THE BICENTENNIAL ISSUE:
DARDEN JOINS UVA TO COMMEMORATE THE PAST,
SHAPE THE FUTURE

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THE UNIVERSITY OF VIRGINIA

BICENTENNIAL: HISTORY IS STILL HAPPENING

The University of Virginia kicks off its Bicentennial Commemoration this fall, celebrating two centuries of the University’s countless achievements while laying out a clear vision for the road ahead.

Beginning 5 October, the Bicentennial Launch Weekend will mark 200 years since the University’s cornerstone was laid at Pavilion VII, an event initially suffused with both great pomp and many unknowns.

According to Monticello’s Thomas Jefferson Encyclopedia, Presidents James Monroe, James Madison and Thomas Jefferson, along with “nearly everyone from the little town,” came to watch the cornerstone laid on a ridge just west of Charlottesville.

It would not be until 1819 that the Virginia General Assembly approved Charlottesville as the site for UVA, and the better part of a decade would pass before the University opened its doors to students.

The grand experiment flourished, and UVA is regarded today as a top public university in the United States — and the world. The University marks the start of the Bicentennial Commemoration with a series of special events, including historical talks, concerts, a multimedia extravaganza on the Lawn and a tribute to the laying of the first cornerstone.

The commission chairing the celebration, which begins on the first weekend in October and continues until 2019, includes a number of Darden School alumni, and the University’s graduate business school will play a key role in the Bicentennial Commemoration and launch into the next century.

Former UVA Rector William H. “Bill” Goodwin Jr. (MBA ’66), a Darden alumnus whose family has helped elevate Darden to its current perch, spoke to the ambitions of UVA in its doors to students.

“There is a lot of history here, and there is more to take place,” Goodwin said. “We have a lot of ideas to go through.”

“The Bicentennial Celebration and UVA’s 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

5 PRIORITIES CHARTING DARDEN’S COURSE TO 2026

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

THE ROAD AHEAD

While the notion of a graduate business school at UVA did not catch fire until the middle of the 20th century, the 62 years since Darden opened its doors have seen the business school grow from an upstart regional school to one of national renown to one of true global stature.

As the University looks ahead to its third century, UVA and Darden are planning a new fundraising campaign that will both solidify and elevate the School’s position so that Darden remains front and center as a crown jewel of the University.

Peter Grant II (MBA ’86), a double Hoo and a member of the Darden School Foundation Board of Trustees, will chair the Third Century Campaign, which will be the most ambitious in UVA’s history (See Q&A With Peter Grant, Page 03).

Grant, founding partner of private equity firm Anchormarck Holdings, will serve an important leadership and organizational role in leading the campaign, aiding the School as it seeks both initial and potentially transformative gifts.

Through the campaign, Darden will build on the momentum of the Bicentennial Commemoration and push forward the Darden Worldwide strategy, a set of five strategic priorities accompanied by a robust set of actions intended to bolster and solidify Darden’s standing in the world of graduate business education over the next 10 years.

To learn more about Darden’s plans for the Bicentennial Commemoration and Third Century Campaign, contact Kara Ramirez Mullins at KMullins@darden.virginia.edu or +1 434-243-0634.

FROM THE DEAN

In the same year Darden’s generous donors supported the School with the highest level of philanthropy this century ($30.6 million), the University of Virginia begins to celebrate its first two centuries and envision its third. I would like to personally thank you — our generous alumni — for your loyal support and the culture of philanthropy you have created at Darden.

I also invite you to return to Darden this fall, where we will join with schools across the University to kick off an incredible Bicentennial Commemoration. The first weekend in October will mark the beginning of a years-long celebration, and also the start of the quiet phase of a new University-wide and Darden campaign. At a time when business education is changing rapidly and Darden is seizing the opportunity to achieve global scale and stature among the world’s elite business schools, I look forward to celebrating your history of support and seeking your leadership toward an even brighter future.

Scott C. Beardsley
Dean and Charles C. Abbott Professor of Business Administration

+1-434-243-0834.
Mullins at MullinsK@darden.virginia.edu or

Century Campaign, contact Kara Ramirez
Campaign and push forward the

Three priorities accompanied by a robust
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With a series of events organized by the

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An Inside Look at UVA’s Bicentennial
Events & Performances

5 OCTOBER
- Bicentennial Launch Weekend kick off
- BackStory Live—a live audience recording of the popular History Guys

6 OCTOBER
- Tribute to the laying of UVA’s cornerstone at Pavilion VII on the Lawn
- Bicentennial Launch Celebration—a gala and multimedia celebration of UVA’s heritage and future featuring performers from UVA and beyond

7 OCTOBER
- Special Bicentennial “More Than the Score” lecture before the Duke vs. UVA football game

NOVEMBER 2017
- Darden to launch the quiet phase of its next capital campaign as part of UVA’s Third Century Campaign

25 JANUARY 2019
- Celebration of the Bicentennial of the University’s charter

MAY 2019
- Conclusion of the Bicentennial Commemoration at graduation, celebrating the first alumni of UVA’s third century

2019-20
- Darden to launch public phase of its capital campaign as part of UVA’s Third Century Campaign

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CHALLENGE GRANTED

Volunteer, Alumnus and Campaign Leader: Peter Grant

This spring, Peter Grant II (MBA ’86) was appointed by the University of Virginia to serve as chair of the University’s upcoming campaign, which will begin following the conclusion of the Bicentennial Commemoration. The role is certainly a distinct—one that not only leadership role for Grant at UVA. He also serves on the Darden School Foundation Board of Trustees and as a member of its Advancement Committee. With the campaign quickly approaching, Darden Executive Director of Advancement Kara Ramirez Mullins spoke with Grant to learn more about his role and vision for the campaign.

KRM: Darden is very well defined. What should your fellow Darden alumni know about the campaign’s quiet phase and what we need to achieve in the next two years?

PG: The quiet phase of the campaign sets the tone and the pace of the subsequent public phase. A successful quiet phase generates meaningful support and commitments for the aforementioned Darden priorities. Early success and participation sends a positive signal to our alumni and creates great momentum. Darden occupies a coveted position in the top tier of graduate business education, which is a competitive landscape. Our peer group has been very active recently with their own campaigns, and the challenge for Darden is very well defined.

KRM: With the Bicentennial Commemoration just days away, we at Darden are actively readying our school for the campaign and the quiet phase launch. What do you see as the most critical steps for us—or any of the schools—at this point?

PG: All of the University’s schools and foundations have been hard at work developing their respective campaign plans. Darden has invested a lot of time and energy in this process. With the approaching launch of the quiet phase of the campaign, Darden and the other schools will be refining their lists of initiatives in an effort to build consensus around top priorities that can have the greatest impact and also attract the support of our donors and sponsors.

KRM: How do you envision the campaign transforming the University of Virginia?

PG: We are very fortunate to be the beneficiaries of the generosity of University donors and their commitments to prior campaigns. Similar to past campaigns, this one will have a discrete set of initiatives and priorities—many of them focused on strengthening and building endowment. This campaign may envision a number of pan-University initiatives that will leverage many of our existing core strengths. Students expect innovation and cross-disciplinary problem solving, and we need to be equipped to deliver. The aim is to position the University as the nation’s center of public education—as a thought leader—while offering our students an experience that prepares them to meet the challenges of the future.

KRM: Darden is thrilled to have one of its own chalking this incredible and historic campaign! What excites you the most about this new role?

PG: The campaign and its linkage to the University Bicentennial provide a unique opportunity to frame the case for the University’s third century. Very few institutions enjoy that context. A successful campaign will serve as a foundation for the vision we articulate for the University’s third century, and I am motivated and excited by that challenge.

KRM: With the Bicentennial Commemoration just days away, what excites you the most about this new role?

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Darden @ the UVA Bicentennial

Darden has planned special events in conjunction with the University of Virginia’s Bicentennial Launch Weekend in October to create opportunities for loyal alumni to enjoy the celebration.

FRIDAY, 6 OCTOBER
VIP RECEPTIONS
Prior to the Bicentennial Launch Celebration on the Lawn, President Sullivan gathers leaders and donors of the University at Carr’s Hill for an invitation-only reception.
In the evening, Darden, Law School and Miller Center leadership and donors will join Dean Scott Beardsley, Dean Risa Goluboff and Director William Arthurs at Pavilion I for an invitation-only reception.

SATURDAY, 7 OCTOBER
DARDEN SOCIETY TAILGATE
Before UVA football takes on Duke at Scott Stadium, members of the Darden Society are invited to Dean Beardsley’s home and garden at Pavilion I on the Lawn.

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KARA RAMIREZ MULLINS AND PETER GRANT II (MBA ’86)
Transformative Sands Family Gift Amplifies Darden’s DC Presence

The move by Darden into the Washington, D.C., area has proved to be an enormous success, with an increasingly popular Executive MBA (EMBA) program, deepening Executive Education ties, and a host of new research and programming opportunities.

While the success represents the culmination of years of hard work on the part of faculty, staff and alumni, Darden could not have reached its current D.C.-area position without the generosity and leadership of 2017 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, the School’s highest designation for giving — Goodwin

As one of 65 Principal Donors — Darden’s board of trustees, are also members of Darden’s board of trustees, and their family is thrilled to play a role in helping to establish and grow the School’s presence in this critical region.”

The Darden facility will occupy two floors, along with the rooftop of the building at 1100 Wilson Boulevard, on the banks of the Potomac River and next door to Sands Capital. The facility will include two auditorium-style classrooms that match the tiered-level classroom experience of the Darden Grounds in Charlottesville and include more than 20 case rooms, a presentation room, wellness and meditation rooms, and open study areas. The Sands’ gift will allow the School to reach and accommodate more students in the Washington, D.C., area than ever before.

Darden will also occupy the 30th floor of the building, which will be used primarily for faculty and staff. The building further includes a rooftop terrace with sweeping views of the District, allowing for a multi-purpose entertaining space for a variety of events for the Darden community.

In addition to welcoming 66 new EMBA students in the Rosslyn cohort for the 2017–18 academic year, the School’s permanent and growing presence in the D.C. area opens up a host of additional opportunities for the MBA program, Executive Education, the School’s research Centers of Excellence, and various student and alumni gatherings.

Bill Goodwin: Leadership Across Grounds

When Darden Dean John Rosenblum came to William H. “Bill” Goodwin Jr. (MBA ’66) in the early 1990s with a plan to expand Darden’s facilities in its former home shared with the UVA School of Law, Goodwin proposed a new idea.

Goodwin — who was then chair of the Darden School Foundation Board of Trustees — said, “Let’s build a new place.”

That new place became reality in 1996, when Darden officially opened the Grounds it calls home today. Thanks to Goodwin’s leadership and support in the effort, that home is named The Goodwin Family Grounds.

“I tried to help Darden with its physical structure,” Goodwin said about his leadership and philanthropic priorities for the School, “and merit scholarships.”

Regarding the addition of the word “Family” to the name of the Grounds, Goodwin said, “Darden has been very important to our family.” Goodwin’s son, William “Hunter” Goodwin III (MBA ’95); son-in-law, Robert Hardie (MBA ’95); and daughter-in-law, Kirsti Goodwin (MBA ’02), who is a member of Darden’s board of trustees, are also alumni of the School.

As one of 65 Principal Donors — Darden’s highest designation for giving — Goodwin by making a transformational gift that will allow for the creation of the Sands Family Grounds in Rosslyn, with a pending lease to give the School a permanent home to hold classes and host programming.

“The Darden School is a special place and has been enormously influential in my life and the life of my father,” said Sands Capital Management CEO and Chief Investment Officer Frank Sands Jr. “We believe Darden is poised to be an influential and positive force at the intersection of business, public policy and leadership, and our family is thrilled to play a role in helping to establish and grow the School’s presence in this critical region.”

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“I personally hope that more college presidents and deans don’t just sit back and say, ‘Let’s raise tuition 3 to 5 percent every year,’ but find a way to deliver education at a more affordable cost.”

The BVo also worked on improving the physical connections and collaboration between North Grounds and Central Grounds. “They are two separate pieces of property with a lot of roads between, so we have to work hard to adjoin them,” he said. “But there’s no reason why we don’t have collaboration and ease of moving back and forth. In academia, as time goes on, there will be a lot more collaboration between the colleges, schools, Darden and the Batten School. There will be a lot of young people moving around among those places.”

After a long and illustrious career of service to Darden and the University, Goodwin isn’t sure what the future might bring next, though he does have a clear vision for UVA.

“Academia, both graduate and undergraduate, needs to have more emphasis on delivering an education at a more affordable cost,” Goodwin said. “I personally hope that more college presidents and deans don’t just sit back and say, ‘Let’s raise tuition 3 to 5 percent every year,’ but find a way to deliver education at a more affordable cost.”

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It’s one of the biggest issues that all of academia is going to face in the next decade, and I’d like to see the University of Virginia be a leader.”

Principal Passion

The Principal Donors Society — Darden’s highest designation for lifetime giving — includes benefactors with key roles writing the history of the School and building its very foundation. Last year, the ranks grew to more than 60 members, a fitting number for Darden’s 60th anniversary.

“Darden’s greatest accomplishments of the past and our vision to reach Darden’s full potential in the future would not be possible without our Principal Donors,” said Dean Scott Beardsley.

Last summer, the School began an effort to revamp how to best honor the growing ranks of its most generous supporters.

One of the first major steps came with Beardsley’s announcement of five new Principal Donors Society levels. This revamped structure moves from single-tier recognition to designated levels ranging from $1 million to $25 million-plus. Each giving level now boasts its own name:

- **Jefferson** $25 million-plus level recognition
- **Madison** $10 million-plus level recognition
- **Monroe** $5 million-plus level recognition
- **Rotunda** $2.5 million-plus level recognition
- **Colonnade** $1.0 million-plus level recognition

Early in the 2017–18 academic year, Darden also installed a new Principal Donor recognition wall as part of the School’s South Lounge renovation. The wall’s official unveiling will coincide with the University of Virginia Bicentennial Commemoration in October.

“With these enhancements, Darden and our generous community of supporters will be able to celebrate and honor members of the Principal Donors Society in a way that fully recognizes their incredible impact on the School,” said Beardsley.

For more information about becoming a Principal Donor, contact Kara Ramirez Mullins at MullinsK@darden.virginia.edu or +1-434-243-0834.

Hub of Activity: Darden’s Master Plan for the Future

As the Darden School embarks on a bold, long-term master plan for facilities and Grounds, a number of initial projects are either completed or are well underway.

Visitors to the South Lounge in Saunders Hall will find a modernized meeting space for students, faculty and guests of the School with added seating, updated furnishings and expanded independent study spaces. A planned patio addition outside of the South Lounge’s doors will add to the functionality via new outdoor meeting and event space.

The Camp Library, too, began a significant renovation last summer. While the library will continue its mission to support the education and research environment at Darden by acquiring, organizing and preserving access to business information resources and serving as a study and meeting space for hundreds of students and staffs, the second floor has been renovated to better meet the School’s space needs.

Enhancements to the second floor not only provide offices and collaborative spaces for Darden’s research Centers of Excellence but also now feature a lobby and three conference rooms for use by faculty, staff and students.

In addition to bringing groups such as the Darden Institute for Business in Society, Richard A. Mayo Center for Asset Management, Darden Center for Global Initiatives, and the Batten Institute for Entrepreneurship and Innovation under one roof, the library provides communal tables and work spaces to promote group study in the lobby. Wall space includes donor recognition plaques, artwork and graphic displays promoting the School’s activities.

The Camp Library renovation will be completed in fall 2017. The initial projects are part of a broader effort, known as the master plan, to support Darden’s strategic plan through enhancing and maximizing the usefulness of the School’s Grounds and facilities. Philanthropic support for the master plan will be a priority initiative for Darden’s upcoming campaign.

These efforts, which received unanimous support from the Darden School Foundation Board of Trustees in April, are projected to include a significant renovation, expansion and connection of Saunders Hall, the Classroom Building and Abbott Center to make the space into an “academic hub” that will serve as the central organizing space and gathering location for the School (pictured above).

Other proposed enhancements include elevated food service, improvements to classrooms, compelling outdoor pedestrian spaces and redevelopment of the Inn at Darden.

Collectively, the inclusions in the master plan will increase Darden’s physical space by roughly 15 percent, with new construction adding 42,000 square feet and renovations planned for an additional 45,000 square feet of existing space.

The academic hub received project approval, pending philanthropy, from UVA’s Buildings and Grounds Committee in June 2017.

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Two Degrees. One University. Endless Paths.

A Finer Purpose: Dual Degrees @ Darden

Darden partners with schools across the University of Virginia to provide students a broad offering of unique opportunities to leave Grounds with two powerful master’s degrees.

- MBA/MD School of Medicine
- MBA/Master of Science in Data Science (MIDS)
- MBA/MA School of Law
- MBA/Master of Arts Department of Religious Studies
- MBA/Master of Science in Nursing School of Nursing
- MBA/Master of Public Policy Frank Batten School of Leadership & Public Policy
- MBA/Master of Public Health Department of Public Health Sciences
- MBA/Master of Engineering School of Engineering & Applied Sciences
- MBA/JD School of Law

For more than 40 years, the Darden School of Business and the University of Virginia School of Law have overlapped their graduate studies and curricula to offer an MBA/JD dual degree from the University of Virginia.

Since the first graduating class of the MBA/JD program in 1973, 265 students have completed the program, each leaving Grounds to embark on career paths with a unique perspective and two prestigious degrees.

As one might expect for a program of both business and law, a number of graduates are now managing partners within a law firm or serve as general counsel for a corporation. A deeper dive into the roster of the graduates, however, tells a richer story of the places where they are putting their degrees to work.

Brand manager at Starbucks, vice chair at Wells Fargo and executive director of the Delaware Breast Cancer Coalition jump off the page. Several alumni hold posts in institutions of higher education, including leadership roles and professorships.

This diversity in employment underscores the importance of the MBA/JD, as well as the other eight dual degrees that Darden offers in connection with other schools and departments across UVA.

(set Dual Degrees, Page 08)
When Purpose Follows More Than One Path

After college at Stanford University, Isabel Tuz (Class of 2019) accepted a job at an economic consulting firm with a large roster of legal clients. She took the job, in part, to decide whether to ultimately pursue a business or law degree. The plan did not go exactly as designed, however, as Tuz eventually found herself pursuing graduate schools with a dual MBA/JD track.

“It clearly didn’t work out as I planned because I ended up deciding to do both,” said Tuz, who in August will begin the final two years of the four-year program split between the University of Virginia School of Law and Darden School of Business.

In deciding where to attend school, Tuz, who grew up in Charlottesville, determined UVA was her top choice. A full scholarship supported by the Darden Annual Fund made the decision an easy one.

“I loved the environment at both schools and the scholarship definitely gave me the confidence to choose UVA without any reservations,” Tuz said. “Without the scholarship, I would have worried about picking UVA over a place that I liked less but had a significantly lower cost.”

She considers herself incredibly fortunate to be on track to graduate with two degrees and no debt.

The Darden Second Year spent her summer interning at a law firm in Washington, D.C. Working primarily on antitrust cases, she put both her Darden and UVA Law coursework to use.

“The law firm where I’m interning right now has a two-week ‘mini-MBA’ program for incoming associates. So, they really do think business skills and knowledge are useful,” Tuz said.

At Darden, Tuz enjoyed some of the more difficult classes the most, even surprising herself by taking a third finance course in her First Year.

“By the time you’re in the third finance class, it’s an elective with people who have finance backgrounds. You have to be ready to put in more work than people who have done that for years,” Tuz said. “But it all works out.”

Tuz, who envisions pursuing legal work in the antitrust field after her four years at UVA, is now looking ahead to taking classes at both schools simultaneously. It is a prospect that fills her with excitement and trepidation.

“I think I’ll enjoy it,” Tuz said, “but I’m also a little bit terrified.”

Darden Career Center Works to Foster ‘One-on-One’ Connections

The Career Development Center (CDC) at Darden has a long and successful track record of ensuring students land the careers they want and companies find the talent they need. Jeff McNish, assistant dean of the CDC, says the center’s high-touch environment plays a significant role in the satisfaction of students and alumni, the strength of the Darden network, and the connection between the School and leading companies.

McNish said the days of students and companies coming together primarily through job postings are gone. With networking playing a critical component in a successful job search, the CDC begins intensive interaction with students almost as soon as First Years set foot on Grounds to help them form meaningful connections.

“It’s really important that we build strong one-on-one connections,” McNish said. “Our goal is to create a personalized experience for each Darden student so they can interact with the career professionals in the CDC and identify who they are, where they want to go, how they can get there and how they can manage their career after Darden.”

Supporting the CDC is a priority for the Darden Annual Fund, and Dean Scott Beardsley has identified it as one of the areas the fund will support.

McNish, who joined Darden in November 2016, sees a virtuous cycle that emanates from a successful career center, with students leaving Darden happy with their career opportunities and inclined to give back to the School in a multitude of ways.

“That personalized experience creates deep relationships between the career center and Darden students, who then become alumni. My vision is that our alumni go out, are successful in their careers and, when their organizations need talent, they immediately come back to recruit at Darden, and the cycle continues,” McNish said.

While connecting students with top careers is the center’s priority, metrics driven by a successful career center also influence rankings issued by organizations such as U.S. News & World Report.

To help foster positive student and alumni experiences, the CDC is investing in personnel additions, technology enhancements and facility upgrades, among other initiatives.

The center recently launched a new career management platform called the Darden Career Link; offers students valuable platforms, such as WorkMaze and RelishCareers; and has enhanced its web presence to offer Darden students easier-to-access tools for all stages of their job search process. The CDC hired a communications specialist in spring 2017 and is recruiting for three new senior director positions focused on specific career sectors — financial services; consulting and professional services; and technology, entrepreneur, digital and consumer careers.

Looking ahead, McNish said he would like to encourage students have all the support they require for off-Grounds job searches, noting the time and expense involved in traveling to recruiting companies or career fairs.

“That off-Grounds search opens more opportunities beyond those offered on Grounds,” McNish said. “It helps students broaden their search, which has a tendency to lead to better decision-making because they’ve been able to evaluate a broader set of opportunities. It really opens up and enhances their job search experience.”
New Voices on Grounds

Through a number of successful searches and the flexibility provided by support from the Darden Annual Fund, Darden recruited six new faculty members for the start of the 2017–18 academic year.

“This represents great success for Darden as we work to replace faculty who are retiring, and begin to expand the overall size of our teaching faculty,” said Sankaran “Venkat” Venkataraman, MasterCard Professor of Business Administration and Darden’s senior associate dean for faculty and research. “The faculty conducted intensive searches to identify candidates who will be great colleagues, be great in the classroom and help stimulate our thinking.”

GLOBAL IMPACT

Adding Value by Opening Eyes

With global courses and consulting projects in more than two dozen countries, Darden’s international offerings require tremendous support — support that donors fueled through the Darden Annual Fund. Last year, the Annual Fund provided more than $200,000 in financial aid for students to participate in Darden Worldwide Courses. Support was also allocated for logistics and staffing for the international trips.

A focus on growing Darden’s global impact allowed the School to expand its efforts last year. Darden registered more than 450 student enrollments in global academic experiences — a significant increase from about 200 in 2015–16 — and doubled the number of student days spent abroad.

New additions included the “Belgium, Holland and the European Economy” Darden Worldwide Course led by Dean Scott Beardsley. The one-week course in March allowed 30 members of the Class of 2017 to travel from Brussels to Amsterdam to meet with executives from firms such as McKinsey & Co. and AB InBev and experience local business and culture through visits to the Aalmeine Flower Auction and the Royal Concertgebouw Orchestra.

“It was my first trip to another developed economy outside of the United States,” said David Peña (MBA ’17), recipient of the Class of 1979 Trustees Scholarship Fund. “It was an eye-opening experience to see fully functional, developed economies that have a completely different set of priorities than the United States.”

Many of the experiences were made possible through Beardsley’s deep connections, which allowed the School to expand its efforts.

“McKinsey’s key theme is that it is personal, self-directed, journey-focused, strengths-based, and uses more and more technology for just-in-time delivery,” said Beardsley. “He talked about how the skillset required to succeed is changing.”

Tony Milikin, chief sustainability and procurement officer at AB InBev and member of Darden’s Corporate Advisory Board, spoke to the major changes his company is making to use energy sustainably.

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“They were the first company to use Otto, the autonomous truck company, to deliver beer from Colorado to Texas, providing a 40 percent reduction in cost,” Beardsley said.

Gabriel Legendy (MBA ’17) said Milikin’s presentation helped him see how much of a major impact big corporations can have. He was inspired by AB InBev’s efforts to convert the massive amount of spent grain left over after the brewing process to feed 50 million people.

Legendy, who traveled around the world as a member of the U.S. Army for 10 years before Darden, said the course also allowed him to see Europe distinctly from a business perspective rather than the perspective of a soldier or tourist as he had before.

“Throughout the trip, I would ask myself, ‘How would I look at this as a business person? How would I do things differently?’” he said. And those questions are best answered by experiencing the context first hand, not in a classroom. “You can’t experience it without seeing it. Reading doesn’t do it justice.”

For more information about Darden’s newest faculty members online at news.darden.virginia.edu.

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Looking Ahead to the New Year in the New Pillars
Letter From the Executive Director of Advancement

I am so pleased to share this issue of Pillars with our wonderful Darden community! For six years, Pillars has celebrated our philanthropy news from across Grounds—and the world—with our Darden alumni, friends, parents, and supporters. This particular issue is of great significance as it captures stories that, collectively, underscore one of our largest fundraising years at Darden. This philanthropic success, along with the launch of a new academic year and the Bicentennial Commemoration for the University of Virginia, marks an exciting time in Darden’s history. We kick off the fiscal year, the school year and the University’s third century with an energy, vigor and dedication to Darden that is palpable. You may have noticed, as well, that Pillars has a new look. While the look of Pillars may be new, the focus of this publication is not.

Pillars is one of our most tried-and-true vehicles to not only share our fundraising reports and campus news, but to celebrate the diverse and distinguished community in which our students and alumni thrive. It also allows us to spotlight and provide the well-deserved recognition of our generous donors. Darden’s success would not be possible without the dedication and commitment of so many. Our immense gratitude is owed to the scores of alumni who elevate and support the School in myriad ways; without you, we simply could not do what we do at the Darden School of Business.

I hope you enjoy the new design of Pillars, revel in the celebratory stories, and take pride in the ways our leaders and supporters continue to acknowledge the School’s rich heritage while moving Darden forward. I look forward to seeing you when your travels bring you to Grounds!

Warm regards,

Kara Ramirez Mullins
Executive Director of Advancement
Darden School of Business

Venture Capital, Consulting, Aerospace Industry Leaders Elected to Board of Trustees

This summer, Darden announced the election of H. William “Bill” Coogan Jr. (MBA ’82), John Glynn Jr. and Erik Slingerland (MBA ’94) to the Darden School Foundation Board of Trustees. Each new member will serve a three-year term and bring a unique perspective and vision to the board.

Coogan is the former chairman and CEO of Firstmark Corp., an aerospace and defense products manufacturing company that was sold in June 2015 to a portfolio company of the private equity firm The Riverside Co. Coogan served as an event host and a member of his class reunion fundraising committee for his 35-year reunion in 2017. He was a regular speaker in retired Professor John Collyer’s “General Managers Taking Action” course and underscored his dedication to Collyer through generous support of the John L. Collyer Jr. Darden Jefferson Fellowships. Coogan is also a Principal Donor of Darden, a member of the University of Virginia Lawn Society, a contributor to the Robert F. Bruner Dean’s Fund for Faculty Excellence and a former committee member for Jefferson Scholars Selection.

Glynn is the founder and managing partner of Glynn Capital Management and Glynn Ventures, a venture capital fund, in Menlo Park, California. He has remained active in the venture business on a national basis since 1970. Glynn earned a law degree from the University of Virginia and his daughter Jackie Glynn (MBA ’93) is a Darden alumnus. Glynn supports Darden’s educational experience as a visiting lecturer, offering courses on entrepreneurship and venture capital, and as a sponsor of the Batten Institute for Entrepreneurship and Innovation’s Technology Venture Fellows internship program. Glynn is the first non-alumnus Darden parent to join the Darden School Foundation Board of Trustees.

Slingerland retired as a senior partner at Egon Zehnder, one of the world’s leading executive search and board consulting firms, to set up his own Switzerland-based advisory firm in governance consulting and leadership development. He joined Egon Zehnder in 1980, started the firm’s activities in Central and Eastern Europe in 1990, and was elected worldwide partner in 1995. Before joining the board, Slingerland served on the Dean’s Global Advisory Council and has provided philanthropic support for the Darden Annual Fund.

In addition to Coogan, Glynn and Slingerland, Rick Edmunds (MBA ’92), vice chair of the School’s Corporate Advisory Board; Warren Estey (MBA ’98), president of the Darden Alumni Association Board of Directors; and Naresh Kumar (MBA ’99), vice chair of the Dean’s Global Advisory Council, received appointments as ex-officio members of the board of trustees.

Executive Director of Advancement: Kara Ramirez Mullins
Executive Director of Communication & Marketing: Juel Deum
Editor: Jay Hodgkins
Writer: Margery F. Renack and Dave Hendrick
Copy Editor: Cornelia Wanner
Art Director: Susan Womring
Graphic Design: Karma Agency
Photography: Dan Abaide, Tom Gigg, Sam Lestan, Andrew Shurtleff, Sieg Suchs and Susan Womring

THANK YOU FOR A RECORD YEAR OF SUPPORT FOR DARDEN

$30.6 MILLION
New philanthropic commitments to Darden in fiscal year (FY) 2017, the second highest annual total ever.

$13.7 MILLION
New commitments for scholarships, a 70 percent increase over FY 2016 and 700 percent increase over FY 2015.

$54 MILLION
An all-time record for giving to the Darden Annual Fund.

43 DONORS @ $100K+
A 10 percent increase in number of donors over FY 2016.

$2.5 MILLION+ GIFTS
Gifts of more than $2.5 million made in FY 2017, a first for Darden in a single year.

Dual Degrees from Page 05
“...These dual-degree programs diversify our applicant pool and reinforce the caliber and creative thinking of our students,” said Dean Scott Beardsley. “Simultaneously, they strengthen the Darden classroom experience by gathering distinctive voices and solidify our incredible connections within the University of Virginia.”

The four-year MBA/JD has historically been the most popular of the dual-degree programs. Acceptance to the program is contingent upon admittance to both Darden and UVA Law, the submission of a supplemental application and a final decision by a program committee. There is no set number of admitted students to the MBA/JD program per year as acceptance depends on the number of qualified applicants.

Currently, there is no scholarship dedicated to the dual-degree program, which both schools aim to change in the coming years. The development and success of the dual-degree program is a top priority for each school, given its impact on the student bodies, the education experience as a whole and the impressive alumni of the program.

“We are devoted to the continued growth of this program, the success of which is showcased in the number of esteemed graduates, the variety within careers, and the dedication to making the world a more strategic and just place,” said Kara Ramirez Mullins, Darden’s executive director of advancement. “A scholarship will solidify the resources to attract, retain, educate and prepare the best candidates for this unparalleled educational opportunity at our iconic University of Virginia.”