around the world. McKinsey & Co. Global Managing Partner Dominic Barton headlined the academic year. Not only did Barton address students through a Leadership Speaker Series keynote address, he also led a special McKinsey recruiting event for Darden students, recorded a Darden Ideas to Action C-Suite Insights video interview with Dean Scott Beardsley, and attended a Jeffersonian dinner at Pavilion I on the Lawn with Beardsley and other leaders from across UVA. Visits like Barton's enhance the educational experience of Darden students, while making an impact across UVA and the world.



# Honors



# CULTURE ENABLES STRATEGY

The Darden School maintains a rich and deep culture of philanthropy in which the extensive Darden community — from students and faculty, to volunteers and alumni, to corporations and parents — support the overall philanthropic goals and achievements of the School. Collectively, this loyal community drove record-breaking fundraising in fiscal year 2017, generating more than \$30 million in contributions to the School — truly elevating Darden's strategic priorities.



96%  
*giving from  
students*

## Student Participation

The Class of 2017 continued the tradition of strong participation in class gift campaigns, supporting the School at a rate of 96 percent across all three MBA formats and totaling \$205,139 for the Darden Annual Fund.

**95%**  
of full-time MBA students  
participated and raised  
\$133,472

**98%**  
of Executive MBA students  
participated and raised  
\$53,842

**100%**  
of Global Executive MBA  
students participated and  
raised \$17,825

**\$5.4M**  
in gifts to the Darden Annual Fund

## Alumni Participation

Donations from a record number of alumni emphasize the breadth of support for the School's initiatives. This year, \$5.4 million in gifts to the Darden Annual Fund set a new record, representing a 6 percent increase from the previous year. Darden Society and Hickory Club giving society memberships also grew and reached an all-time high. An incredible 40 percent of alumni donated, one of the highest participation rates among graduate business schools, demonstrating the tremendous loyalty of Darden alumni.





**“I can’t imagine not giving back to the place that has given me so much.”**

— PETER GRANT II  
(MBA '86)



### Faculty Participation

The tremendous fundraising year for Darden was bolstered by the School’s incredible faculty members and their participation in the School’s fundraising efforts. Dean Scott Beardsley led by example, supporting the School at the highest giving level of the Darden Society and championing philanthropy at every opportunity. In addition to personally supporting the School through the Darden Annual Fund, faculty members were generous with their time and expertise, meeting with alumni to share the impact of their giving, attending special events, appearing in philanthropy videos to promote the School’s initiatives and leading conversations during Jeffersonian dinners. Professor Ed Freeman (and his guitar) even headlined Darden’s GivingToHoosDay celebration of the University-wide day of philanthropy in which donors raised \$550,000 for the School from 821 gifts.

### Leadership Board Participation

The Darden School Foundation Board of Trustees continues to elevate the culture of philanthropy within Darden. Three board members are included among this year’s newly inducted members of the Principal Donors Society: John Fowler (MBA ’84), Bruce Thompson (MBA ’90) and Bill Utt (MBA ’84). Additionally, 100 percent of board of trustees members supported the Darden Annual Fund, with a number also prioritizing strategic initiatives of the School through major philanthropic gifts.

Darden Trustee Peter Grant II (MBA ’86) expanded his philanthropic leadership within the University of Virginia by accepting the role of chair for the University’s Third Century Campaign. Grant is responsible for relationship development and management, as well as oversight of all campaign efforts. When announcing the selection of Grant, the University deemed him “a recognized and ethical leader; a strong partner and confidante; a charismatic champion for the University’s mission; a motivating and donor-centric mentor to deans, volunteers and staff; a national and international ambassador; and an inspirational donor and philanthropist.”

A double Hoo and parent to four children who have attended the University, Grant also serves on the board of the Jefferson Scholars Foundation and the Bicentennial Commission and previously held the positions of Alumni Association Board of Managers chair and Darden’s Batten Institute Advisory Council member. In addition to donating his time, Grant and his family have financially supported a myriad of University programs, as well as those of the Darden School.

Reflecting on his new appointment, Grant noted, “I can’t imagine not giving back to the place that has given me so much. Those of us who know this University, who have benefited from its exceptional faculty and its sense of place and its culture of honor and integrity and service, understand its importance to the Commonwealth, the nation and the world and want to do all we can to support and sustain it.”

## PRINCIPAL DONORS SOCIETY

**Founded in 2003**, the Principal Donors Society remains Darden's highest designation for lifetime giving. This society includes more than 60 of the School's most loyal stewards who have stepped forward to support the School through philanthropic support of \$1 million or more. Darden honors this extraordinary philanthropy through special recognition. This year, Darden introduced tiered levels that recognize all Principal Donors and commemorate their incredible impact by giving level.

### Jefferson Level: \$25M & Above

Anonymous ◇  
Frank Batten Sr. +◇

### Madison Level: \$10M–24.9M

Anonymous  
George A. L. David '67 ◇  
Richard A. Mayo '68 & Sara Page Mayo ◇

### Monroe Level: \$5M–9.9M

W. Hunter Goodwin III '95 & Crystal H. Goodwin  
Kirsti W. Goodwin '02 & Matthew T. Goodwin  
Robert D. Hardie '95, '99 & Molly G. Hardie  
Robert J. Hugin '85 & Kathleen Hugin  
Thomas A. Saunders III '67 & Mary Jordan Saunders ◇  
David C. Walentas '64 & Jane Walentas

### Rotunda Level: \$2.5M–4.9M

In Honor of the Class of 1957  
W.L. Lyons Brown III '87 & Susanna S. Brown  
Terrence D. Daniels '70 & Courtney S. Daniels ◇  
Colgate W. Darden Jr. + & Constance Darden + ◇  
U. Bertram Ellis Jr. '79  
Frank E. Genovese '74 & Susan L. Genovese ◇  
Gary T. Jones '74 & Elizabeth Rhett Jones ◇  
H. Eugene Lockhart Jr. '74 & Terry J. Lockhart ◇  
John G. Macfarlane III '79 & Dudley W. Macfarlane ◇  
Frank M. Sands Jr. '94  
Frank M. Sands Sr. '63 & Marjorie R. Sands +  
James W. Todd '64 & Sharon K. Todd ◇  
Donald M. Wilkinson '66 & Lucinda P. Wilkinson +◇

### Colonnade Level: \$1M–2.4M

Anonymous (2)  
Beverley W. Armstrong '66 +◇ & Carol C. Armstrong  
Thomas J. Baltimore Jr. '91 & Hillary D. Baltimore  
Dorothy Neal Batten '90 ◇  
Frank Batten Jr. '84 & Aimee C. Batten ◇  
E. Thayer Bigelow Jr. '67 ◇  
James S. Cheng '87 & Jeanette Wang Cheng  
H. William Coogan Jr. '82 & Theresa Kost Riddle  
James A. Cooper '84 & Stacy Cooper  
Charles G. Duffy III '87 ◇  
Lawton W. Fitt '79 & James I. McLaren ◇  
John D. Fowler Jr. '84 & Corey P. Fowler  
Martina Hund-Mejean '88 & Bruno J. Mejean  
Thomas V. Inglesby '84 & Joan W. Inglesby  
Peter D. Kiernan '79 & Eaddo H. Kiernan  
Martin L. Killgallon II '72 & Deborah Killgallon ◇  
William C. Killgallon '76 & Susan Killgallon ◇  
Philip W. Knisely '78 & Patricia Knisely  
Robert E. Lamb II '70 & Charlotte Lamb  
Bruce R. Lauritzen '67  
Lawrence Lewis Jr. + & Janet P. Lewis +◇  
Thomas C. MacAvoy + & Margaret M. MacAvoy  
J. Huston McCollough II '75 & Joan S. McCollough ◇  
Barclay McFadden III '76 & Jane Perry McFadden  
Melville Foundation  
Marshall N. Morton '72 & Caroline Morton  
Michael E. O'Neill '74 & Patricia J. O'Neill  
Harry T. Rein '73 & Susan D. Rein  
Douglas A. Scovanner '79 & Mary M. Scovanner  
John T. Siegel '67 + & Alice H. Siegel ◇  
Henry F. Skelsey '84 & Susan W. Skelsey  
Robert W. Smith '87 & Teresa Smith  
John R. Strangfeld Jr. '77 & Mary Kay Strangfeld  
Henri A.M. Termeer '73 + & Belinda Herrera-Termeer  
Bruce R. Thompson '90  
William P. Utt '84 & Carolyn S. Utt  
Steven C. Voorhees '80 & Celia Voorhees  
Thomas R. Watjen '81 & Nanette A. Watjen  
David N. Webb '77 & Nancy Shepherd Webb '77  
Thomas E. Worrell Jr. '71 ◇

◇ *Founding member*  
+ *Deceased*

## Six New Principal Donors

In April 2017, Darden inducted six new Principal Donors to the society. Collectively, the inductees support a range of priorities across the School, including scholarships, faculty excellence, innovations in research and Centers of Excellence, infrastructure improvements, and the Darden Annual Fund. These newest members include an anonymous donor, alongside:



### **Bill Coogan**

*MBA '82*

Chairman and CEO of aerospace defense manufacturing company Firstmark Corp. until June 2015, Coogan recently joined the Darden School Foundation Board of Trustees. Over the years, he has supported the John L. Colley Jr. Darden Jefferson Fellowships through the Jefferson Scholars Foundation, the Robert F. Bruner Dean's Fund for Faculty Excellence, additional scholarships at Darden and the Darden Annual Fund.



### **John Fowler**

*MBA '84*

Vice chairman of investment banking at Wells Fargo Securities, he currently serves on the board of trustees and recently established the Fowler Family Jefferson Scholars Foundation Endowment Fund to support scholarships for outstanding students at Darden and the College of Arts & Sciences. Fowler has also supported additional scholarships at Darden, faculty and research initiatives, and the Darden Annual Fund.



### **Bob Smith**

*MBA '87*

Smith served in many executive roles for T. Rowe Price until his retirement in 2016 and serves on the board of MGM Growth Properties. Smith and his wife, Terri, have established the Smith Family Jefferson Fellowship to provide scholarships for outstanding students at Darden and the Curry School of Education. He has also supported the Richard A. Mayo Center for Asset Management, additional scholarships at Darden and the Darden Annual Fund.



### **Bruce Thompson**

*MBA '90*

Vice chairman at Bank of America Corp., Thompson serves on the board of trustees and is an ardent supporter of post-doctoral research, the Robert F. Bruner Dean's Fund for Faculty Excellence and scholarships, in addition to providing unrestricted support for the Darden Annual Fund and endowment.



### **Bill Utt**

*MBA '84*

Chairman of the board of directors at Cobalt International Energy and at Teekay Corp. and Teekay Offshore Partners, Utt is a member of Darden's board of trustees and leads the Darden Worldwide Course in Normandy, France. He recently established the Utt Family Scholarship and has also supported the John L. Colley Jr. Darden Jefferson Fellowships, in addition to contributing to faculty and research initiatives, physical infrastructure, the Darden Partners Association, and the Darden Annual Fund.

## MAJOR GIFTS

**Fiscal year 2017** resulted in an extraordinary number of generous and strategic major gifts. Major gift donors aligned their passions with the School's priorities, generating an incredible impact across Darden. Such unprecedented major gift support allowed Darden to establish new scholarships, including Darden Jefferson Fellowships, expand Admissions' Future Year Scholars Program for new college graduates, fund new post-doctoral positions and develop the future Sands Family Grounds in Darden's Washington, D.C., area facility.

This list of major gift donors recognizes those who made cumulative commitments of \$100,000 or more between 1 July 2016 and 30 June 2017.

### \$2,500,000 & Above

In Honor of the Class of 1957  
Frank M. Sands Jr. '94  
Frank M. Sands Sr. '63

### \$1,000,000–2,499,999

Anonymous  
John D. Fowler Jr. '84 & Corey P. Fowler  
Robert J. Hugin '85 & Kathleen Hugin  
Douglas R. Lebda '14 & Megan Lebda

### \$500,000–999,999

William D. Cannon Jr. '68 & Nancy Cannon  
Albert N. Morgan Jr. '72 & Carla Morgan  
Joyce E. Rothenberg '85 & Mace Rothenberg  
Bruce R. Thompson '90  
William P. Utt '84 & Carolyn S. Utt

### \$250,000–499,999

Anonymous (2)  
John P. Bolduc Jr. '90 & Stacy H. Bolduc '90  
Franklin S. Edmonds Jr. '95 & Pamela F. Edmonds  
Michael E. O'Neill '74 & Patricia J. O'Neill  
Robert W. Smith '87 & Teresa Smith  
John R. Strangfeld Jr. '77 & Mary Kay Strangfeld

### \$100,000–249,999

Anonymous  
Kirby C. Adams '79  
W.L. Lyons Brown III '87 & Susanna S. Brown  
James S. Cheng '87 & Jeanette Wang Cheng  
Susan C. Coogan '82  
James A. Cooper '84 & Stacy Cooper  
Richard P. Dahling '87 & Nancy L. Sanborn  
Allison Cryor DiNardo '88 & Robert B. DiNardo  
Robert W. Emery Jr. +  
Kirsti W. Goodwin '02 & Matthew T. Goodwin  
William A. Hawkins III '82 & Sharon D. Hawkins  
Bret W. Holden '88 & Jeanne-Marie Z. Holden  
Ryan P. Knauss '00 & Christina M. Knauss  
Mark C. Lamarre '90  
Bruce R. Lauritzen '67  
David L. Miller '72  
Marshall N. Morton '72 & Caroline Morton  
L. Paul Nelson '77  
Zhiyuan "Jerry" Peng '03 & Ying Hu  
John Powell '82  
Robert J. Shanfield '87 & Francine N. Shanfield '87  
Stamps Family Charitable Foundation Inc.  
Lilo Simmons Ukrop '89 & R. Scott Ukrop '89  
Bradley J. Waitzer '87 & Terry Waitzer  
+ *Deceased*



*State-of-the-art D.C. facilities*

## Securing the Sands Family Grounds

**Charles C. Abbott Award winner** Frank Sands Sr. (MBA '63) and Frank Sands Jr. (MBA '94), both members of the Darden School Foundation Board of Trustees and Principal Donors Society, magnified Darden's enormous success moving into the Washington, D.C., area in fiscal year 2017. The Sands opened the offices of Sands Capital Management in Rosslyn, Virginia, for Executive MBA (EMBA) students and allowed the School to use the space for more than 20 events.

The father-and-son team have now added to their estimable legacy at the Darden School by making a transformational gift for the development of state-of-the-art facilities on the 30th and 31st floors of a Rosslyn high-rise, giving the Darden School a permanent home to hold classes and host programming. The 31st floor, home to several classrooms and learning spaces, will be known as the Sands Family Grounds.

In addition to welcoming a larger cohort to the EMBA Rosslyn section in subsequent academic years, the School's permanent and growing presence in the D.C. area opens up a host of additional opportunities for the full-time MBA program, Executive Education, Darden's research Centers of Excellence, thought leadership events, and various student and alumni gatherings.



**“We believe Darden is poised to be an influential and positive force at the intersection of business, public policy and leadership.”**

—FRANK SANDS JR.  
(MBA '94)

## REUNION GIVING

**Reunion giving skyrocketed** to a new high of \$9 million in contributions from alumni celebrating a Darden reunion. The unprecedented success is directly attributed to the record attendance at Darden Reunion Weekend, held on Grounds 28–30 April, and the class-specific fundraising efforts spearheaded by Reunion Giving chairs.

In 2017, the Classes of 1967, 1972, 1982 and 1987 focused on creating new or expanding existing scholarships while the Class of 1992 established a fund for faculty excellence. This alignment of class philanthropy with Darden priorities provides incredible momentum for the School while empowering Reunion participants to leave a lasting legacy for the Darden they know and love.



### Reunion Class Participation

Class	Reunion Giving Total	Class Participation	Reunion Weekend Attendance
1957	\$18,750	77%	43%
1962	\$99,753	46%	23%
1967	\$390,132	52%	27%
1972	\$1,189,533	46%	17%
1977	\$966,083	52%	18%
1982	\$1,239,455	49%	18%
1987	\$1,630,941	65%	37%
1992	\$974,423	53%	36%
1997	\$274,638	48%	30%
2002	\$1,826,316	35%	22%
2007	\$185,337	49%	42%
2012	\$137,425	55%	50%
2012 EMBA	\$29,367	58%	52%
2016	\$108,546	80%	31%
2016 EMBA	\$36,986	87%	53%
2016 GEMBA	\$18,001	93%	54%
<b>Reunion Giving Total</b>	<b>\$9,125,685</b>	<b>56%</b>	<b>34%</b>

## LEADING SUPPORTERS OF THE 2017 DARDEN ANNUAL FUND

**Gifts to the Darden Annual Fund** provide Darden the flexibility to invest in the people, programs and innovative ideas necessary to pursue the School's mission. Thanks to the loyalty and generosity of Darden alumni, faculty and friends in fiscal year 2017, the Annual Fund reached \$5.4 million in unrestricted contributions, which allow the School's leadership to respond quickly to emerging opportunities.

### Executive Circle: \$100,000 & Above

Anonymous  
Claire Dufournet Beardsley & Scott C. Beardsley  
Robert W. Emery Jr. +

### Sponsors' Circle: \$50,000–99,999

Anonymous  
James A. Cooper '84 & Stacy Cooper  
Robert J. Hugin '85  
Philip W. Knisely '78 & Patricia Knisely  
E. Morgan Massey & Joan Massey  
Albert N. Morgan Jr. '72 & Carla Morgan  
Frank M. Sands Sr. '63  
Douglas A. Scovanner '79 & Mary M. Scovanner  
Steven C. Voorhees '80 & Celia Voorhees

### Founders' Circle: \$25,000-49,999

Jane Parke Batten  
John P. Bolduc Jr. '90 & Stacy H. Bolduc '90  
J. Scott Carter '99 & Ann B. Carter  
Hugh M. Comer II '91 & Deborah R. Comer

Gordon Crawford '71  
Terrence D. Daniels '70 & Courtney S. Daniels  
Lawton W. Fitt '79 & James I. McLaren  
John D. Fowler Jr. '84 & Corey P. Fowler  
Frederic H. Garner IV '90 & Katherine Dudley Garner  
Frank E. Genovese '74 & Susan L. Genovese  
Carson Q. Gleberman '86 & Joseph Gleberman  
Peter M. Grant '86 & Colleen J. Grant  
William A. Hawkins III '82 & Sharon D. Hawkins  
Douglas D. Haynes '92 & Laurice Haynes  
Daniel S. Lynch '84 & Elizabeth H. Lynch '84  
John G. Macfarlane III '79 & Dudley W. Macfarlane  
William B. Massey Jr.  
William E. Massey Jr.  
David L. Miller '72  
Donald E. Morel Jr. '97  
Michael E. O'Neill '74 & Patricia J. O'Neill  
Thomas F. Shannon '92  
Henry F. Skelsey '84 & Susan W. Skelsey  
Bruce R. Thompson '90  
James W. Todd '64 & Sharon K. Todd  
Philip B. Weymouth III '93 & Elizabeth K. Weymouth '94

### Leaders: \$10,000–24,999

Eileen O'Shea Auen '89  
Thomas J. Baltimore Jr. '91 & Hillary D. Baltimore  
Frank Batten Jr. '84 & Aimee C. Batten  
Donald R. Benson '89  
Richard E. Berry '94  
Christopher A. Bowen '88  
Barbara M. Bruner '90 & Robert F. Bruner  
J. Andrew Bugas '86 & Maryann H. Bugas  
A. Hazen Burnet '69 & Sarah M. Burnet  
Paul J. Cavicchi '83  
Ryan W. Childress '09 & Marjorie W. Childress '09  
Charles R. Cory '82 & Kimberlee Cory  
Kevin M. Cox '79 & Charlotte J. Cox  
Hugh Cullman

“

— PROFESSOR S. “VENKAT” VENKATARAMAN  
on the importance of supporting faculty excellence

**Great faculty are not born, nor are they built in a day. It takes years and an academical village to attract, nurture and develop great faculty talent.”**



## LEADING SUPPORTERS OF THE 2017 DARDEN ANNUAL FUND (CONT.)

Guillaume M. Cuvelier '91  
 William K. Daniel II '91 & Robin W. Daniel  
 George A. L. David '67  
 Michael D. DelGiudice '90  
 James K. Dunton '62 & Nancy H. Dunton  
 Franklin S. Edmonds Jr. '95 & Pamela F. Edmonds  
 Richard C. Edmonds III '92 & Kathy Edmonds  
 Louis G. Elson '90  
 Donald C. Epperson Jr. '95 & Teresa A. Epperson '95  
 Warren F. Estey '98 & Linda H. Estey  
 Clifford H. Farrah '94 & Kimberley M. Farrah  
 Earl M. Ferguson '72 & Linda Opper Ferguson  
 Catherine Joan Friedman '86 & Jon R. Duane  
 Darren A. Fultz '06  
 Peter U. Gavin '13 & Andrea M. Gavin  
 Donald W. Goodman '84 & Andrea P. Goodman '84  
 Kirsti W. Goodwin '02 & Matthew T. Goodwin  
 William H. Goodwin Jr. '66 & Alice T. Goodwin  
 William H. Goodwin III '95 & Crystal H. Goodwin  
 Gordon Grand III '75  
 Robert D. Hardie '95, '99 & Molly G. Hardie  
 Peter J. Hicks '74 & Kathryn V. Hicks  
 Martina T. Hund-Mejean '88 & Bruno J. Mejean  
 William I. Huyett '82 & Lauren M. Huyett  
 David B. Kelso '82 & Sara E. Kelso  
 Martin G. King '91 & Rosemary B. King '91  
 Mark C. Lamarre '90  
 Bruce R. Lauritzen '67  
 Steffen M. Lauster '92 & Paige G. Lauster '92  
 Josiah S. Lindsay '02 & Nicole M. Lindsay '99  
 Jane R. Lundquist '80  
 Brian N. McDonald '87 & Margaret McDonald  
 James K. Meneely III '97  
 E. Benjamin Mix III '86  
 Jeanne L. Mockard '90  
 Melissa M. Monk '08

Edmond N. Moriarty III '87  
 Ernest M. Norville '84 & Carla S. Norville  
 G. Ruffner Page Jr. '86 & Virginia White Page  
 Timothy Parker '01  
 John W. Parsons '89 & Ellen T. Parsons  
 John Powell '82  
 Scott A. Price '90 & Shizuko M. Price  
 Theodore W. Price '68 & Carol B. Price  
 Peter D. Prowitt '81 & Nancy G. Prowitt  
 Steven S. Reinemund '78 & Gail T. Reinemund  
 Matthias D. Renner '86 & Linda G. Renner  
 Thomas E. Robinson '73  
 Kathryn S. Ryan '81  
 Robert C. Schletter '79  
 Ricardo B. Silva '86 & Amelia W. Silva  
 Naresh Kumra '99 & Jaya Sinha  
 Shannon G. Smith '90  
 Wallace Stettinius '59 & Mary Gray Stettinius  
 John R. Strangfeld Jr. '77 & Mary Kay Strangfeld  
 Mark B. Templeton '78 & Yvonne Shuler-Templeton  
 Timothy P. Treadway '79  
 Ronald E. Trzcinski '71 & Patricia Trzcinski  
 Robert S. Ukrop '72 & Jayne B. Ukrop  
 William P. Utt '84 & Carolyn S. Utt  
 Edward W. Valentine '93 & Laura Valentine  
 Sankaran Venkataraman  
 Bradley J. Waitzer '87 & Terry Waitzer  
 Thomas R. Watjen '81 & Nanette A. Watjen  
 Roger L. Werner Jr. '77  
 Alexander R. Westra '12  
 Donald M. Wilkinson III '92 & Lauren D. Wilkinson  
 Mary Reaves Wimbish '97  
 Charles H. Witmer '83 & Meryl L. Witmer  
 Robert C. Woodworth '73 & Joyce Woodworth  
 Richard S. Youngman '76

+ *Deceased*

## CORNERSTONE SOCIETY

**In preparation for its bicentennial**, the University of Virginia planned a vivid commemoration of the 6 October 1817 ceremony in which then-President James Monroe joined former Presidents James Madison and Thomas Jefferson to lay the cornerstone of the University's first building, Pavilion VII. Each of those presidents also left a bequest to UVA. As the University enters its third century and Darden joins in the celebration, the School looks to continue such initial leadership and support. Darden's Cornerstone Society lays the groundwork for the School's achievements in the century ahead.

The Cornerstone Society comprises forward-thinking alumni, parents, faculty and friends who have executed planned gifts to Darden through wills, living trusts, retirement plans, gifts of life insurance, charitable gift annuities and charitable remainder trusts. Through these planned gifts, Cornerstone Society members secure the success of the School for future generations.

Anonymous (3)  
 Hadi Alsegaf '93 & Kathryn A. Alsegaf '93  
 Melvin D. Beale '76 & Ann J. Beale  
 Stephen D. Benson '71  
 Richard S. Bewley & Dorothy Jo Bewley  
 H. Lee Boatwright III '60 & Joyce J. Boatwright  
 Samuel E. Bodily & Jolene H. Bodily  
 C. Clinton Bolte '72 & Mary T. Bolte  
 David P. Campbell Jr. '95  
 Robert H. Carlile '66  
 Ronald C. Carlock Jr. '93 & Kristin R. Carlock '93  
 Thomas Y. Catlett '86  
 G. David Cheek '79 & Katherine P. Cheek  
 J. Gordon Clayton '69  
 Charles W. Coker Jr. '85  
 Susan C. Coogan '82  
 Richard P. Dahling '87  
 James R.V. Daniel III '59 & Colleen H. Daniel

Norwood H. Davis Jr. '75  
 William A. Dawson '67  
 David J. Dube '11 & Heidi L. Stump '13  
 Basil M. Duncan III '90  
 Kelly W. Eldridge '02  
 U. Bertram Ellis Jr. '79 & Deborah H. Ellis  
 Donald C. Eperson Jr. '95 & Teresa A. Epperson '95  
 Robert R. Fair & Camilla S. Fair  
 Charles H. Foster Jr. '67  
 Paul L. Fowler Jr. '81 & Sandra J. McDiarmid  
 John P. Frye Jr. '71 & Jerrie S. Frye  
 Robert L. Gaines '63  
 Palmer P. Garson '83 & Douglas D. Garson  
 David W. Goodrich '73 & Julie Houk Goodrich  
 Mark R. Gordon '76 & E. Leigh Gordon  
 Conrad M. Hall '70  
 Brenton S. Halsey & Lindsay G. Halsey  
 Stephen A. Hansel '71 & Dana Hansel  
 Eugene W. Hansen '76  
 Edward H. Hawfield '75 & Nancy S. Hawfield  
 Mary Metzler Hoobler '88  
 William I. Huyett '82 & Lauren M. Huyett  
 Claire C. Hyde '80  
 Burdett L. Ives '67 & Elinor B. Ives  
 Robert C. Jordan '63  
 Michael T. Kender '87  
 Ryan P. Knauss '00 & Christina M. Knauss  
 Mark C. Lamarre '90  
 Wei Li & Jean Yuan  
 Donald A. Lucchesi '79 & Elizabeth Lucchesi  
 Douglas S. Luke '66  
 James Carson Magill Jr. '79  
 Herbert R. Martens Jr. '78  
 Barclay McFadden III '76 & Jane Perry McFadden  
 Raleigh C. Minor  
 Michael K. Minter '78 & Emma W. Hill '78  
 Clifford D. Moore III '81  
 Matthew Corbett Moore '00  
 Lewis F. Payne Jr. '73



As members of the Cornerstone Society and Darden Society, Darden School Foundation Trustee Bill Huyett (MBA '82) and his wife, Lauren, joined Dean Scott Beardsley and his wife, Claire, for an event at Pavilion I.

Jerome C. Philpott '88 & Ann Searle Philpott  
 Dianne J. Prust '92  
 Ryan D. Rayborn '10 & Jessica Rayborn  
 Robert E. Reeve '85  
 Harry T. Rein '73 & Susan D. Rein  
 William F. Richmond '76 & Joyce A. Richmond  
 Katherine Duff Rines  
 Dean B. Roberson '86 & Debra Mullins Roberson  
 Joyce E. Rothenberg '85 & Mace Rothenberg  
 James L. Rumsey '57  
 Michael L. Santoro Jr. '74 & Martha C. Santoro  
 Thomas A. Saunders III '67 & Mary Jordan Saunders  
 F. Blair Schmidt-Fellner '85  
 Mary Buckle Searle '86 & Stewart A. Searle III  
 Martha A. Shenkenberg '88  
 Susan L. Sink '83  
 Robert M. Smith '77 & Karen E. Connolly

Michael J. Steep '80  
 Wallace Stettinius '59 & Mary Gray Stettinius  
 Gerald R. Strauss & Sue Strauss  
 Bruce R. Thompson '90  
 James W. Todd '64 & Sharon K. Todd  
 Ronald E. Trzcinski '71  
 Nicholas P. Valdrighi '65 & Margaret P. Valdrighi +  
 John C. Vernon '91  
 Thomas B. Whelan '77 & Claire F. Whelan  
 Stephen H. Whisenant & Emily H. Whisenant  
 R.V. Whisnand '68  
 Mack R. Wilcox '75 & Judith Hansen Wilcox  
 Wade M. Wilks '79  
 Charles T. Wingo '69  
 Robert C. Woodworth '73 & Joyce Woodworth  
 Douglas C. Young '80 & Cynthia H. Young  
 + Deceased

# CORPORATE PARTNERS PROGRAM

Corporate giving to Darden bridges the business and academic sectors, facilitating partnerships that align corporate objectives with Darden’s strategic initiatives, faculty expertise and talented students.

Initial funding for the Darden School came from a small group of Virginia business leaders who provided not only annual financial support but advisory expertise. Corporate support of the School thrives today, and we proudly recognize these companies and their dedicated Darden alumni for unwavering engagement and support during the fiscal year.

## Corporate Partners Program 2016–17

Darden’s Corporate Partners are committed to the success and future of the School and its students. Darden is deeply grateful for its 2016–17 Corporate Partners and the generosity and leadership these corporations provide the School.



### Associate Level \$10,000

- Accenture
- Danaher
- Deutsche Bank
- Eastman
- Johnson & Johnson
- JPMorgan Chase & Co.

### Affiliate Level \$5,000

- Bain & Co.
- Barclays
- Chevron
- Credit Suisse
- Deloitte Consulting LLP
- General Mills
- Goldman Sachs
- Harris Williams & Co.
- Jefferies
- Morgan Stanley
- Piper Jaffray
- Progressive
- PwC
- Wells Fargo Securities



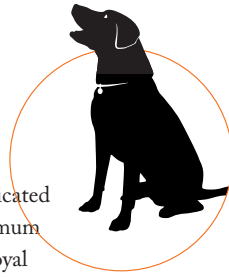
FAMILY OF COMPANIES



— **PROFESSOR JOHN COLLEY**  
reflecting on 50 years of teaching at Darden

**“I would like for people to remember that I was single-mindedly focused on the development of a world-class, top graduate business school.”**

## HICKORY CLUB



The **Hickory Club** was founded in 2005 in recognition of dedicated alumni who give consistently each year to Darden for a minimum of three years. Hickory was Dean Charles C. Abbott's ever-loyal black Labrador retriever and is a symbol of the commitment Darden alumni express through consecutive giving.

Hickory Club members receive special recognition throughout the year as well as invitations to special gatherings. Highlights from 2017 include a book tour with Professor Ed Hess on his much-celebrated and recently published book *Humility Is the New Smart*, a luncheon and panel discussion during Reunion weekend, and the annual fall Foxfield family event.

In fiscal year 2017, the Hickory Club reached an incredible 2,929 members. More than 1,200 have given consistently for 10 years or more with more than 700 for 25 years or more.

members  
**2,929**

**1,263** given consistently for 10+ years

**705** given consistently for 25+ years

For a complete listing of members by Darden class year, please visit [www.darden.virginia.edu/2017contributorslist](http://www.darden.virginia.edu/2017contributorslist)

**“Darden taught me the value of relationships. My classmates of more than 60 years ago have become my lifelong friends and, along with lessons we learned at Darden, have had a vital influence on my life and career. At Darden, I learned — when it comes to business, family or friendships — if something is worth doing, start working on it now and keep working on it until it’s done. It has been an honor and a privilege to serve and support Darden as it continues to grow and move forward.”**

— HARRY LEWIS

(MBA '57)

Hickory Club Chair, upon receiving the inaugural Harry N. Lewis Distinguished Service Award



## Loyalty Shines Among Alumna's Many Roles at Darden

Since matriculating to Darden over two decades ago, Nicole Lindsay (MBA '99/JD '00) has served many roles:

- Student (represented Section D)
- Hiker (completed a National Outdoor Leadership School trek with fellow students and Professor Yael Grushka-Cockayne)
- Author (wrote *The MBA Slingshot for Women: Using Business School to Catapult Your Career*)
- Dual-degree holder (completed the JD/MBA at UVA)
- Alumna
- Advocate (increased diversity in MBA programs)
- Dual Darden Society and Hickory Club member
- Darden School Foundation Board of Trustees member

While the list goes on, one role that remains timeless and consistent for Lindsay is Darden Annual Fund donor. Since graduation, she has supported the Darden School of Business, making her a Hickory Club member for more than a decade. What's more, she gives at the Darden Society level, providing the critical unrestricted funds to move the School forward.

*First female  
president of the  
UVA Alumni  
Association*



## UVA Alumni Association Taps Darden Leader

**Darden Society and Hickory Club member** Jen Andrasko (MBA '10) has built an impressive resume that includes corporate executive and management expert, U.S. Navy pilot, mission commander, NATO officer, wife and mother of three. This year, Andrasko pivoted from the corporate and government sectors into a higher education leadership role as the UVA Alumni Association's president and CEO. Her selection by the organization's board of managers makes her the first female president of the Alumni Association, which celebrates its 180th anniversary this summer.

For Darden, the appointment instills a great sense of pride as Andrasko is not only an alumna of the School but also a past recipient of the Macfarlane Family Jefferson Fellowship.

"I am struck with a deep sense of gratitude for donors like the Macfarlanes and all that my experience at Darden has afforded me. Financially supporting Darden and taking on my role as a servant leader for all UVA alumni are tangible ways that I can give back to this incredible community," said Andrasko.

"For one of our donors and scholarship recipients to make such a meaningful career choice — especially in dedication to the University of Virginia as it celebrates its bicentennial — is an unparalleled point of pride," said Darden School Foundation President Michael Woodfolk (TEP '05). "It is phenomenal that the first female president of the Alumni Association comes from the Darden alumni base, and it is especially powerful in the same year that Elizabeth Weymouth became the first female chair of the Darden School Foundation Board of Trustees."

# DARDEN SOCIETY



The Darden Society is a group of committed donors who advance the mission of the Darden School of Business. Gifts from Darden Society members provide a critical level of support for the School to capture emerging opportunities in areas of greatest need, scholarships, faculty excellence and global impact.

Membership in the society is granted to donors who contribute a minimum of \$2,500 per year, with graduates from the four most recent graduating classes welcomed with a \$1,000 giving commitment. Members receive the exclusive rosette pin, a tangible symbol of Darden pride that has been in production and distribution for Darden Society members since the Society's founding in 1996.

In 2017, the Society reached nearly 900 members, representing an all-time high for the School. In celebration of their membership, new members from the Class of 2017 were invited to engage with Darden Society alumni for the first time in the annual Darden Society breakfast held at the Academical Village during Darden Reunion Weekend. A new Darden Society tailgate was also launched in fall 2016, with the inaugural event held at Pavilion I prior to the Virginia football game against Louisville. As a benefit of membership, Darden Society members received invitations to special events and gatherings nationwide in addition to events on Grounds.

This year, to honor the generosity of those who make annual gifts at the \$100,000-plus level, Darden introduced a new level to the tiered Darden Society.

## Executive Circle: \$100,000 & Above

Anonymous (3)  
 In Honor of the Class of 1957  
 Kirby C. Adams '79  
 Claire Dufournet Beardsley & Scott C. Beardsley  
 John P. Bolduc Jr. '90 & Stacy H. Bolduc '90  
 W.L. Lyons Brown III '87 & Susanna S. Brown  
 William D. Cannon Jr. '68 & Nancy Cannon

H. William Coogan Jr. '82 & Theresa Kost Riddle  
 James A. Cooper '84 & Stacy Cooper  
 Richard P. Dahling '87 & Nancy L. Sanborn  
 Terrence D. Daniels '70 & Courtnay S. Daniels  
 Robert W. Emery Jr. +  
 John D. Fowler Jr. '84 & Corey P. Fowler  
 Kirsti W. Goodwin '02 & Matthew T. Goodwin  
 William H. Goodwin Jr. '66 & Alice T. Goodwin  
 William H. Goodwin III '95 & Crystal H. Goodwin  
 Robert D. Hardie '95, '99 & Molly G. Hardie  
 William A. Hawkins III '82 & Sharon D. Hawkins  
 Robert J. Hugin '85  
 Michael E. O'Neill '74 & Patricia J. O'Neill  
 Zhiyuan "Jerry" Peng '03 & Ying Hu  
 Frank M. Sands Jr. '94  
 Douglas A. Scovanner '79 & Mary M. Scovanner  
 Henry F. Skelsey '84 & Susan W. Skelsey  
 Robert W. Smith '87 & Teresa Smith  
 John R. Strangfeld Jr. '77 & Mary Kay Strangfeld  
 Bruce R. Thompson '90  
 William P. Utt '84 & Carolyn S. Utt  
 Donald M. Wilkinson '66

## Sponsors' Circle: \$50,000–99,999

Anonymous  
 Gordon Crawford '71  
 Charles H. Foster Jr. '67 & Diane Reames Bates  
 Peter M. Grant '86 & Colleen J. Grant  
 Douglas D. Haynes '92 & Laurice Haynes  
 Harry N. Lewis '57 & Dearing Ward Johns Lewis  
 Philip W. Knisely '78 & Patricia Knisely  
 Bruce R. Lauritzen '67  
 Daniel S. Lynch '84 & Elizabeth H. Lynch '84  
 John G. Macfarlane III '79 & Dudley W. Macfarlane  
 E. Morgan Massey & Joan Massey  
 Barclay McFadden III '76 & Jane Perry McFadden  
 Albert N. Morgan Jr. '72 & Carla Morgan  
 G. Ruffner Page Jr. '86 & Virginia White Page  
 Frank M. Sands Sr. '63  
 Shannon G. Smith '90



Allan W. Staats '62 & Barbara G. Staats  
 Thomas P. Storrs '77 & Susan S. Storrs  
 Mark B. Templeton '78 & Yvonne Shuler-Templeton  
 Steven C. Voorhees '80 & Celia Voorhees

### Founders' Circle: \$25,000–49,999

Jane Parke Batten  
 J. Andrew Bugas '86 & Maryann H. Bugas  
 Liane Burckhardt  
 J. Scott Carter '99 & Ann B. Carter  
 James S. Cheng '87 & Jeanette Wang Cheng  
 Hugh M. Comer II '91 & Deborah R. Comer  
 Michael A. DeCola '77 & Lee F. DeCola  
 Thomas W. Dickson '80  
 Ty W. Eggemeyer '89 & Leslie F. Eggemeyer  
 Lawton W. Fitt '79 & James I. McLaren  
 Laurence C. Franklin  
 Sterling C. Franklin  
 Catherine Joan Friedman '86 & Jon R. Duane  
 Frederic H. Garner IV '90 & Katherine Dudley Garner  
 Frank E. Genovese '74 & Susan L. Genovese  
 Peter R. Hennessy '86 & Anne G. Hennessy '91  
 Peter J. Hicks '74 & Kathryn V. Hicks  
 Bret W. Holden '88 & Jeanne-Marie Z. Holden  
 Martina T. Hund-Mejean '88 & Bruno J. Mejean  
 David B. Kelso '82 & Sara E. Kelso  
 Mark J. Kington '88 & Ann A. Kington  
 Steffen M. Lauster '92 & Paige G. Lauster '92  
 C. H. Randolph Lyon '67 & Evelyn H. Lyon  
 William B. Massey Jr.  
 William E. Massey Jr.  
 Emmett E. McLean '84  
 David L. Miller '72  
 Sunil K. Ghatnekar '92 & Christine L. Moon '92  
 Donald E. Morel Jr. '97  
 Marshall N. Morton '72 & Caroline Morton  
 John Powell '82  
 Ian W. Ratcliffe '94 & Elizabeth A. Ratcliffe  
 James G. Rose Jr. '85 & Megan Walker Rose  
 Brittany D. Roy '15

A. Lee Seward III '87 & Ruth Ann R. Seward  
 Thomas F. Shannon '92  
 James W. Todd '64 & Sharon K. Todd  
 Lilo Simmons Ukrop '89 & R. Scott Ukrop '89  
 Edward W. Valentine '93 & Laura Valentine  
 Philip B. Weymouth III '93 & Elizabeth K. Weymouth '94  
 Jianwei J. Yao '01 & Wenjing Mao

### Leaders: \$10,000–24,999

Eileen O'Shea Auen '89  
 Thomas J. Baltimore Jr. '91 & Hillary D. Baltimore  
 Frank Batten Jr. '84 & Aimee C. Batten  
 Donald R. Benson '89  
 Richard E. Berry '94  
 Christopher A. Bowen '88  
 Turner A. M. Bredrup '94 & Catherine Bredrup  
 Barbara M. Bruner '90 & Robert F. Bruner  
 Mary Buckle Searle '86 & Stewart A. Searle III  
 A. Hazen Burnet '69 & Sarah M. Burnet  
 James B. Campbell '67 & Lois Campbell  
 Paul J. Cavicchi '83  
 Ryan W. Childress '09 & Marjorie W. Childress '09  
 Roy M. Cockburn '67 & Nancy C. Cockburn  
 Charles R. Cory '82 & Kimberlee Cory  
 Kevin M. Cox '79 & Charlotte J. Cox  
 Allison Cryor DiNardo '88 & Robert B. DiNardo  
 Hugh Cullman  
 Guillaume M. Cuvelier '91  
 William K. Daniel II '91 & Robin W. Daniel  
 George A. L. David '67  
 Michael D. DelGiudice '90  
 John O. Downing '82  
 James K. Dunton '62 & Nancy H. Dunton  
 Franklin S. Edmonds Jr. '95 & Pamela F. Edmonds  
 Richard C. Edmonds III '92 & Kathy Edmonds  
 Louis G. Elson '90  
 Donald C. Epperson Jr. '95 & Teresa A. Epperson '95  
 Warren F. Estey '98 & Linda H. Estey  
 A. Hugh Ewing '71 & Susan Ewing  
 Clifford H. Farrah '94 & Kimberley M. Farrah

## DARDEN SOCIETY

Earl M. Ferguson '72 & Linda Opper Ferguson  
 John M. Fruehwirth '96 & Christine A. Fruehwirth '96  
 Thomas M. Fulcher Jr. '86  
 Darren A. Fultz '06  
 Michael Gangemi '86 & Martha L. Gangemi '87  
 Peter U. Gavin '13 & Andrea M. Gavin  
 Donald W. Goodman '84 & Andrea P. Goodman '84  
 Gordon Grand III '75  
 Patrick C. Graney III '81 & Jessica S. Graney  
 John W. Guinee III '82 & Michelle K. Guinee  
 John C. Hathaway '67 & Vera Hathaway  
 W. Barnes Hauptfuhrer '81 & Camilla Robinson Hauptfuhrer  
 John P. Hodgson '87 & Blythe Jeffers  
 Ned Hooper '94 & Freya S. Hooper '94  
 R. Vernon Howard Jr. '87  
 Robert L. Huffines '92 & Lisa G. Huffines  
 William I. Huyett '82 & Lauren M. Huyett  
 Thomas V. Inglesby '84 & Joan W. Inglesby  
 Richard I. Kellogg '72  
 Robert F. Kibble '72  
 Martin G. King '91 & Rosemary B. King '91  
 Naresh Kumra '99 & Jaya Sinha  
 Mark C. Lamarre '90  
 Reginald W. Lathan '87  
 Josiah S. Lindsay '02 & Nicole M. Lindsay '99  
 Jane R. Lundquist '80  
 William H. Lyon '00  
 Brian N. McDonald '87 & Margaret McDonald  
 Dana M. McNamara '14  
 James K. Meneely III '97  
 E. Benjamin Mix III '86  
 Jeanne L. Mockard '90  
 Elizabeth D. Moffett '88 & Dean Matthew Powell  
 Melissa M. Monk '08  
 Kenneth D. Morgan '68  
 Edmond N. Moriarty III '87  
 J. Byrne Murphy '86 & Pamela Breslin Murphy  
 N. R. Narayana Murthy  
 Ernest M. Norville '84 & Carla S. Norville  
 William S. Ogden Jr. '92 & Linda B. Ogden '92  
 Lee S. Owen '72 & Jenny Owen

Timothy Parker '01  
 John W. Parsons '89 & Ellen T. Parsons  
 Mark R. Patterson '87  
 Lewis F. Payne Jr. '73 & Susan K. Payne  
 Scott A. Price '90 & Shizuko M. Price  
 Theodore W. Price '68 & Carol B. Price  
 Peter D. Prowitt '81 & Nancy G. Prowitt  
 Steven S. Reinemund '78 & Gail T. Reinemund  
 Matthias D. Renner '86 & Linda G. Renner  
 Thomas E. Robinson '73  
 Kathryn S. Ryan '81  
 Michael L. Santoro Jr. '74 & Martha C. Santoro  
 Nicholas P. Sargen  
 Catherine A. Saunders  
 Robert C. Schletter '79  
 Robert J. Shanfield '87 & Francine N. Shanfield '87  
 Kenneth Shea '87  
 Katrina F. Sherrerd '87 & David G. Smith  
 Ricardo B. Silva '86 & Amelia W. Silva  
 Russell P. Smith '86 & Louann J. Smith  
 Steven A. Sonnenberg '79 & Karen S. Sonnenberg  
 Robert H. Spilman Sr. +  
 Wallace Stettinius '59 & Mary Gray Stettinius  
 Timothy P. Treadway '79  
 Ronald E. Trzcinski '71 & Patricia Trzcinski  
 Robert S. Ukrop '72 & Jayne B. Ukrop  
 Sankaran Venkataraman  
 Bradley J. Waitzer '87 & Terry Waitzer  
 Thomas R. Watjen '81 & Nanette A. Watjen  
 David N. Webb '77 & Nancy Shepherd Webb '77  
 Roger L. Werner Jr. '77  
 Alexander R. Westra '12  
 Donald M. Wilkinson III '92 & Lauren D. Wilkinson  
 Mary Reaves Wimbish '97  
 Charles H. Witmer '83 & Meryl L. Witmer  
 James M. Wood III '82  
 Keith Woodard '75 & Patricia B. Woodard  
 Robert C. Woodworth '73 & Joyce Woodworth  
 Richard S. Youngman '76  
 Marietta Edmunds Zakas '84 & Dennis L. Zakas

**Fellows: \$5,000–9,999**

Anonymous (4)

James C. Allison '82 & Tracy Allison

Richard E. Anthony '71 & Virginia Anthony

Keith F. Bachman '89

J. Michael Balay '89

Joseph Paul Balog '88

Dorothy Neal Batten '90

Randolph H. Batten '12

Brian C. Bednar '97 & Rebecca B. Bednar

David J. Blair '82

Thomas M. Bland '83

Elizabeth A. Boehmler '07

A. B. Bowden '96 & Toni N. Bowden '96

Stephen G. Brooks '09 & Chandra Brooks

Fayette Brown III '67 & Laurie W. Brown

Willard Bunn III '68 & Jeanette W. Bunn

Michael L. Cannon '76 & Beverly B. Cannon '76

Edward J. Casey Jr. '84 & Holly M. Casey

Samuel M. Chappell III '82

G. David Cheek '79 & Katherine P. Cheek

Phillip C. Chen '87

Mark A. Christian '86 & Melissa V. Christian

T. Scott Coleman '79 & Yasmine Z. Coleman

Jerome E. Connolly Jr. '88 & Vanessa P. Connolly

Susan C. Coogan '82

Jo'Andrew Derond Cousins '16

Jesse V. Crews '77 & Vanessa Crews

Jennifer A. Crutchfield '11

William G. Crutchfield Jr.

Wei Cui '02

Martin J. Curran '84 & Susan Sager Curran

Ravenel B. Curry III '67

Nena E. Dahling

Vidyanidhi Dalmia '84

William A. Dawson '67

Peter V. Del Presto '85 & Nancy B. Del Presto

Anurag Dhanwantri '05

Herbert A. Dollahite '81 & Elizabeth Dollahite

James C. Dunstan '73

George T. Eastment III '72

Karen K. Edwards '84

U. Bertram Ellis Jr. '79 & Deborah H. Ellis

Michael A. Ernst '86 & Joyce J. Ernst '87

Arnold B. Evans '97 & Joyce H. Evans

John H. Faulk '02 & Suzanne C. Faulk

Glenn A. Ferguson '84

Luke E. Fichthorn IV '98 & Katherine R. Fichthorn

Jennifer McEnergy Finn '00

Andrew G. Foster

William Kim Foster '77 & Lisa W. Foster '77

Frederick L. Fowler III '95 & Ann H. Fowler '95

Alyssa M. Franklin '05

Mary Frediani & David R. Frediani

Sherwood Frey Jr.

Thomas J. Friedmann '90 & Amy D. Anderson

Daniel K. Frierson '66 & Joan Frierson

Howard S. Furman '85 & Jacquelyn S. Furman

Virginia S. Genereux '92

John M. Geraghty '72

Jonathan L. Gilliland '98

Roxane I. Googin '85 & Kent Winterholler

John K. Graham '87

Gregory B. Graves '89

William Gray '78 & Diana R. Gray '79

Lawrence L. Gray '92 & Freddie Gray

Ira H. Green Jr. '90 & Susan M. Green

Karen Oakes Green

John H. Grigg '87

R. Allen Haight '89 & Franziska Haight

John R. Haley '87 & Carrie C. Haley '87

Danica H. Harrahy '96 & Thomas Harrahy

William R. Harrison '86 & Paula B. Harrison

G. Scott Hetzer '84 & Katherine W. Hetzer

David M. Hillman '82

Daniel B. Hirschhorn '88

Robert N. Hoglund '86 & Suzanne R. Hoglund '86

Donn Hutchins '77

Claire C. Hyde '80 & William L. Hyde Jr.

Peter D. Johnston '87

Thomas E. Johnstone '88 & Cindy Johnstone

Rebecca G. Josephson '06

## DARDEN SOCIETY

John B. Jung Jr. '84 & Connie B. Jung  
 John P. Kanan '06  
 Carolyn A. Keating '92  
 Martin L. Killgallon II '72 & Deborah Killgallon  
 William C. Killgallon '76  
 Jason M. Kilpela '07 & Jennifer M. Kilpela '07  
 Mari A. Kilroy '82 & John V. Moorhead  
 Gabrielle King '71  
 Kenneth F. King '93  
 Peter S. Kirby '91 & Kyoko O. Kirby  
 John R. Kirk '64 & Joanne L. Kirk  
 Mark R. Klausner '91 & Melynda M. Klausner '91  
 Venu J. Krishna '95  
 Allison Spencer Kuehn '81  
 Robert P. Kyle '82 & Patricia K. Kyle  
 Linwood A. Lacy Jr. '69 & Constance C. Lacy  
 Michael B. Lanahan '74 & Leslie H. Lanahan  
 George T. Laub '89 & Heidi F. Laub '89  
 Harry A. Lawton III '00  
 Lemuel E. Lewis '72 & Sandra W. Lewis  
 Richard S. Lindahl '91  
 Jianzhong Wei '02 & Wei Liu '03  
 George W. Logan '71 & Helen B. Logan  
 Nancy H. Loucks '80 & Michael K. Loucks  
 Elie W. Maalouf '89 & Kathleen T. Maalouf  
 Paul J. McAuliffe '83 & Jill P. McAuliffe  
 Hugh L. McColl III '87 & Renee G. McColl  
 W. Wallace McDowell Jr. '63 & Anne McDowell  
 Benjamin M. McGrath '85 & Linda B. McGrath  
 Harold W. McGraw IV '07  
 Mark C. Mead '90  
 Peter C. Meisel '86 & Susan Meisel  
 Philip G. Romans '13 & Gwen E. Mellor '13  
 Fernando Z. Merce '98 & Kelly C. Buckley Merce  
 G. Gilmer Minor III '66 & Charlotte M. Minor  
 Roy J. Moore '86  
 Peter G. Morgan '16 & Sarah Kish Morgan  
 Brooke Ann Morrow '83  
 John D. Munford III '87 & Elizabeth H. Munford  
 Shiva S. Naidu '09  
 Nikhil Nath '00

L. Paul Nelson II '77 & Lee Turlington  
 Dana Niedzielska '97  
 Donald P. Nielsen & Melissa Mounger Nielsen  
 Michael F. O'Neill '92  
 Talmadge O. O'Neill '95 & Renata O'Neill  
 Robert L. Oster '72  
 Peyton H. Owen Jr. '84 & Susan Lee Owen  
 Michael Thomas Paradis '16 & Deana Paradis  
 Louise C. Parzick '86 & Joseph E. Parzick  
 Stefanie L. Paulos '81  
 J. Marvin Quin II '72  
 Marie D. Quintero-Johnson '92  
 Robert E. Reeve '85  
 Harry T. Rein '73 & Susan D. Rein  
 Mark S. Richardson '87  
 Thomas Merrill Ricketts  
 Sally Genster Robling '82 & J. Stevens Robling Jr.  
 Joyce E. Rothenberg '85 & Mace Rothenberg  
 Douglas R. Sandor '86 & Julia C. Sandor '86  
 Susan Sargen  
 Robert G. Schoenvogel '06 & Thames T. Schoenvogel  
 Jason Sinnarajah '07 & Jessica P. Sinnarajah '07  
 John W. Sinwell '60  
 Erik A. Slingerland '84  
 Emily Follin Smith '85 & John R. Gerdy  
 Townsend C. Smith '87 & Eileen P. Smith  
 Karen S. Smythe '87 & John L. Smythe  
 George Stelljes III '88  
 William B. Stillely III '97 & Anne T. Stillely  
 David H. Stovall Jr. '71 & Deborah W. Stovall  
 Frederick Stow Sr. '58  
 Christopher R. Stringer '01  
 Benjamin J. Sullivan Jr. '82 & Charlotte M. Sullivan  
 Christopher P. Tanco '92  
 Marcus M. Tarkington '69 & Leslie L. Tarkington '69  
 Ann H. Taylor '85 & Peter R. Taylor  
 David L. Tayman '97 & Alice Tayman  
 James E. Thompson Jr. '86 & Cynthia T. Thompson  
 Kelly M. Thomson '99  
 Nga T. Tran-Pedretti '94  
 Christopher G. Turner '91 & Karen A. Turner

Nicholas P. Valdrighi '65  
 Meredith M. Valentine '10  
 Garrett J. Verdone '82 & Gloria Verdone  
 David C. Walentas '64 & Jane Z. Walentas  
 Christian Brant Walkenhorst '00  
 Paul V. Walsh '92 & Jennifer S. Walsh  
 Susan P. Webb-Dreyfus '84 & Jean-Francois Webb-Dreyfus  
 John P. White '01  
 Gary R. Wolfe '92 & Teresa L. Wolfe  
 Kurt J. Wolfgruber '74  
 John H. Woodfin Jr. '95 & Charlotte B. Woodfin  
 Wesley Wright III '96  
 Jose Maria Zertuche '00 & Virginia V. Zertuche  
 Alfonso M. Zulueta '87

### Dean's Roundtable: \$2,500–4,999

J. Scott Adams '92 & Monique S. Adams  
 Olubunmi B. Adeoye '07  
 Brad E. Akard '07  
 Kristina M. Alimard '03  
 R. Stanley Allen '84 & Susan O. Allen  
 Hadi Alsegaf '93 & Kathryn A. Alsegaf '93  
 Thomas W. Alston '98  
 Joseph Andrasko '11 & Jenifer G. Andrasko '10  
 Robert C. G. Armour '92 & Lisa F. Armour  
 Michael S. Augins '99  
 Joshua D. Ayers '07  
 Stephen E. Bachand '63  
 Stuart C. Bachelder '06  
 Michael N. Bailey '10 & Amelia P. Bailey  
 R. David Banyard '04  
 George E. Barbee '67 & Molly J. Barbee  
 Monique Baroudi & Mazen G. Baroudi  
 Leonardo Basola '14  
 Lucien L. Bass III '65 & Mary B. Bass  
 Scott F. Bass '97 & JoEllyn Bass  
 George B. Beam '81 & Betsy Beam  
 Edward J. Bell '89 & Jennifer T. Bell  
 Thomas J. Benjamin '08  
 Adam D. Bennett '09 & Stephanie T. Bennett '09

Jack M. Benson '97  
 Edwin I. Berkowitz '97 & Maryann Berkowitz  
 Richard E. Berlinger '10  
 JoAnn Nolen Bertges '83 & Jack Bertges  
 Thomas E. Bettcher '75 & Barbara C. Bettcher  
 Sandeep Bhowmick '06  
 E. Thayer Bigelow Jr. '67  
 Christopher B. Boggs '98 & Caroline Boggs  
 David L. Bonenfant '10 & Jennifer L. Bonenfant  
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## Double Hoo Embraces Dedication to Darden

**Marc Puntereri** (UVA '73, MBA '77)

belongs to a prestigious group of more than 1,500 alumni who earned their undergraduate degree from the University of Virginia and either stayed or returned to Grounds to earn an MBA from Darden. Years after earning his double Hoo status, Puntereri joined the massive group who boast “UVA parent” status, with all three of his children holding degrees from UVA.

Puntereri's dedication to the University extends beyond the family's collective five UVA degrees and into his support for the Darden School. His philanthropic support of Darden is steadfast. He has generously contributed to the Darden Annual Fund since 1998 at the Darden Society level. This nearly two decades of support directly impacts the transformational student experience for Darden students, many of whom differ from Puntereri in that Darden is their first experience with the University of Virginia.

**“Darden — and UVA — have played an instrumental role in my life, my family and my career. I am thrilled that, through the Darden Society, I can ensure the legacy of the School by supporting the phenomenal education I myself experienced.”**

— **MARC PUNTERERI**  
(MBA '77)

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*“Our goal is to create opportunities for future Darden students to learn from the School's incredibly talented faculty, develop their passions and aspire to pursue careers in which they put their why to work. Gifts at the Darden Society level truly pave the way for these future business leaders.”*

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— CAROLYN MILES (MBA '88), CEO, SAVE THE CHILDREN  
accepting the UVA Maxine Plutzer Lynn Women's Center's 2017 Distinguished Alumna award

**It does not take a whole lot to make a big difference in people's lives. ... It's more about giving people opportunities and a chance to make a better life.”**



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\**new board member for FY 2018*

\*\**completed service in FY 2017*

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**The mission** of the Alumni Association Board of Directors is to improve the professional quality, reputation and leadership of the School and its alumni, and to develop, strengthen and utilize the bonds of interest, influence and affection existing between the School, its alumni, its faculty and the business community.

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**The mission of** the Darden School Corporate Advisory Board is to advise and assist the University of Virginia Darden School of Business in developing partnerships with global corporations, governmental institutions, foundations and other appropriate organizations. These partnerships address the full range of support for Darden's mission, including recruiting, executive education and financial contributions.

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The Batten Institute Advisory Council, Dean's Diversity Advisory Council and Global Advisory Council provide strategic counsel and critical support of the Darden School of Business. These advisory boards advance Darden as a thought leader and preeminent educator of entrepreneurship and innovation, an inclusive and diverse world-class business school, and a recognized, influential institution on business and society worldwide.

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Zhiyuan (Jerry) Peng (MBA '03)

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*MGP Americas Inc.*

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*Catalyst Principal Partners*

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Henry F. Skelsey (MBA '84)  
*3QU Media LLC*

Erik A. Slingerland (MBA '84)  
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**Darden's promise to help future leaders pursue their purpose is supported by the unwavering loyalty of those leaders after they graduate. You are the reason Darden can aspire to deliver on the promise of its mission. You embody that aspiration.**

For more information on philanthropy at Darden, contact Executive Director of Advancement Kara Ramirez Mullins at +1-434-243-0834 or [MullinsK@darden.virginia.edu](mailto:MullinsK@darden.virginia.edu).



**Thank you.**

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