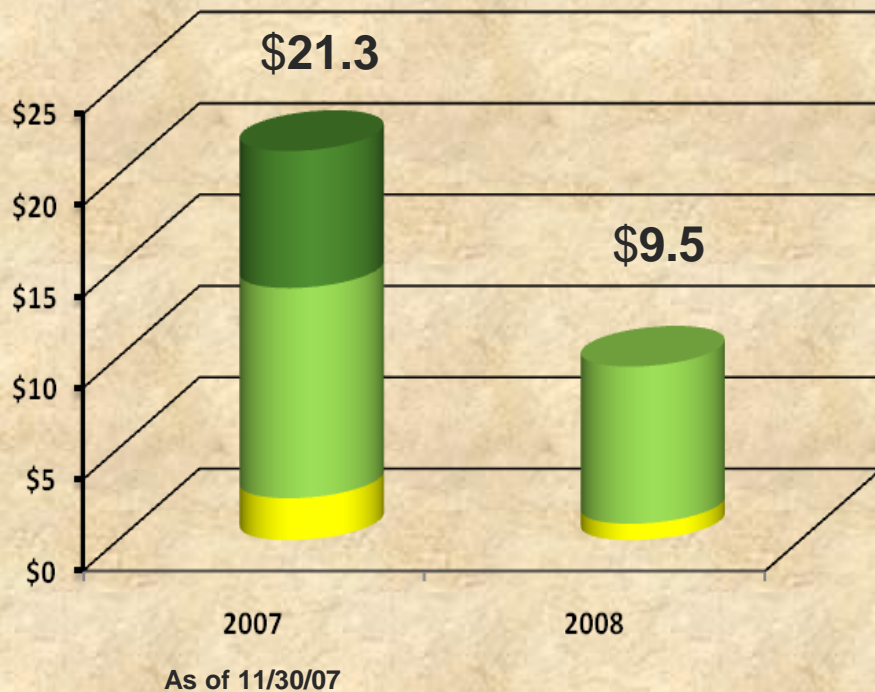


***Board of Visitors
Development
December 7, 2007***

Year-To-Date Cashflow



- Post Campaign
 - Timing of Gifts – (Sentara Hospital)
 - Fewer Realized Bequests
 - Unstable Stock Market
-
- Pipeline Management
 - Past Focus on Planned Gifts vs. Outright
 - Focus on “Principal Gifts” (Outright)

Action Items in Next 12 Months

- Strengthen Management Process
 - Pipeline;
 - Increase Planning and Accountability;
 - Data Driven FWM;
 - Ongoing Analysis of Prospect Base;
 - Staffing and Training;
 - Expanded Outreach to “High-End Donors”

- Results You Can Expect
 - More Aggressive Approach;
 - Greater Focus on Outright Giving;
 - Volunteer Involvement;
 - Increasing Sustainable Cash flow