



W&M ATHLETICS



Board of Visitors Executive Committee

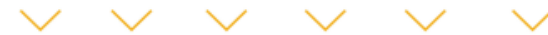
February 9, 2021





Topics for Discussion

- **Fundraising Update**
- **Closed Session**



Fundraising Update

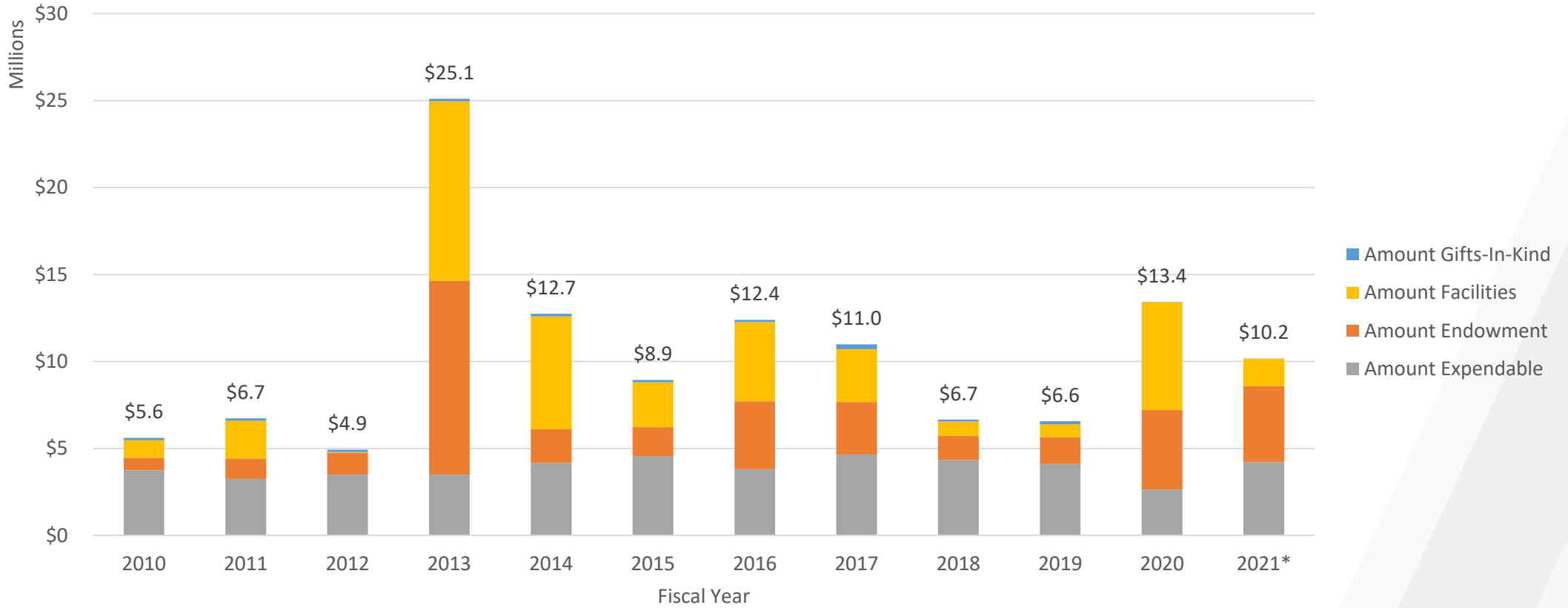
Key Points

- **Annual giving is the foundation of W&M Athletics' budget**
 - At least 15% of annual revenues
- **Rebuilding the Budget's Foundation:**
 - Fundraising targets for every team: annual, endowment, capital
 - Engaging alumni and friends – strengthening community
 - *Success in FY21 annual giving must be repeated each year, or we will immediately find ourselves in financial crisis again*



Cash Received by Fiscal Year

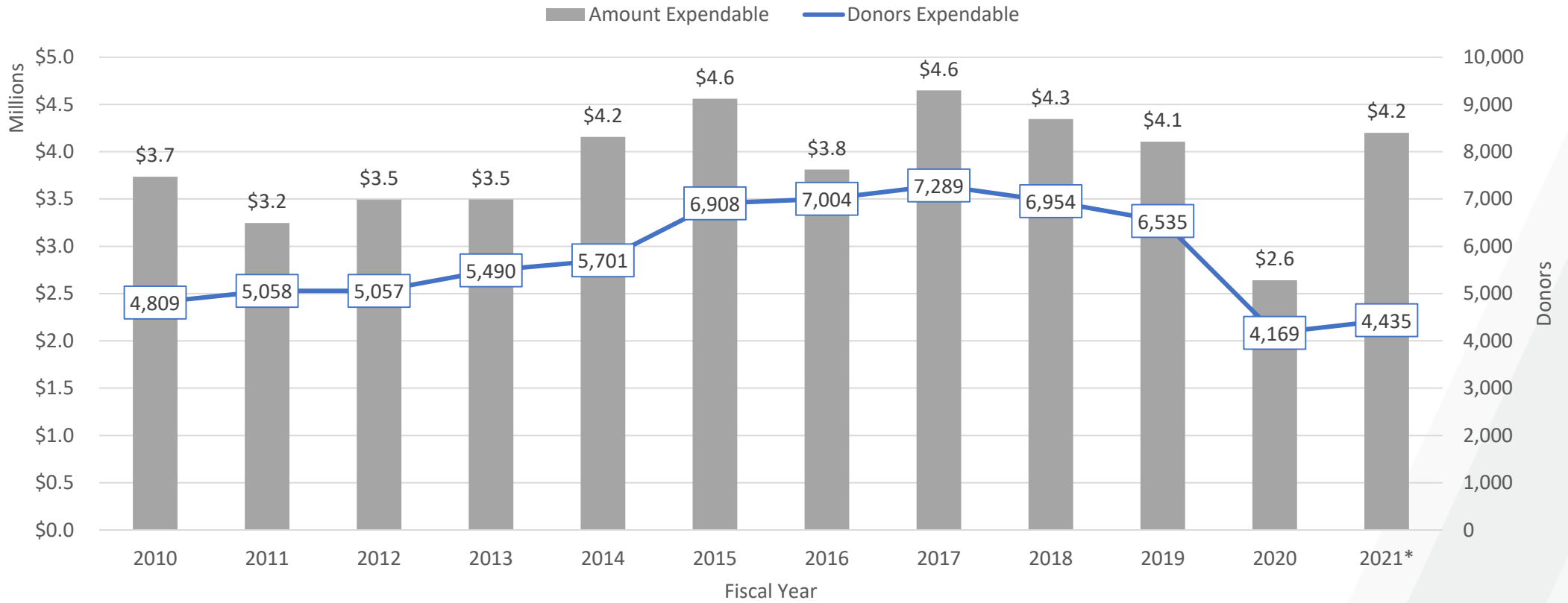
(*FY21 as of January 28, all others full FY totals)

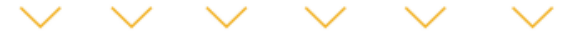




Expendable Cash and Donors by Fiscal Year

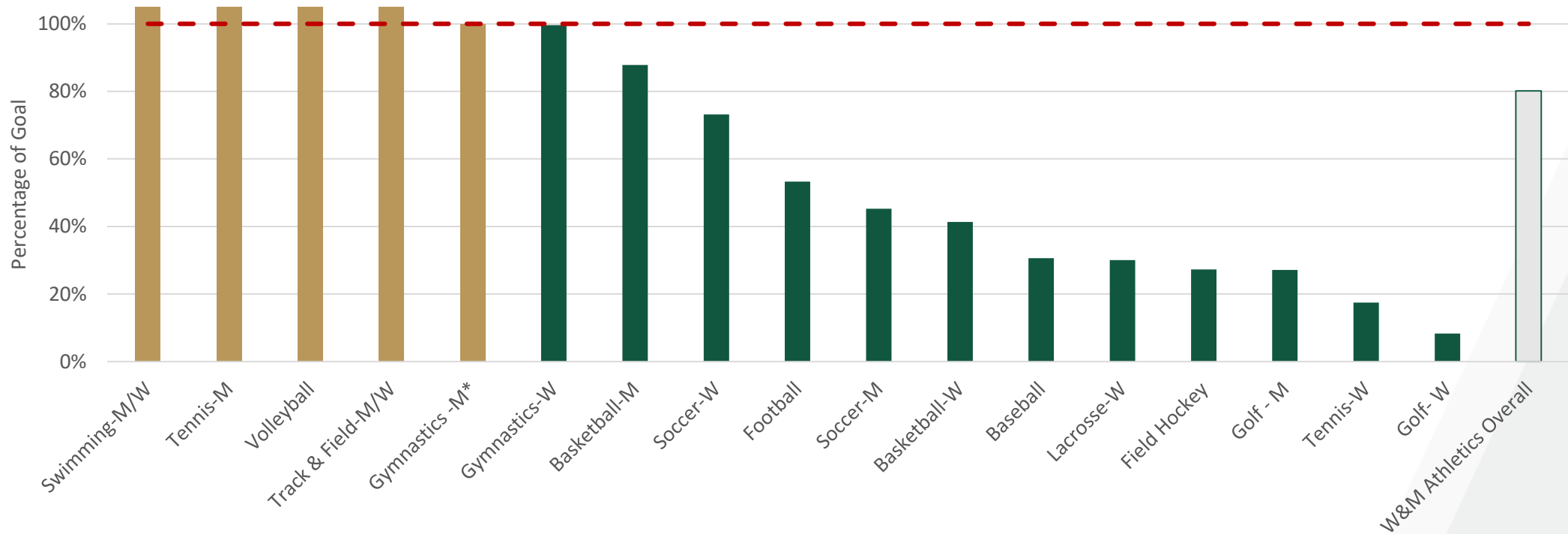
(*FY21 as of January 28, all others full FY totals)





Progress to FY21 Sport-Specific Annual Giving Goals as of Feb. 5

(Fiscal Year concludes June 30)



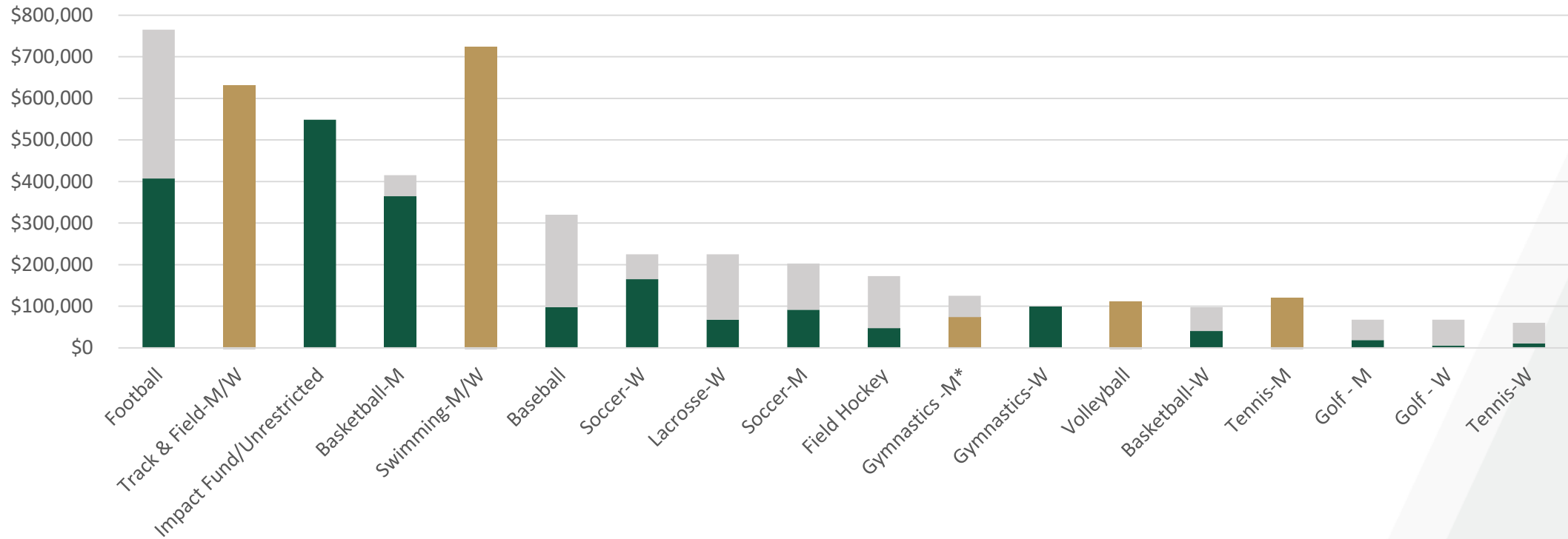
*Men's Gymnastics has existing expendable reserves in excess of its FY21 goal (\$125k). As of February 1, its alumni and friends have exceeded \$200k in FY21 toward combined endowment and annual giving goals.

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