



2019-20 PAF

GIVING GUIDE



JANET LUCAS
Director of Athletics

LETTER FROM THE TOP

University of the Pacific Athletics is special because of the people – the people that comprise the Tiger family! That includes our student-athletes, coaches, support staff, and administrators, but most importantly, it includes you, our loyal supporters. The power of your support shapes the spirit of this program and our student-athletes, who inspire us all each and every day with their talents, determination, and passion.

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. At every level, your gift directly supports the success of our over 300 student-athletes, all of whom proudly epitomize the legacy, tradition, and innovation that are synonymous with this program.

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. We are striving every day to get better, win more championships, and provide better resources while nurturing winners in the classroom, in competition, and in life. Take pride in knowing that you make it all possible!

This is an exciting time for Pacific Athletics, and I can't thank you enough for your generous support, for joining the PAF, and for your investment in our student-athletes. Together, we can help prepare Champions for Life.

Thank you for your support and Go Tigers!

Janet Lucas
Director of Athletics

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2019 PAF CALENDAR

February 15 Early Bird Renewal	April 17 PAF Impact Dinner
February 19 Fund Drive Begins	August 24 Orange & Black Ball
April 8 Fund Drive Conclusion	October 11 PAF Benefits & Ticket Mailing

3 REASONS TO JOIN THE PAF

1

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

2

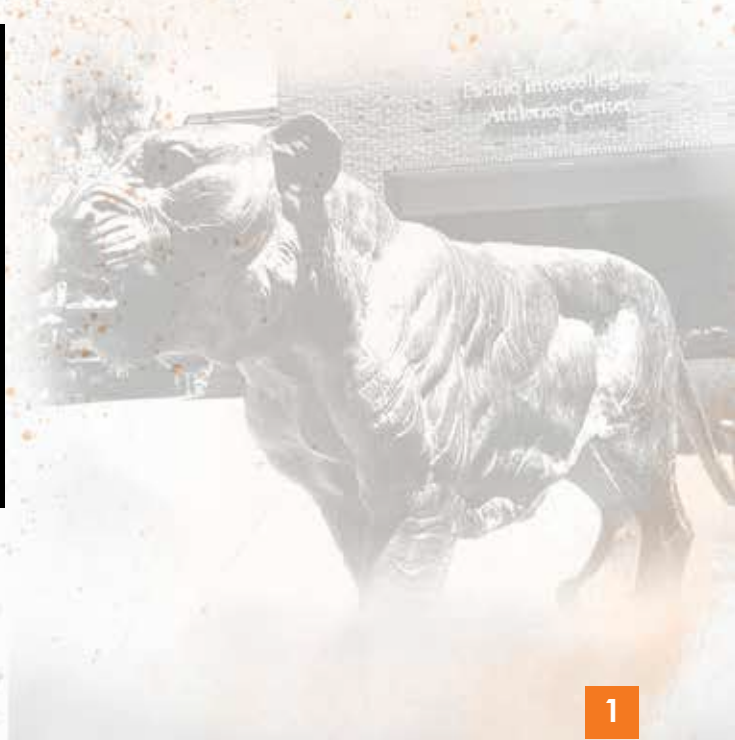
Support our teams and elevate the competitiveness of Pacific Athletics through the Impact Fund

3

Receive access to premium ticket locations and exclusive PAF benefits

GOALS FOR THE 2019-20 IMPACT FUND ARE TO PROVIDE:

- 1) Improved Nutritional Food
- 2) Recruiting Fund for All Head Coaches
- 3) Technology Enhancements for Athletic Programs
- 4) Student-Athlete Wellness



TIGERS ACHIEVING EXCELLENCE



ACADEMICS

31 Student-Athletes Received a 4.0 GPA in Spring '18

Overall Team GPA 3.13 in Spring '18

Two NCAA Elite 90 Awards

80 Tiger Graduates

ATHLETICS

5 Conference Player of the Year Awards

62 All-Conference Awards

54 All-Academic Awards

8 All-Americans

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. The objective of the PAF Impact Fund is to reinvest all monies raised back into Pacific student-athletes and our 17 athletic programs. At the conclusion of each fiscal year, the PAF will provide all donors an "Impact Fund Report" showing where their money was used. The Impact Fund has three categories; PAF Donations, Orange & Black Ball, and PAF 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.

PAF PREMIUM TICKET PACKAGES

Revenue generated from PAF Premium Ticket Packages will be combined with PAF donations and Orange & Black Ball income to make up the PAF Impact Fund.

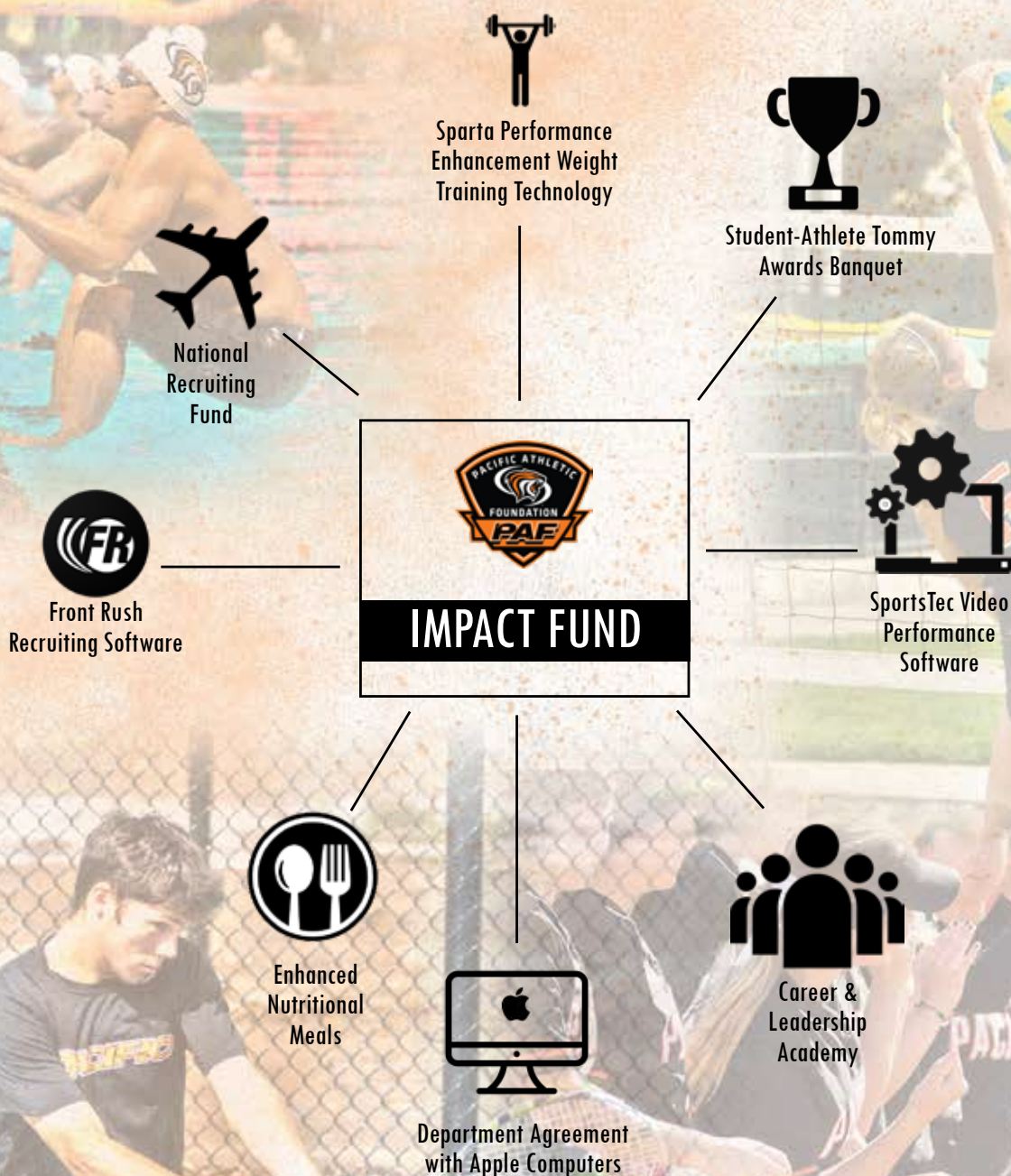
2018 IMPACT FUND REPORT

WHAT IS THE PAF IMPACT FUND?

The PAF Impact Fund is a donation reinvestment fund that is separated into three categories (PAF Donations, Orange & Black Ball income, and PAF Premium Ticket Packages) and used to support Pacific student-athletes. Each division of the Impact Fund helps to elevate the competitiveness of Pacific Athletics in their respective sport.

HOW WILL MY DONATION BE USED THIS YEAR?







































































The PAF believes in investing in our student-athletes while being transparent with our donors on where the money raised is allocated each year. Last year, the PAF successfully raised \$409,883 towards the Impact Fund, which is used to enhance the Pacific student-athlete experience.



PAF MEMBERSHIP BENEFITS

► All members who make a contribution or gift to the Impact Fund are eligible to receive the benefits listed below based on their level.

*Excludes Orange & Black Ball sponsorships and sport-specific giving.

	Tiger Rookie \$25	Bronze Tiger \$100	Silver Tiger \$250	Gold Tiger \$500	Platinum Tiger \$800	All Conference \$1,000	All American \$2,500	Athletic Director Circle \$5,000
Impact for Student-Athletes								
PAF Member Decal								
Inside the Lines Newsletter								
Invitations to PAF Events								
Recognition on PAF Website								
Recognition in Men's Basketball Game Day Program								
Game Day Merchandise Stand Discount								
Company included in online PAF Business Directory								
Game Day Parking Permit								
Impact Dinner Invite								
Two (2) Men's Basketball PAF Pre-Game Hospitality Passes								
PAF Pullover								
Dinner with Athletic Director								

BREAKDOWN OF MEMBERSHIP BENEFITS:

Every contribution made to the Impact Fund enhances the experience of Pacific student-athletes and helps to provide the resources necessary to compete at the highest level.

PAF MEMBER DECAL:

4" x 4" sticker printed in three colors (white, orange, black).

INSIDE THE LINES NEWSLETTER:

Sent via e-mail that provides updates on PAF news and upcoming events.

INVITATIONS TO PAF EVENTS:

Members at this level will receive various invitations and discounts to away games, PAF Impact Dinner, Orange & Black Ball, booster club events, etc.

RECOGNITION ON PAF WEBSITE/GAME DAY PROGRAM:

PAF Donors will be recognized for their generous support on PacificTigers.com, JoinPAF.org and in the Game Day Program for Men's Basketball.

GAME DAY MERCHANDISE DISCOUNT

PAF members receive 15% discount at all game day merchandise stands.

BUSINESS DIRECTORY:

PAF members will have the option to be included into the PAF Business Directory and recognized as a preferred partner of the PAF.

ONE PARKING PERMIT:

Preferred parking for Men's Basketball games in the designated PAF parking lot.

IMPACT DINNER INVITE:

Invitation to exclusive PAF Impact Dinner in April. Admission is free and RSVP's are accepted on first come, first served basis.

2 MEN'S BASKETBALL PAF PRE-GAME HOSPITALITY PASSES:

Donors at this level will be eligible to receive 2 passes to all PAF Pre-Game Hospitalitys prior to Men's Basketball games.

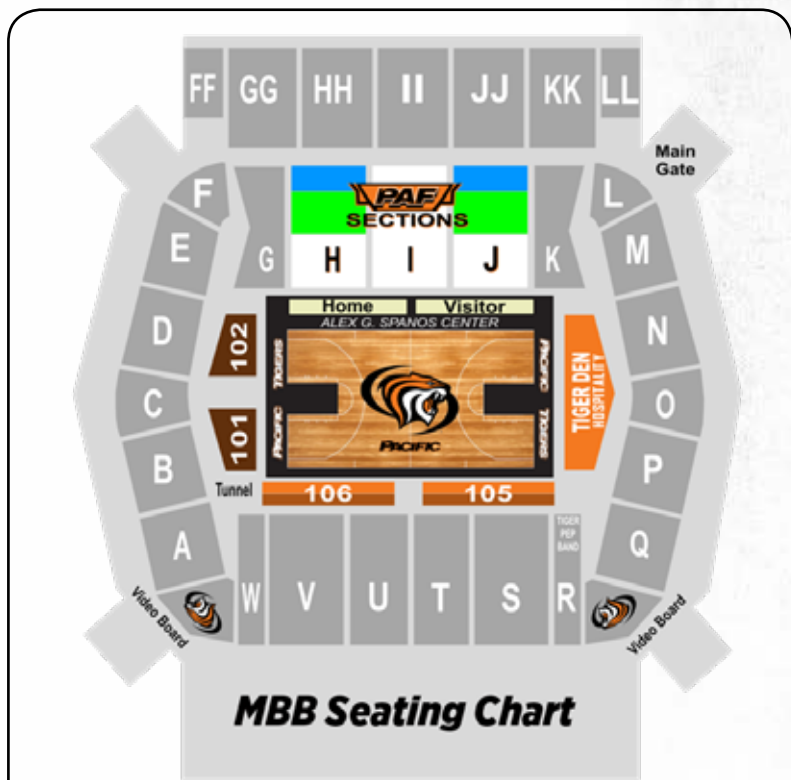
PAF PULLOVER

One PAF Nike Pullover.

DINNER WITH ATHLETIC DIRECTOR:

Enjoy dinner with Pacific's Director of Athletics.

PREMIUM SEASON TICKET PACKAGES



ALEX G. SPANOS CENTER MEN'S BASKETBALL SEATING CHART



COURTSIDE CLUB SEATING

- Row 1
- Row 2
- Baseline

PREMIUM SIDELINE MEMBER

- PAF Center
- PAF Middle
- PAF Back

A. COURTSIDE CLUB PACKAGES

SECTIONS: 101, 102, 105, AND 106

LOCATION	PRICE
Floor Section 105-106 (Row 1)	\$1,000
Floor Section 105-106 (Row 2)	\$900
Floor Section 101-102 (End Zone)	\$750

- All PAF Courtside Club Packages include in-game hospitality services, including snacks, beverages, and half-time meal
- All PAF Courtside Club Packages include access to all men's basketball PAF Pre-Game Hospitality events
- All PAF Courtside Club Packages include one (1) Game Day Parking Permit
- All PAF Courtside Club Packages include opportunity to purchase Tiger Den access

B. PREMIUM SIDELINE PACKAGES

SECTIONS: H, I, AND J

LOCATION	PRICE
PAF Section I (PAF Center)	\$625
PAF Sections H and J Rows A-F (PAF Center)	\$625
PAF Sections H and J Rows G-M (PAF Center Middle)	\$525
PAF Sections H and J Rows N-Q (PAF Center Back)	\$325

- All PAF Premium Sideline Packages include access to all men's basketball PAF Pre-Game hospitality events
- All PAF Premium Sideline Packages include one (1) Game Day Parking Permit

C. THE TIGER DEN

- The Tiger Den is located in the end zone nearest the visitors' bench and is available exclusively to PAF Courtside Club and Damon's Circle members. It includes unlimited draught beer and wine, which can only be consumed in the Tiger Den area. The Tiger Den will be open for a minimum of 10 games throughout the season and will cost \$20/game or \$150 for the season per person.

D. PRE-GAME HOSPITALITY EVENTS

- PAF Pre-game hospitality events last an hour and a half and include food, a hosted bar, chalk-talk with men's basketball coaching staff, and opportunity to socialize with PAF members.
- All gifts to the PAF support Pacific's student-athletes. 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.



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. A gift of \$2,000,000 will endow a head coaching position, the highest honor that can be bestowed by an athletics department. If you are interested in establishing an endowment, please contact Executive Associate Athletic Director for Development, Tim Dickson.

CAPITAL PROJECTS*

Here at University of the Pacific, we make 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*

Anyone can, and is encouraged to, support one of our 17 sport programs directly! By giving to a specific sport, 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.

*Not eligible to receive PAF benefits

SPORTS/PROGRAMS BENEFITING FROM SPORT-SPECIFIC GIVING:

MEN'S

Baseball* Swimming
Basketball* Tennis*
Golf* Water Polo*
Soccer*

WOMEN'S

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

OTHER

Athletic Training
Pacific Pep Band
Strength and Conditioning
Tiger Dancers

*These sports have designated booster clubs that are eligible to receive benefits. If you are interested in receiving benefits for your sport-specific donation, please contact Aaron Morales at 209-946-2591. For more specific information regarding tax deductible and non-tax deductible donations, please contact your tax advisor.

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

Young alums can join as low as \$2 per month at the Tiger Rookie level! View the benefits chart, sign-up for the level that best fits, and then take advantage of our payment plans.

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.

PAF SPECIAL EVENTS

IMPACT DINNER

The Impact Dinner will be held at Stockton Golf & Country Club on Wednesday, April 17th 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 \$750 level and up and will be available on a first come, first served basis.

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 20th annual Orange & Black Ball, presented by Kaiser Permanente will be held on Saturday, August 24th. If you are interested in sponsorship opportunities, donating auction items, or volunteering, please contact Manager of Athletics Development, Bri Rodriguez. To stay up-to-date on all PAF Events, visit JoinPAF.org





FREQUENTLY ASKED QUESTIONS (FAQS)

► I HAVE NEVER DONATED TO THE PAF, BUT I AM VERY INTERESTED. WHAT DO I NEED TO DO TO RECEIVE BENEFITS FOR THE 2019-20 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 PAF Sections (H, I, or J) and floor level. The PAF Premium Ticket Package begins at \$325/seat to every men's home game. PAF Premium Ticket Packages on the floor begin at \$750/seat to every men's home game. PAF Premium Ticket Package members receive the first opportunity to guarantee the same seats or upgrade locations once they become a member.

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

All PAF Premium Ticket Packages include access to all PAF Pre-Game hospitality events based on number of season-tickets purchased. All PAF 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 and Damon's Circle members only. Members have the opportunity to purchase access on a game-by-game basis for \$20/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.

PAF FUND DRIVE

The PAF helps create a well-rounded collegiate experience created for each one of our coaches and student-athletes through the contributions provided by the Fund Drive. The Fund Drive is a 6-week fundraising effort to raise funds for student-athlete enhancements for all 17 NCAA Division 1 Intercollegiate athletics sport programs at Pacific under the leadership of the Pacific Athletic Foundation (PAF).

The PAF joins together with hundreds of generous donors and loyal volunteers who rise together in support of the Athletic Department's vision for its coaches and student-athletes. The efforts of our staff, volunteers, and donors during this time provides opportunities for our student-athletes, but also provides opportunities for everyone involved to become connected to the community while building for the future.

Thanks to all of our generous donors during our annual Fund Drive over the years, the PAF has been able to raise funding for academic scholarships, 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 through our past Fund Drive efforts. The involvement of our community support during this time is invaluable to the university in its efforts to connect with the community while continuing a tradition of excellence.

Are you interested in volunteering in the Fund Drive? Join today by contacting Director of Athletics Annual Giving, Aaron Morales.



MEET OUR TEAM



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AARON MORALES

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