



UNITED WE ROAR
2020-21 PAF GIVING GUIDE



LETTER TO THE **TIGER COMMUNITY**

University Pacific Athletics has reached new heights in recent years and none of this would have been possible without devoted supporters like you. These accomplishments are highlighted by unprecedented academic success, competing in and hosting the NCAA Men's Water Polo Championships, upgrading the Spanos Center, expanding the Pacific Aquatics Center, and opening the new Walter Chang Golf and Learning Center. Our new and improved facilities embody the mission of the program and University they serve, and it is where our future leaders are shaped.

As we honor the past, celebrate the present, and look to the future, we would like to thank each and every one of our supporters for making a difference. Through your support, the Pacific Athletic Foundation (PAF) and Pacific Athletics have been able to build a tradition of giving that is a cornerstone to the success of our student-athletes. Every gift made to the PAF is a vital part of our Pacific Athletics program and directly supports the success of over 300 student-athletes, all of whom proudly epitomize the legacy, tradition, and innovation that are synonymous with this program.

For the upcoming year, the PAF has redesigned some of its membership levels and benefits to better serve and engage our community of supporters. Modifying the structure allows us to further appreciate you for your support, expand our outreach in the community, and acknowledge more of our Pacific Tiger family than ever before. It is an exciting time to become a member of the PAF as your generosity supports opportunities for our student-athletes to triumph in competition and in the classroom, but also through the impact we are able to make in our community. We are striving to set the bar even higher with a goal of doubling our membership over the next three years in an effort to expand the Pacific Tiger family. While providing enhanced resources for our student-athletes and athletic programs, this membership drive will better position the Tigers to excel academically and compete for championships.

Whether you are a longtime member renewing your commitment, or a new supporter, the importance that your contribution plays in advancing opportunities for our student-athletes and helping to build the future of Pacific Athletics cannot be overstated. Being a PAF member means you are choosing to make a difference and provide an unparalleled experience that puts our student-athletes on a path to success for the rest of their lives.

Thank you for your generous support in the upcoming year and take pride in helping to prepare Champions for Life. Show your Pacific Pride by wearing orange and black, donating, buying tickets, or following us on social media, and let's continue to create an #UpRoar together!

Go Tigers!

A handwritten signature in black ink that reads "Janet D. Lucas". The signature is fluid and cursive, with a large initial "J".

Janet D. Lucas
Director of Athletics



2020

PAF CALENDAR

FEBRUARY 1

Early Bird Renewal

MARCH 9

Fund Drive Begins

APRIL 14

PAF Impact Dinner

APRIL 17

Fund Drive Conclusion

AUGUST 22

Orange & Black Ball

OCTOBER 14

PAF Benefits &
Ticket Mailing

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REASONS TO JOIN THE PAF

1

Make a direct and lasting impact on the future of our student-athletes at Pacific and beyond

2

Support our teams and elevate the competitiveness of Pacific Athletics through the Impact Fund

3

Receive exclusive PAF benefits and access to PAF events



UNITED WE ROAR!

The Pacific Athletic Foundation (PAF) is introducing a new United We Roar campaign that will streamline its PAF membership benefits and will strive to expand its outreach to the greater Stockton community and beyond. The newly formed PAF structure will not only be an opportunity to unite booster clubs, season ticket holders, and PAF members into one community, but it will also enhance the overall athletic experience and connection for its members.

As part of the United We Roar campaign, the PAF will have a goal of increasing its PAF members from 385 members to 1,000 members by the end of 2023.

The purpose of the campaign is to grow our Tiger family and to build a unified community that supports our efforts to compete at a championship level. The United We Roar campaign will continue to provide the necessary resources for Pacific Athletics and prepare our Tiger student-athletes to achieve excellence in competition and in the classroom.

Become part of the Tiger Family and join the United We Roar Campaign to reach 1,000 PAF members by:

- 1) Becoming a PAF member and supporting the Pacific Athletic Foundation or specific sport at \$100 or more annually
- 2) Volunteering for the Fund Drive and refer family, friends, and members of the community to join the PAF
- 3) Becoming an ambassador of the PAF by sharing the giving opportunities through the JOINPAF.org website and #UNITEDWEROAR on social media



GOAL PAF MEMBERS
1K BY THE END OF 2023
#UnitedWeRoar

TIGERS ACHIEVING EXCELLENCE

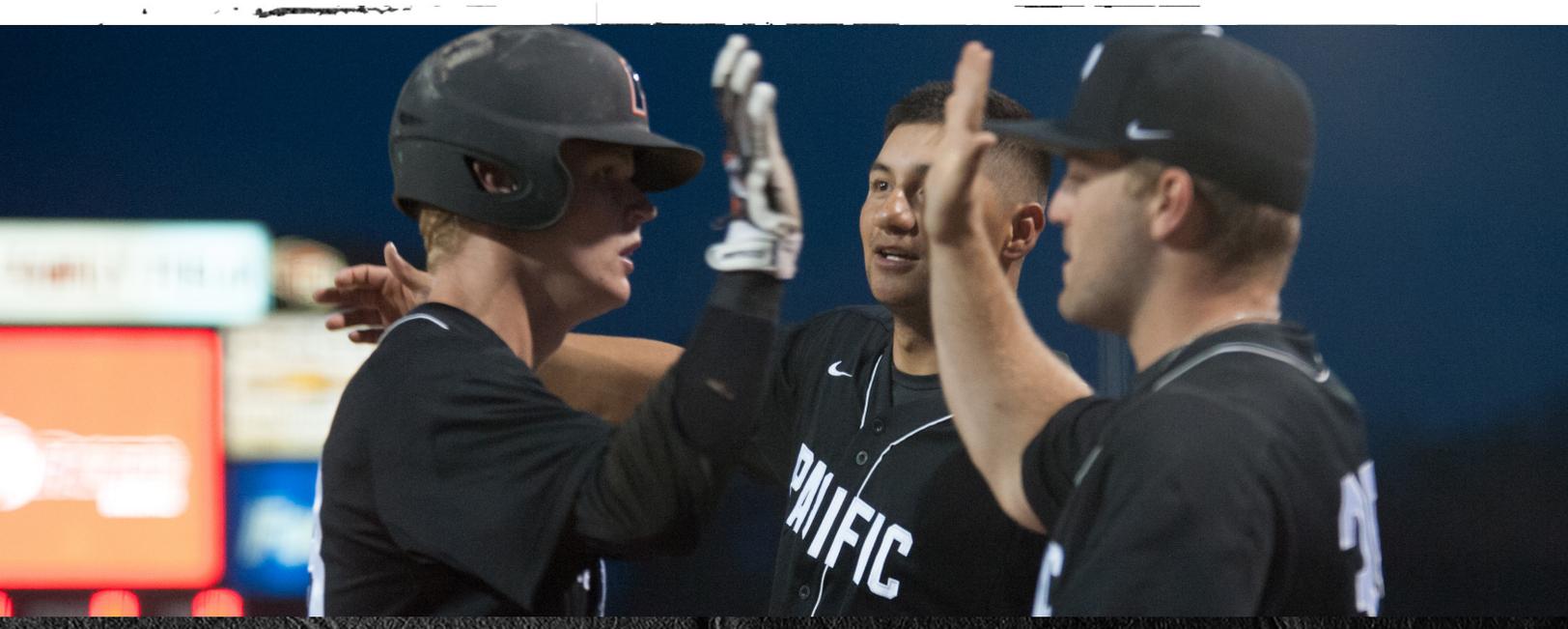
2019 ACADEMIC ACHIEVEMENTS

- 42 Student-Athletes received a 4.0 GPA in Fall '19
- 253 Student-Athletes received a 3.0 GPA or above in Fall '19
- 14 teams received an overall Team GPA of 3.0 or above in Fall '19
- Two NCAA Elite 90 Awards
- 1 NCAA Woman of the Year Nominee
- 69 Student-Athlete Graduates in 2019

2019 ATHLETIC ACHIEVEMENTS

- 5 Conference Player of the Year Awards
- 1 NCAA Runner-Up
- 2 Conference Championships
- 15 All-Conference First Team Honors
- 44 All-Conference Second Team Honors
- 6 All-Conference Freshman Team Honors

Along with these academic and athletic achievements, Pacific student-athletes completed 2,074 hours of community service in 2018-19.



PAF IMPACT FUND

The PAF Impact Fund was established by the Pacific Athletics Department in 2013 and is used to support all Pacific student-athletes and our 17 athletic programs. The Impact Fund raises money through three categories: PAF Donations, the Orange & Black Ball, and Men's Basketball Premium Ticket Packages.

PAF DONATIONS

Every PAF gift will go towards supporting special projects determined by the Director of Athletics, head coaches, student-athletes, and the PAF Board. Each special project is designated to create a better environment for Pacific student-athletes, while elevating our competitiveness in athletics competition and in the classroom.

ORANGE & BLACK BALL

The Orange & Black Ball is the primary fundraising event of the year hosted by the PAF drawing nearly 700 guests. All funds raised go towards the Impact Fund benefiting all Pacific student-athletes.

PREMIUM TICKET PACKAGES

Revenue generated from Men's Basketball Premium Ticket Packages (Season tickets in Sections H, I, J, and Courtside Club Seats).

2019 IMPACT FUND

Last year the PAF successfully raised **\$408,987** towards the Impact Fund, which was used to help elevate the competitiveness of Pacific Athletics and enhance the Pacific student-athlete experience. Take a look below to see where these funds were spent in 2019.



Front Rush
Recruiting Software



Student-Athlete
Tommy
Awards Banquet



Enhanced
Nutritional
Meals



SportsTec Video
Performance
Software



National
Recruiting
Fund



Career &
Leadership
Academy



Sparta Performance
Enhancement Weight
Training Technology



Department Agreement
with Apple Computers

2020-21 PAF IMPACT FUND GOALS

- 1) Improved Nutrition
- 2) Recruiting Fund
- 3) Technology Enhancements
- 4) Student-Athlete Wellness

PAF MEMBERSHIP BENEFITS AND GIVING LEVELS

All members who make a gift to the PAF or a specific sport are eligible to receive the benefits listed below based on their giving level.

	Tiger Rookie \$100	Tiger All-Star \$500	All Conference \$1,000	All American \$2,500	Athletics Director Circle \$5,000
PAF Member Decal PAF window decal	✓	✓	✓	✓	✓
PAF Insider Access Includes Inside the Lines E-Newsletter and invitations to special events	✓	✓	✓	✓	✓
PAF Media Recognition Recognition on PacificTigers.com, PAF website, PAF business directory and in the Game Day Program for Men's Basketball.	✓	✓	✓	✓	✓
Game Day Merchandise Discount PAF members receive 10% discount at the Pacific bookstore		✓	✓	✓	✓
Pacific Tigers Ticket Pack Includes 10 tickets that can be used at any Pacific ticketed sporting event. (Restrictions apply)		✓	✓	✓	✓
PAF Impact Dinner Invite Annual PAF appreciation dinner with student-athletes and Pacific Athletics staff.		✓	✓	✓	✓
PAF Pre-Game Hospitality Passes Two passes to all PAF Pre-Game events prior to select Men's Basketball games.			✓	✓	✓
PAF Parking Permit One PAF preferred parking permit for all ticketed events in the designated PAF Parking Lot.			✓	✓	✓
PAF Appreciation Gift Exclusive PAF member logo branded merchandise.				✓	✓
Athletics Welcome BBQ Invite Exclusive athletics welcome event with student-athletes, coaches, and staff.				✓	✓
Tiger Den Access Pass Complimentary access for two into Tiger Den during select Men's and Women's Basketball games					✓
Dinner with Athletic Director Enjoy a dinner with Pacific's Athletics Director.					✓

- * All season ticket holders are included as PAF members receiving benefits at the Tiger Rookie Level
- * Men's Basketball Premium Season Tickets holders (sections H, I, J and Courtside Club Seating) will receive PAF Pre-Game Hospitality passes and a PAF parking permit
- * Excludes Orange & Black Ball sponsorships

YOUNG ALUMNI CLUB

Membership is \$50

For up to 3 years upon graduation

Receives benefits at the Tiger Rookie level



PAF SPECIAL EVENTS

ORANGE & BLACK BALL

The Orange & Black Ball is the primary fundraising event of the year hosted by the PAF. This is a premier Stockton event that takes place on the Pacific campus and draws nearly 700 guests. The evening includes a silent auction, passed hors d'oeuvres, wine tasting, beer tasting, introduction of all head coaches, a catered dinner, live auction, and dancing! All funds raised go towards the Impact Fund benefiting all Pacific student-athletes. The 21st Annual Orange & Black Ball, presented by Kaiser Permanente, will be held on Saturday, August 22nd. If you are interested in sponsorship opportunities, donating auction items, or volunteering, please contact Manager of Athletics Development, Bri Legittino. To stay up-to-date on all PAF Events, visit JoinPAF.org



IMPACT DINNER

The Impact Dinner will be held at The Reserve at Spanos Park on Tuesday, April 14th and will feature student-athlete speakers, the opportunity to mingle with Pacific student-athletes and coaching staff, dinner, and a no-host bar. Admission is free to PAF members at the \$1,000 level and up and will be available on a first come, first served basis.



PAF PRE-GAME HOSPITALITY

PAF Pre-Game Hospitality events occur before select men's basketball games and are a great way to connect with fellow PAF members and Tiger supporters! Each hospitality features food, a hosted bar, and an appearance from one of the coaches to discuss the upcoming game. These events are held either at the Alex and Jeri Vereshchagin Alumni House, the Roy and Jean Sanders Clubhouse at the Eve Zimmerman Tennis Center, Janssen-Lagorio Gymnasium, or in the Tiger Den located in the Spanos Center.





PAF FUND DRIVE

Since 1970, the Pacific Athletic Foundation (PAF) has raised funding in support of Pacific Athletics' vision for its coaches and student-athletes. Every year the PAF joins together with hundreds of generous donors and passionate volunteers who support its mission to 1) generate revenue for the PAF Impact Fund, which is strategically used for program enhancements and sport-specific operations supporting all 17 athletic programs and 2) to build a meaningful relationship with its members through member benefits, communication, and services that will cultivate Champions for Life.

In order to support the vision of Pacific Athletics, the PAF collaborates with staff, friends, alumni, and members of the community during an annual six-week Fund Drive to raise funds for student-athlete enhancements and each of its

17 NCAA Division I Intercollegiate athletics sport programs. The Fund Drive provides opportunities for our student-athletes, staff, volunteers, and donors to become connected to the community while building for the future.

The generous support of our donors during our annual Fund Drive over the years has allowed the PAF to raise funds for academic support, enhanced recruiting and video analysis software, improved weight training technology powered by Sparta Performance, additional marketing, additional sport-specific staffing, and construction of multiple sport-specific facilities. We need your support and the support during our Fund Drive in order to make a direct impact on the lives of our student-athletes and to build upon the tradition of Pacific Athletics.

**ARE YOU INTERESTED IN
VOLUNTEERING FOR THE
FUND DRIVE?**

Join today by contacting
Director of Athletics Annual Giving,
Aaron Morales at amorales1@pacific.edu
or (209) 946-2591

WAYS TO GIVE

PAF IMPACT FUND

By giving to this unrestricted fund, you are supporting the academic and athletic success of over 300 Pacific student-athletes and our 17 sport programs. This fund enhances the student-athlete experience and provides them with the tools necessary to excel both in the classroom and on the playing field. If you are interested in making a gift to the Impact Fund, please contact Director of Athletics Annual Giving, Aaron Morales.

ENDOWMENTS

A named endowment can be established with a minimum of \$50,000 and designated for a specific sport or purpose. It will be matched dollar for dollar by the Powell Fund. The opportunity to endow a head coaching position, the highest honor that can be bestowed by an athletics department, is also available at agreed upon levels in accordance with University Development and Board of Regents approval. If you are interested in establishing an endowment, please contact Executive Associate Athletic Director for Development, Tim Dickson.

CAPITAL PROJECTS

University of the Pacific makes it a priority to provide top-notch facilities for our student-athletes. Gifts in support of capital projects play a pivotal role in the enhancement, construction, and maintenance of first-class athletics facilities. These facilities are not only important to our current student-athletes, but they play a huge factor in attracting the most sought after recruits. If you are interested in giving to a capital project, please contact Executive Associate Athletic Director for Development, Tim Dickson.

SPORT-SPECIFIC GIVING

By giving to one of our 17 sports programs, you are helping provide resources that allow them to operate at a competitive level. Donations to sport-specific funds are used for team operations such as team travel, meals, uniforms, recruiting efforts, etc.



SPORTS/PROGRAMS BENEFITING FROM SPORT-SPECIFIC GIVING:

MEN'S

Baseball
Basketball
Golf
Soccer
Swimming
Tennis
Water Polo

WOMEN'S

Basketball
Cross Country
Sand Volleyball
Soccer
Softball
Swimming
Tennis
Track
Volleyball
Water Polo

OTHER

Athletic Training
Pacific Pep Band
Strength and Conditioning
Tiger Dancers



METHODS OF GIVING

Investing in the Pacific Athletic Foundation (PAF) has never been easier. You may give by using any of the methods listed below.

- Cash
- Check
- Credit Card
- Online Gift at JoinPAF.org
- Electronic Bank Transfer
- Monthly or Payroll Deduction

PAF PAYMENT PLANS

The PAF offers payment plans for all loyal donors. Plans can be anywhere from two months up to twelve months. For more information on a plan that fits your needs, please contact the PAF office.

YOUNG ALUMNI CLUB

Young alumni can join the PAF for as low as \$50 (\$4 per month) for up to 3 years upon graduation in order to become a member.

MATCHING GIFTS

Does your employer (or your spouse's employer) have a matching gift program? If so, you can ask your company to match your support for the PAF. You can double or even triple the value of your donation simply by notifying your employer of your gift. The PAF maintains a database of many matching gift companies.

GIVE SECURITIES

Making a gift of securities offers you the chance to help the PAF while realizing many important benefits for yourself. A stock portfolio is often among the most valuable assets you own, and one that carries substantial capital gain—appreciation in value. With careful planning, you can reduce or even avoid federal capital gains tax. The PAF can show you how charitable giving may be one of your best defenses.

PLANNED GIFTS

You also may invest in the PAF with a bequest or life income gift, which can provide for you and your family, create tax benefits, and leave an important legacy for education, research, patient care, or community service at University of the Pacific.



FREQUENTLY ASKED QUESTIONS

■ WHO IS CONSIDERED A PAF MEMBER?

Anyone who makes a donation to the PAF or a specific sport is considered a PAF member and will be identified at the level of their designated gift amount. All season ticket holders are also considered a PAF member.

■ I HAVE NEVER DONATED TO THE PAF, BUT I AM VERY INTERESTED. WHAT DO I NEED TO DO TO RECEIVE BENEFITS FOR THE 2020-21 GIVING YEAR?

Contact Aaron Morales from the Pacific Athletic Foundation office at amorales1@pacific.edu or (209) 946-2591. Once you make a partial payment on your pledge, you will start receiving the benefits for your respective gift level.

■ WHY SHOULD I GIVE TO THE PACIFIC ATHLETIC FOUNDATION AND HOW WILL MY DONATION BE USED?

Every gift to the PAF is important as we strive to build and enhance our programs, raise support for our student-athletes, and compete to win championships.

■ HOW DO I GET GOOD SEATS FOR MEN'S BASKETBALL GAMES AND HOW AM I GUARANTEED THE SAME SEATS?

The best seats to attend Men's Basketball games are located in the Premium Sections (H, I, or J) and Courtside Club level. The Premium Ticket Package begins at \$325/seat to every men's home game. Courtside Club Packages on the floor begin at \$750/seat to every men's home game. Premium Ticket Package members receive the first opportunity to guarantee the same seats or upgrade locations once they become a PAF member.

■ HOW DO I RECEIVE ACCESS TO THE PRE-GAME AND IN-GAME HOSPITALITY AREAS?

All Premium Ticket Packages include access to all PAF Pre-Game hospitality events based on number of season-tickets purchased. All Courtside Club Packages receive access to both pre-game and in-game hospitality areas.

■ HOW CAN I GET ACCESS TO THE TIGER DEN?

Tiger Den access is available to Courtside Club Members, Damon's Circle members, and anyone that donates a gift of \$5,000+. Members have the opportunity to purchase access on a game-by-game basis for \$15/person or purchase a full season pass at \$150.

■ WILL MY DONATION BE A CHARITABLE GIFT?

All gifts to the PAF support Pacific's student-athletes and are tax-deductible. Please be aware, however, that as of January 1, 2018, a contribution that involves the right to purchase tickets for seating at our athletic events is not deductible for federal income tax purposes. Please consult your tax advisor for further information.

■ CAN I DECLINE BENEFITS?

Yes. Donors may request that no goods or benefits be received in exchange for donations to make your gift a fully charitable contribution.

MEET OUR TEAM



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