

Lobo Club Fundraising Information and Operating Budget

Total Fundraising	
Year	Total
2016-17	\$14.8 million
2017-18	\$6 million
2018-19	\$7 million
Total	\$27.8 million

**estimated*

**estimated*

The Lobo Club raises funds through a variety of ways:

- Lobo Scholarship fund
- Gift-in-Kind
- Sport Enhancement Funds
- Major Private Giving
- Suites/Club Seat Sales
- Special Events

* Total fundraising on an annual basis is counted towards the University's Changing Worlds 2020 campaign. These amounts include cash gifts, pledges and documented bequest gifts.

** Two major naming rights gifts are reflected in the 2016-17 total.

Lobo Scholarship Fund Transfer	
Year	Total
2016-17	\$2.6 million
2017-18	\$2.2 million
2018-19	\$2.4 million
Total	\$7.2 million

**estimated*

**estimated*

The Lobo Scholarship Fund:

- The grant-in-aid transfer to Athletics on an annual basis.
- Donations are tied to seating (FB, MBB, WBB) philanthropic giving and special event revenue.
- Recent assessment shows 75% - 80% of giving is transactional tied to seating.
- A majority of the funds are received in the time period between May and October.
- The reduction in the 2017-18 total reflects the decrease in basketball season seat sales and negative publicity from the prior season.

Sport Enhancement Funds	
Year	Total
2016-17	\$828,236
2017-18	\$667,135
2018-19	\$725,000
Total	\$2,220,371

**as of 3.31.18*

**estimated*

Sport Enhancement Funds:

- Funds privately raised by the individual sport programs and the Lobo Club.
- The purpose of these funds are to offset expenses and to enhance the sport programs.
- The funds are held by the Lobo Club and expended by sport programs with prior approval from department personnel (compliance office, business office, sport administrator and Director of Athletics).

Pit Suite/Club Seat Revenue	
Year	Total
2016-17	\$929,378
2017-18	\$856,518
2018-19	\$700,000
Total	\$2,485,896

**as of 3.31.18*

**estimated*

Pit Suite and Club Seat Revenues:

- Funds generated by the sale of premium seating in Dreamstyle Arena.
- Funds are transferred to the Pit Renovation Fund.

Gift-in-Kind	
Year	Total
2016-17	\$1,854,163.00
2017-18	\$1,820,700.00
2018-19	\$1,840,000.00
Total	\$5,514,863.00

**estimated*

**estimated*

Gift-in-Kind:

- Community support given to UNM through the Lobo Club, such as goods and services intended to offset operating expenses.