$65.5M
THE POWER OF PHILANTHROPY AT DARDEN

$40.6M IN NEW COMMITMENTS +
$24.9M IN BICENTENNIAL MATCHES =
GAME CHANGER

Batten Foundation Unlocks Global Experiences
Record Annual Fund Impact
Meet the First Darden Philippine Scholar
Detert on Leadership Development
Principal Donors: In Their Words
Unmatched Generosity
Record-Setting $65.5 Million Year Includes $24.9 Million in Matches for Bicentennial Scholarships and Professorships

The 2018–19 academic year started similarly to recent years, as roughly 450 supremely talented full-time and Executive MBA students from across the world came together on Darden Grounds to embark on a course of intense personal and professional transformation.

However, this school year is without precedent.

Thanks to the generosity of Darden alumni and friends, students entering Darden in 2018, and every year after, will benefit from a host of new opportunities, including a highly impactful leadership resource — the initiative for Transformational Leadership and Learning — and the opportunity for all full-time MBA students to take a Darden Worldwide Course at no additional fee.

For some, the ability or decision to attend Darden will have been made possible via a host of new scholarships afforded by a recent increase in giving. The continued spike in philanthropic support for Darden was spurred on last year by the University of Virginia Board of Visitors, which in 2017 created two funds — the Bicentennial Scholars Fund and Bicentennial Professors Fund — with the promise of matching donations of major gifts on a first-come, first-served basis. The funds, created through UVA’s Strategic Investment Fund, were established to support top students through scholarships and attract and retain top faculty through professorships.

Darden supporters took full advantage of the chance to amplify their giving through the matching funds. In the 2018 fiscal year, the combination of new donations matched by support from the funds reached $52 million, with $27.1 million in new commitments and $24.9 million in matching funds.

Ranging from $100,000 to $15 million, the 15 endowed gifts made last fiscal year — including eight of $1 million or more — will permanently support student scholarships and professors at Darden, helping to ensure its status as a top global business school.

The Bicentennial Scholars Fund was so successful across the University, the UVA Board of Visitors allotted an additional $100 million for the fund, unlocking additional matching opportunities. Contributions of $100,000 or more for graduate student scholarships will be matched at 1 for every $2 in new gifts.

The Bicentennial Professors Fund also remains open, creating opportunity to amplify gifts in support of new endowed professorships with a match. “Darden alumni were presented with a rare opportunity to magnify their support, and, as usual, their generosity has been incredible,” said Dean Scott Beardsley. “It is no exaggeration to say these gifts will change countless lives forever.”

Class of 2020 Full-Time MBAs Eager for Global Experiences Thanks to $15 Million Gift

Darden students have more opportunities for immersive global learning experiences than ever before, and in 2018, students studied on five continents in more than two dozen countries in courses ranging from “Global Capital Markets” in London to “Health Care, Education and Entrepreneurship” in Uganda. The global courses are more popular than ever, and Dean Scott Beardsley has made a global learning experience an expectation of all students at the Darden School.

In March, the School announced a $15 million gift from the Batten Foundation, which unlocked a matching gift from UVA’s Bicentennial Scholars Fund, resulting in a $30 million endowment that will soon provide every student in Darden’s full-time MBA program a scholarship covering the cost to attend a Darden Worldwide Course.

Members of the Class of 2020 will be the first to enjoy the benefits of the gift — the largest to the Darden School since the Batten family’s $60 million gift in 1999 that led to the establishment of the Batten Institute for Entrepreneurship and Innovation.

Timothy Lu (Class of 2020) said he was “thrilled” when he heard about the new program.

“I am someone who doesn’t come from a conventional pre-MBA background, and certainly coming to get my MBA was going to be a financial burden,” said Lu. “The notion of getting a free scholarship to study abroad was a big deal for me.”

Lu came to Darden with global experience, having served as a director at the medical nonprofit Operation Smile in the Philippines following college in Ohio. That experience, coupled with a year at a data science startup, convinced the MBA/Master of Science in data science dual-degree candidate that Darden and the UVA Data Science Institute were ideal to gain a broad business background alongside a deep data and analytics curriculum.

Lu said he and his classmates have been discussing potential places they hope to study. He would love to see a repeat of the 2018 course that took students to Germany for “Artificial Intelligence, Robotics and Technological Unemployment.” Such topics are particularly relevant in the call center-heavy Philippines, Lu noted.

“That’s something I think cross-sector decision-makers need to really think through, to have the right types of training programs in place for that sort of disruption,” Lu said. “So through this scholarship opportunity, I would love to explore those themes and subjects in Germany, Japan or one of these countries that is wrestling with those large-scale technology questions.”

THE BICENTENNIAL SCHOLARS FUND
HOW IT WORKS

$100,000+
UVA will match gifts of $100,000 or more that are fully paid within five years for new endowments to support scholarships for graduate students.

THE BICENTENNIAL PROFESSORS FUND
HOW IT WORKS

EMERGING SCHOLARS
When you contribute $1 million or more to create a named, endowed professorship for an emerging scholar, the University will amplify your gift with a 50-cent match on every dollar.

MID-CAREER SCHOLARS
When you contribute $2 million or more to create a named, endowed professorship for a mid-career scholar, the University will amplify your gift with a 50-cent match on every dollar.

DISTINGUISHED SCHOLARS
When you contribute $3 million or more to create a named, endowed professorship for a distinguished scholar and pay the total within five years, the University will provide $2 million in matching funds.

Unmatched Generosity
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The wall in Prudential Chairman and CEO John Strangfeld’s (MBA ’77) office is lined with framed photographs of the more than 30 military veteran Darden graduates who received financial support through the John and Mary Kay Strangfeld Military Scholarship.

The prominent placement of these images is a testament to two of Strangfeld’s intertwined passions: the Darden School of Business and professional and personal support of those who have served in the U.S. military.

His twin interests have manifested themselves in numerous ways over the years. The 2015 Charles C. Abbott Award winner has served multiple terms on the Darden School Foundation Board of Trustees, was inducted into the Principal Donors Society in 2012 and returns to the School frequently to guest lecture in Darden courses. Strangfeld has been a staunch supporter of the Darden Military Association (DMA) and, in 2005, established the John and Mary Kay Strangfeld Military Scholarship with his wife. As a result of a recent gift, matched by UVA’s Bicentennial Scholars Fund, the scholarship is now funded in perpetuity.

According to Strangfeld, his interest in supporting veterans at Darden stems from a long-held belief that the population represented a “very distinctive talent pool” that would be well-served by Darden while simultaneously enriching the School. He says the opportunity arising from transitioning leadership skills from the military into the commercial world spurred him to help attract prospective students to Darden — not just with scholarship funding but with the creation of military transfer pathways for military spouses, who often have a difficult time maintaining career continuity given the frequency of military transfers. A recently created Prudential program allows these relocated employees to continue working at the company remotely, enabling them to keep accrued seniority and benefits while maximizing their value to the company.

Both initiatives started with a simple question from a Darden student, and members of the Darden community helped consult on the implementations. Strangfeld explained: “This isn’t just about jobs that are being created, it’s about careers. It’s not just a socially responsible thing to do, either. It’s a very successful talent acquisition source. That’s what gives these programs life and sustainability.”

Strangfeld is passionate about the subject, which is part of a story he often tells visitors to his office who inquire about the framed photos on his wall. “It’s a nice conversation starter with people,” he said, “both to describe our experience at Darden and also to inquire about the framed photos on his wall.”

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For more information about the Bicentennial Scholars Fund and Bicentennial Professors Fund, contact Kara Ramirez Mullins at MullinsK@darden.virginia.edu or +1-434-243-0834.

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John Strangfeld (MBA ’77)
For an immediate response to some of the greatest strategic needs across Darden.

YEAR FOR THE DARDEN ANNUAL FUND

THANK YOU FOR A RECORD-SETTING YEAR FOR THE DARDEN ANNUAL FUND

The Darden Annual Fund continues to drive philanthropy for the School and allows for an immediate response to some of the greatest strategic needs across Darden.

The annual fund once again broke records last fiscal year, thanks to the generosity of alumni, students, faculty, parents and friends, who raised $5.85 million for the School and made a tremendous impact on the four areas to which gifts were designated.

SCHOLARSHIPS

Attracts top talent who will go on to change the world

FACULTY EXCELLENCE

Allows Darden to hire top faculty and help them reach their full potential as they inspire tomorrow’s leaders

GLOBAL IMPACT

Strengthens Darden’s real-world impact through curated, intercultural experiences that create lifelong global leaders

AREA OF GREATEST NEED

Gives Darden the flexibility to invest in the people, programs and innovative ideas necessary to pursue the School’s mission

For more information about the Darden Annual Fund, contact Samantha Hartog at HartogS@darden.virginia.edu or +1-434-982-2151.

Meet the ‘Pipeline Builders’ of Darden’s Career Development Center

Darden recruiters and students alike increasingly demand more customized, individualized support. Meeting these increased expectations requires new investment, and Dean Scott Beardsley tabbed Darden’s Career Development Center (CDC) as one of the School’s “areas of greatest need” for support from the Darden Annual Fund. Last year, the CDC responded by hiring three senior directors to oversee MBA recruiting across the three biggest career fields for students: financial services, consulting and technology.

CHRISTY GUNVILLE, Senior Director of Consulting and Professional Services Careers

Gunville arrived at Darden after 18 years in the management consulting industry. Her approach to students interested in consulting requires two types of support. First, she helps educate students who come to Darden with only a vague understanding of management consulting. Second, she prepares students for the famously demanding interviews conducted by consulting firms.

Gunville says the consulting job market for MBAs continues to be strong but notes evolving trends in skills firms are looking for in candidates, due to the unprecedented rates of technology disruption in business. Consulting firms will increasingly seek talent with specialized skills in data analytics, digital technology and design as they expand into those areas to address client needs.

PAUL REEDER (MBA ’98), Senior Director of Financial Services Careers

Reeder returned to Darden last year after spending his entire post-MBA career at S&P Global (formerly SNL Financial). Financial services career support splits into two very different recruiting paths for students, Reeder says. With recruiting for investment banks, there is “a Yellow Brick Road leading to the Emerald City.” That is to say, there is a well-established recruiting path, and Reeder helps students stay on the road. On the “buy side,” which includes career fields such as investment management, private equity, venture capital and hedge funds, Reeder says the pipelines are less established and he is striving to build better connections to those industries.

Reeder also notes it’s a common misconception that popularity of tech jobs has come at the expense of MBA talent for finance. “Darden has consistently sent 50-60 students into banking for several years.”

(Continued on Page 8)
New Scholarship Helps Filipino Student Find Darden and Darden Find Top Talent in the Philippines

When Michael Fajardo (Class of 2020) stepped foot on Grounds as a student for the first time in August, he arrived as the very first recipient of the new Darden Philippine Scholarship.

Word of mouth about the scholarship was Fajardo’s first exposure to Darden when he began looking at business schools. His friend, who applied to the School two years prior, told him that there was a scholarship specifically offered to Filipinos. The possibility of a scholarship was the initial attraction. However, once Fajardo looked more deeply into Darden’s MBA program, he realized that it fit exactly what he was looking for in a business school.

“I like that Darden is 100 percent case-method-based and that students are encouraged to be more collaborative instead of passive receivers of information,” said Fajardo, who served as director of finance and operations at Goldstein Capital before matriculating at Darden. “When I visited last fall for my interview, I enjoyed seeing how much of a tight-knit community Darden was with really great accommodating and welcoming people. The community seems to really care about each other and each other’s success.”

In 2012, Fajardo graduated from Ateneo de Manila University in the Philippines with a bachelor’s degree in management engineering. After graduating, he moved on to Fordham University to earn his master’s degree in international political economy and development. He stayed in New York City following his master’s to work at Morgan Stanley as an operations consultant for about a year. Prior to working for Goldstein Capital, Fajardo was head of finance for Moneymax.ph, a financial startup in the Philippines that offers price comparison services for different financial products. As head of finance, Fajardo built a finance department from the ground up while also managing relationships with investors and developing and implementing new procedures.

Fajardo said he is very excited to be back in school, not only for the education and to explore career possibilities, but for the impact the experience will have on him as he explores a potential path as an entrepreneur.

“I am looking forward to meeting some of the smartest people in the world and being able to exchange ideas and work with them,” said Fajardo.

For more information on scholarship giving opportunities, contact Howie Avery at AveryH@darden.virginia.edu or +1-434-982-2153.

BATTEN SCHOLARS PROGRAM FINDS COMPETITIVE EDGE

Philanthropist and former Landmark Communications Chairman and CEO Frank Batten’s $60 million gift in 1999 not only established Darden’s Batten Institute for Entrepreneurship and Innovation, it created scholarships for hundreds of future Darden students. Recognized as Batten Scholars, these students demonstrate a passion for bringing new ideas into the business world.

This year, the Batten Institute is relaunching the Batten Scholars Program as a competitive scholarship program to attract and support top students pursuing entrepreneurship, innovation and technology. Interested prospective students must submit a supplemental application to the Batten Scholars Program, with high-potential candidates subsequently invited to Darden for on-Grounds interviews with members of the Batten Scholars Selection Committee.

“This new format aligns the program’s competitive edge with a competitive process, further identifying and selecting those who embody the visionary spirit of Frank Batten.”

Beginning with the Class of 2021, Darden will award new scholarships through the Batten Scholars Program in three categories:

BATTEN ENTREPRENEURIAL SCHOLARS — Scholarships awarded to students who have led or helped build a new enterprise or nonprofit organization. Candidates should also plan to lead entrepreneurial ventures in the future.

BATTEN INNOVATION SCHOLARS — Scholarships awarded to students who demonstrate exemplary innovation-focused careers in the future. Candidates should plan to pursue innovation-focused careers in the future.

BATTEN TECHNOLOGY SCHOLARS — Scholarships awarded to students who have led or plan to lead entrepreneurial and innovative impact within the technology sector. Candidates should have a commitment to advancing entrepreneurship and innovation through technology in their future careers.

Encourage prospective students to learn more at connect.darden.virginia.edu/battscholars.
acquiring knowledge or anything else we typically do in the classroom. So, what we are aiming to do here is to become the best in the world at providing and carefully assess- ing the value of the “doing” part of leadership development.

That would include putting students into actual leadership roles while they are here, and it would include crafting external experiences outside of Darden where they develop their social, emotional and cultural intelligence skills, and use them to help institutions outside of Darden. It also includes what is a core focus for us right now, which is build- ing experiential leadership labs where we put people in highly stressful, highly emotion- ally charged, emotionally ambiguous experiences, and we track responses very careful- ly, not just with more typical audiovisual technologies but also by capturing a set of physiological markers like heart rate and galvanic skin response. Professor Bobby Parmar is doing a wonderful job leading this component of the overall initiative.

What has been the role of philan- thropy in getting the initiative off the ground?

The reality of true human development of the type we are talking — socio, emotion- al, interpersonal development — is that it is very personal and, hence, costly. I can’t help you have multiple guided, high- stress practice experiences in a class of 50 or 60 students. So philanthropy allows us to have the resources required for individual development.

In the lab, it allows us to have the person- nel needed to develop and facilitate the technology-aided, high-stress learning experiences. It allows us to hire the coaches, actors and researchers needed to create and deliver these tailor- ed experiences for each student. That’s a much more expensive proposition than one instructor hired to lead a class of 60.

Right now, we have the capacity to run the initial trials and some small-scale courses to demonstrate the potential of this approach. To begin to think about scaling it to the entire cohort of full- time and Executive MBA students and participants in some executive education programs requires an entirely different resource base. We also need additional philanthropy to carefully study, document and disseminate insights emerging from what we are doing. Our goal is not just to create these kinds of transformational experiences here at Darden, but also to be seen as thought leaders around the world for this kind of work.

The Initiative for Transformational Leadership and Learning has launched an innovative learning lab led by Professor Bobby Parmar where students’ biometric responses to intense work scenarios are evaluated.

For more information on supporting the Initiative for Transformational Leadership and Learning, new professorships or funds for faculty excellence, contact Kara Ramirez Mullins at MullinsK@virginia.edu or +1-434-243-0834.

### FACULTY

‘The Best in the World’ at Leadership Development

In May, the Darden School announced plans for the Initiative for Transformational Leadership and Learning to ensure Darden remains the best at teaching in the physical and virtual classroom. A multidisciplinary effort to develop a learning laboratory devoted to novel, scientifically verified leadership development, the initiative launched with $2 million in seed funding, including a $1 million gift from Abundant Power Group CEO Shannon Smith (MBA ’90), a $500,000 match to Smith’s gift from UVA’s Bicentennial Professors Fund and $500,000 from the Jakarta-based Rainbow Foundation. Recently, former West Pharmaceutical Services CEO Don Morel (TEP ’97) made a $1.2 million gift matched with $600,000 from the Bicentennial Professors Fund to bring the total investment in the initiative to $3.8 million.

Darden Professors Jim Detert and Bobby Parmar will lead the formation and growth of the initiative. Detert — recently named the associate dean for executive degree programs and leadership initiatives — spoke about the goals of the initiative and the role philanthropy will play to drive it forward.

Describe the Initiative for Transformational Leadership and Learning.

At the broadest level, the objective is to create transfor- mational learning experiences for students — in partic- ular, experience for an development of specific leadership capabilities.

That, of course, requires you do things on several fronts. You have to create new knowledge about what great leadership actually looks like, how it develops and how it functions. You have to create a great curriculum and coursework that helps people develop the knowledge component of what we know about leadership.

Then you have to build and deliver nonclassroom, experiential leadership develop- ment activities. Some people have suggested that over half of true leadership development comes from the practice of leading itself. That is clearly distinct from

How Do You Replace the Irreplaceable?

That’s the question Darden School leaders ask as the School grapples with a wave of faculty retirements. Following decades of service building Darden into a top global business school, many senior professors are leaving Grounds. However, Darden is not alone. The School is far from the only business school facing such a predicament.

“All universities and business schools are going through a transition phase as senior faculty members retire in very large numbers,” said Mastercard Professor of Business Administration and Senior Associate Dean for Faculty and Research Sankaran “Venkat” Venkataraman. “Since all universities are facing the same pressures, meeting faculty from one university to another is not only very difficult, it’s a very expensive proposition.”

Venkataraman noted Ph.D. students at top institutions are similarly in demand. While the School will never truly replicate the singular excellence of a teaching legend, investment in the next generation of star professors is powering Darden’s effort to maintain the highest level of faculty excellence.

One resource for Darden to adequately compete for top talent is through donor-supported faculty excellence funds, such as the Robert F. Bruner Darden’s Fund for Faculty Excellence. These funds give Darden leaders additional tools when recruiting or seeking to retain faculty.

According to Venkataraman, these funds allow the School to provide competitive compensa- tion packages and offer support for new faculty — resources for teaching, case writing and research that launch a new faculty member to enduring success.

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### FACULTY

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How Do You Replace the Irreplaceable?

That’s the question Darden School leaders ask as the School grapples with a wave of faculty retirements. Following decades of service building Darden into a top global business school, many senior professors are leaving Grounds. However, Darden is not alone. The School is far from the only business school facing such a predicament.

“All universities and business schools are going through a transition phase as senior faculty members retire in very large numbers,” said Mastercard Professor of Business Administration and Senior Associate Dean for Faculty and Research Sankaran “Venkat” Venkataraman. “Since all universities are facing the same pressures, meeting faculty from one university to another is not only very difficult, it’s a very expensive proposition.”

Venkataraman noted Ph.D. students at top institutions are similarly in demand. While the School will never truly replicate the singular excellence of a teaching legend, investment in the next generation of star professors is powering Darden’s effort to maintain the highest level of faculty excellence.

One resource for Darden to adequately compete for top talent is through donor-supported faculty excellence funds, such as the Robert F. Bruner Darden’s Fund for Faculty Excellence. These funds give Darden leaders additional tools when recruiting or seeking to retain faculty.

According to Venkataraman, these funds allow the School to provide competitive compensa- tion packages and offer support for new faculty — resources for teaching, case writing and research that launch a new faculty member to enduring success.
Building a Cross-Sector Perspective

Students from all three schools apply to become fellows and, upon acceptance, participate in a unique semester-long program. The main component of the program is intimate discussions with high-profile leaders on real-world issues. Notable speakers have included Gail McGovern, president and CEO of American Red Cross; Wick Moorman, former CEO of Norfolk Southern and Amtrak; and Luis Fortuño, former governor of Puerto Rico. "Gail McGovern speaking to the students about how the Red Cross works with government and business to respond to a humanitarian crisis is just one example that proves how powerful the program is," said Maggie Morse, director of the program. "Students really get to see a behind-the-curtain view of what these leaders are tackling and how cross-sector knowledge helps them."

The relationships formed with visiting leaders also lead to new thought leadership on the importance of multidisciplinary perspectives. The Institute for Business in Society is developing a case study with Moorman that proves how powerful the program is," said Maggie Morse, director of the program. "Students really get to see a behind-the-curtain view of what these leaders are tackling and how cross-sector knowledge helps them."

A Lifetime Impact for Students

Lydia Hackert (MBA ‘18) looks forward to carrying the relationships and mindset she developed as a fellow with her as she embarks on her post-Darden career with the U.S. Secret Service.

“One of the most meaningful aspects of the Tri-Sector program was the opportunity to build relationships with students of the law and public policy schools," Hackert said. "In our discussions, I developed an appreciation for the unique perspective that my peers brought to the table. Oftentimes, a law or public policy student would pose a question or challenge a thought in a critical way that I might not have considered from a business perspective. This experience demonstrated to me more clearly that the world’s toughest problems will have to be solved with a multisector mindset.”

Philanthropy to Power Bright Future for Tri-Sector Leaders

Due to the high level of applicants, in both quantity and quality, the program increased the number of admitted students for the 2018-19 academic year, but still not all applicants were admitted. Fellowships will remain limited in number to preserve the experience, but program leaders are exploring an expansion to create cohorts with UVA’s other graduate schools, such as the engineering, Curry and medical schools.

Words for the Purposeful, by the Purposeful

Last spring, Darden inducted 16 new members into the Principal Donors Society, a record number in a single year since the society was established in 2004. On an April evening on Flagler Court, several of the inductees graced the stage to share their reasons for giving to an audience of faculty, alumni and fellow Principal Donors. Their words not only embodied the significance of philanthropy to the Darden School of Business, but of the School itself.

For more information on supporting the Tri-Sector Leadership Fellows program, contact Howie Avery at AveryH@darden.virginia.edu or +1-434-924-2553.

Kirby Adams (MBA ’79)

“For the last three years, I’ve been trying to unlock doors in my own way and I’ve been, on an annual basis, granting full scholarships to applicants who had the courage to indicate that they were LGBTQI. And that’s been giving me great joy in terms of opening the eyes of the Darden community, opening the eyes of the University of Virginia, and really giving some young men and young women the opportunity to get an MBA from an amazing institution and unlocking a future for them like it has been unlocked for me.

Recently, I decided I wanted to go one step further and endow a full scholarship to enable that to happen. And I’m really, really grateful for the dean and for the whole Darden team for their, not only understanding, but unwavering support for enabling this kind of opportunity and scholarship for people who are otherwise, in many cases, very disadvantaged. For them to have the opportunity to come here and get an MBA, and to completely change their lives as my experience at Darden changed mine, is the kind of remarkable outcome that I’m looking to continue.”

Warren Thompson (MBA ’83)

“I’ll never forget that first day I showed up here at Darden, and I met some of my classmates, and they began to tell me of their backgrounds, their history, their legacy. And this word kept coming up: legacy. I called my father up that evening, and he reminded me that he grew up 25 miles from here, and after high school, he went off to fight in the Korean War and wasn’t allowed to go to this place because of his race.

He also reminded me of another story, and it was a story of a man named Cleve. Now, Cleve grew up 25 miles from here. He was a slave. His full name was actually Cleve Thompson, my great-great-grandfather. And he reminded me that the history told that Cleve was on loan to the University many times to work off debt from the owners. He reminded me of that story and that when the Emancipation Proclamation took place and Cleve was freed, Cleve started his own business and became a very successful entrepreneur, a very successful blacksmith. ‘My father went on to say, ‘You have a legacy as well, though it’s different from your counterparts, your fellow students. Nevertheless, the contributions you have made and our family has made, you should be very proud of. And never for a moment should you feel out of place at the University of Virginia.’

Though tonight we come here with different histories, different legacies, we all share the one common bond, and that is the love and respect for this great institution and the promise of its future.”

The Institute for Business in Society currently funds the TSL program, which is led by Frank as well as pro-

fessors from the Batten and law schools.

Moving forward, Darden seeks new philanthropic support to secure the program’s place as a valuable component of the School’s education experience and to allow for new students from various disciplines to participate, increasing the impact across the University.
New Year, New Inspiration
Letter From the Vice President for Advancement

Inspiration is a common word in higher education institutions, especially this time of year. The fall season brings the start of an academic year, the energy and talent of an incoming class of students, and fresh ideas from faculty members put into action in the classroom. All of which fosters — and embodies — inspiration.

This fall at Darden, inspiration abounds as the 2018–19 academic year begins with a new president of the University of Virginia, an incredible class of students with the highest academic accolades in Darden’s history and eight new professors who bring a wealth of innovative thought leadership to Grounds.

The Darden community also never ceases to be inspired by the impactful philanthropic support of the School, as highlighted throughout this issue of Pillars.

The lead story recognizes the Darden alumni who contributed $27.1 million in support of faculty excellence and student scholarships, and how they were inspired by UVA Bicentennial matching opportunities. Empowered by philanthropic support, our faculty are forging new global leaders through the Initiative for Transformational Leadership and Learning, the Tri-Sector Leadership Fellows program and expanded international course offerings thanks to opportunities created by the Batten Foundation Darden Worldwide Scholarship program.

The alumni within our Darden community also continue to inspire us. Last spring, we inducted the largest class of Principal Donors Society members in the School’s history and listened as they shared the stories motivating their incredible generosity. They are in good company with the thousands of alumni who continually give back through a variety of ways, including the Darden Annual Fund, which ensures we have the best students and faculty on the best Grounds of any business school in the world. Inspirational indeed.

Warm regards,

Kara Ramirez Mullins (TEP ‘18)
Vice President for Advancement

HIRE CALLING
The Darden full-time MBA Class of 2018 secured record levels of employment success as of three months after graduation. The strong results follow the Class of 2017, which had the fourth highest average salary among all U.S. MBA programs behind only Stanford, Harvard and Wharton.

92% ACCEPTED OFFERS OF EMPLOYMENT

$127,800 AVERAGE BASE SALARY

$35,430 AVERAGE SIGNING BONUS

NEW GIFT COMMITMENTS
of $1 million+, profoundly impacting areas of the School from student experience to faculty thought leadership

NEW MEMBERS
induced into the Principal Donors Society, the School’s highest designation for lifetime giving of $1 million or more

DONORS
who supported the Darden Annual Fund — collectively contributing $8.5 million and establishing an all-time record for giving to the Annual Fund

DONORS
who provided matching gifts for GivingToHoosDay, inspiring $1.24 million in gifts for Darden in a 24-hour period

Darden’s Career Development Center (From Page 4)

JENNY ZENNER (MBA ’03), Senior Director of Technology, Entrepreneurship, Digital and Consumer Careers

Zennor retained her home base of Seattle, where she is former president of the UVA Club of Seattle and helped launch Darden’s Seattle alumni chapter, in order to leverage her network of startups and global tech companies. She helps students evaluate how their experiences align to specific roles. In some cases, she helps students find an indirect path to tech, which might be a finance or operations position that later leads into a more technical product manager-type role.

Moreover, Zennor guides students to hone their stories. One Class of 2018 graduate, a former McKinsey consultant who had worked two other jobs after leaving the firm, failed to advance past several first-round interviews. Zennor realized the interviewers might have viewed him as a job hopper but a conversation with the student revealed he had been recruited away by former McKinsey colleagues twice. When the student made his McKinsey connections the thread of his career narrative, “he found a new comfort and confidence sharing his career arc,” Zennor says. His next interview was with Walmart eCommerce, and with this new mindset, he landed the offer.

PLAN YOUR LEGACY
Your Planned Gifts Lay the Foundation for Darden’s Future.

Planned giving allows you the ability to address your personal financial needs and establish a powerful legacy at Darden. Planned gifts symbolize our human desire to reach beyond ourselves and build a better tomorrow.

For more information, please contact plannedgiving@darden.virginia.edu or +1-434-243-4825.

THANK YOU FOR A RECORD YEAR OF SUPPORT FOR DARDEN

$40.6 MILLION
New philanthropic commitments to Darden in FY 2018, second highest annual total ever

$65.5 MILLION
Total secured through commitments ($40.6 million) and Bicentennial Scholars Fund and Bicentennial Professors Fund matches ($24.9 million)

NEW GIFT COMMITMENTS
12

DONORS
4,000+

NEW MEMBERS
16

DONORS
6

6,000+

DONORS
24-hour period

16,000+

DONORS
24-hour period

5,000+

DONORS
24-hour period

$127,800
AVERAGE BASE SALARY

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