FROM THE DESK OF DOUG GILLIN

Dear Mountaineer Fans,

What a great time to be a Mountaineer! On behalf of the Yosef Club and App State Athletics, thank you for making 2017 another fantastic year for our athletic programs. With your support, we can build upon our record Yosef Club year in 2017 by continuing to close the scholarship gap and provide our student-athletes and coaches with life-changing educational and athletic opportunities. Your impact is most evident through our student-athletes’ academic accomplishments over the past year, including:

- App State student-athletes complete 11th straight semester of having a cumulative GPA of 3.0 or higher
- Volleyball received American Volleyball Coaches Association (AVCA) Team Academic Award
- 12 Wrestling student-athletes were named to the SoCon’s Academic Honor Roll
- 297 student-athletes made the University’s Fall 2017 semester Academic Honor Roll

Outside of the classroom, our student-athletes continued to enjoy competitive success marked by:

- Football earned a third straight bowl victory and a second straight Sun Belt Championship
- Men’s Cross Country won the program’s first Sun Belt Championship
- Field Hockey made the program’s first-ever appearance in the MAAC Tournament
- Wrestling claimed a second straight regular season SoCon Championship

These highlights would have not been possible without the support of our Yosef Club members and fans, both long-time and new. As we look ahead in 2018, I encourage you to consider how you can make “A Mountaineer Impact” and help us accomplish our core departmental values of academic integrity, social responsibility, competitive excellence and a world-class experience for our student-athletes. Generous donations have already allowed us to:

- Install new video boards at Kidd Brewer Stadium and Holmes Convocation Center
- Upgrade the volleyball locker room
- Renovate the wrestling team room

For more information about A Mountaineer Impact and our initiative priorities, please reference page 3 of the Impact Guide.

Thank you again for your continued support of App State Athletics. We are excited for what’s ahead!

With Appalachian Pride,

Doug Gillin
DEFINING THE MOMENT

FALL 2016
- Women’s Cross Country captured first Sun Belt Championship
- Football finished the season with a 10-3 record resulting in the program’s first-ever Sun Belt Championship and back-to-back victories in the Raycom Media Camellia Bowl
- 261 App State student-athletes and student support staff named to the Academic Honor Roll
- App State Athletics partnered with Eric Church to launch the Mountain Ben Collection

SPRING 2017
- Wrestling claimed second straight regular season SoCon Championship
- Women’s Basketball head coach Angel Edelen received 2017 United States Basketball Writers Association (USBWA) Founders Most Courageous Award
- Women’s Basketball earned first-ever Sun Belt Tournament win
- Softball grabbed program’s first Sun belt series victory
- App State student-athletes completed 10th straight semester of having a cumulative GPA of 3.0 or higher
- App State Athletics achieved Sun Belt’s 2017 Institutional Graduation Rate Award
- 12 Wrestling student athletes named to the SoCon’s Academic Honor Roll
- Football’s 2017 Signing Class collectively averaged a 3.47 GPA in high school
- Director of Strength and Conditioning for Olympic Sports Lane Byn earned bronze medal at World Games 2017

FALL 2017
- Men’s Cross Country wins the program’s first Sun Belt Championship
- Football earned a third straight bowl victory and second straight Sun Belt Championship
- Football led the Sun Belt in home attendance for the second consecutive year
- New video boards installed for football, basketball, and volleyball
- Appalachian alumus Mark Rickis committed $10 million to support Mountaineer Athletics
- In a Mountaineer Impact’s second year, $23 million pledged toward goal of $36 million
- Endowment increased from approximately $55 million to approximately $28 million
- Kidd Brewer Stadium North End Zone project design phase received approval from the UNC System’s Board of Governors
- Field Hockey made the program’s first-ever appearance in the MAC Tournament
- Field Hockey received approval to move forward with field house facility behind substantial giving to programs
- Men’s Golf won the Patriot Intercollegiate – its first tournament victory since 2014
- App State student-athletes completed 11th straight semester with a cumulative GPA of 3.0 or higher
- Men’s and Women’s Soccer earned United Soccer Team Academic Awards
- Football’s 2018 Signing Class ranked #2 in the Sun Belt
- App State Athletics partnered with Hunger and Health Coalition and Western Youth Network

HOW TO MAKE A MOUNTAINEER IMPACT

ANNUAL GIVING
Currently, the Yosef Club raises nearly 35% of our $5 million-plus scholarship bill. Help us close the scholarship gap by joining the Yosef Club, giving $110/year, or upgrading your membership to the next level in 2018! Members enjoy benefits such as access to football season tickets and parking, hospitality room access, and exclusive gifts.

CAPITAL GIVING
A Mountaineer Impact is critical as it will provide necessary construction and enhancements for several App State athletic facilities. Consider making a capital gift to support projects such as:
- Kidd Brewer Stadium End Zone Facility
- Indoor Tennis Facility
- Relocated Track Complex
- Field Hockey facility

CIRCLE OF EXCELLENCE SOCIETY
Established in 2001, the Circle of Excellence Society (YCS) was created to recognize App State Athletics’ most prominent benefactors who provide annual philanthropic support at the highest levels. YCS funds are distributed to the Yosef Club scholarship budget and a competitive excellence fund. Since its inception, 34 individuals have contributed more than $50,000.

ENDOWMENTS & PLANNED GIVING
A lasting impact of generosity, named endowed funds can be established with a minimum $25,000 commitment. Funds are invested in perpetuity to annually provide funding at 5% of the principal balance. Planned gifts also offer donors a creative way to establish their legacy with App State Athletics through bequests, income producing annuities, and trusts.

SPORT-SPECIFIC GIVING
Support an individual need or priority for any of our 18 varsity sports by making a sport-specific gift. Gifts made to sport-specific funds do not qualify donors for Yosef Club membership or associated benefits.

Gifts of any amount to any of the areas above make an impact with App State Athletics. For your convenience, gifts can be paid online, in-person, or by phone via the following methods:

- CASH
- CHECK
- CREDIT CARD
- BANK DRAFT
- PAYROLL DEDUCTION

Yosef Club | Appalachian Athletics Center, PO Box 32025, Boone, NC 28608 | (828) 262-2108
WHY YOU GIVE

JOLIANA ELIAS
WOMEN’S GOLF / CLASS OF 2019 / MARKETING / JAMESTOWN, NC

"My scholarship has allowed me to continue to pursue the game of golf on a collegiate level, while providing me a valuable education. Without this scholarship, those two things wouldn’t have been possible."

BENNETT HOLLEY
MEN’S BASKETBALL / CLASS OF 2019 / MANAGEMENT / ROANOKE, VA

"My scholarship gives me the opportunity to receive a higher education. Without my scholarship, I do not think I would be where I am today; earning a degree from a prestigious university."

GRACE MORRISON
VOLLEYBALL / CLASS OF 2021 / PSYCHOLOGY / CHANDLER, AZ

"My scholarship means an opportunity that I wouldn’t otherwise have. Because of my scholarship, I can pursue academics and athletics at a high level, and I have access to experiences that will shape me for life. I’m so thankful to be a part of the Mountaineer family."

SIDNEY RUSSELL
SOFTBALL / CLASS OF 2020 / EXERCISE SCIENCE / LINCOLN, NE

"It’s a privilege and honor to have been recognized as a student athlete and receive a scholarship to further my education. I’m proud to wear the big "A" on my chest to represent Appalachian State University."

THE COST OF A SCHOLARSHIP

2016-17 IN-STATE SCHOLARSHIP OVERVIEW

<table>
<thead>
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<th>Description</th>
<th>Cost</th>
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<tbody>
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<tr>
<td>Miscellaneous</td>
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<tr>
<td><strong>Total In-State Scholarship Cost</strong></td>
<td><strong>$19,782</strong></td>
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2016-17 OUT-OF-STATE SCHOLARSHIP OVERVIEW

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<thead>
<tr>
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<td>Miscellaneous</td>
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<td><strong>$34,298</strong></td>
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JALIN MOORE
FOOTBALL / CLASS OF 2019 / MANAGEMENT / HUNTER MC
FREQUENTLY ASKED QUESTIONS

WHY SHOULD I BECOME A YOSEF CLUB MEMBER?
Your annual donation to the Yosef Club directly supports scholarships for our over 450 student-athletes.

HOW ARE TICKET AND PARKING LOCATIONS ALLOCATED?
Priority seating and parking locations are allocated based on your Yosef Club membership level.

WHY SHOULD I CONSIDER INCREASING MY DONATION IN 2018?
Currently, the Yosef Club raises nearly 57% of our $6,000,000-plus scholarship bill. By giving 11% or upgrading your membership to the next level in 2018, you can help close the scholarship gap and provide our student-athletes with the resources they need to continue our proud tradition of success.

IS MY ANNUAL DONATION TO THE YOSEF CLUB TAX DEDUCTIBLE?
As a result of the tax legislation approved by the United States Congress, the ability to deduct charitable contributions associated with the purchase of athletic tickets is no longer permissible as of January 1, 2018. Please consult with your tax advisor for professional advice.

ARE PAYMENT PLANS AVAILABLE?
Yes, payment plan options are available for season tickets and donations without interest or installment fees. Monthly payments can be set up through May for football season tickets and December for Yosef Club donations.

SINCE MY COMPANY OFFERS A MATCHING GIFT PROGRAM, CAN I APPLY THIS TO MY YOSEF CLUB MEMBERSHIP?
Yes, the Yosef Club accepts matching gifts toward your membership. Please contact your company’s benefits specialist for more information.

2018 IMPORTANT DATES

APRIL 30
FOOTBALL SEASON TICKET PackAGES & MEMBERSHIP PACK REFRESHMENT DEADLINE

AUGUST
FOOTBALL SEASON TICKET PACKAGES REFRESHED

JUNE 30
30% OF 2018 YOSEF CLUB MEMBERSHIP PACK REFRESHMENT DEADLINE

DECEMBER 31
LAST DAY TO PAY FULL PLEDGE FOR 2018 MEMBERSHIP YEAR

2018 LEVELS & BENEFITS

HELP FUND A SCHOLARSHIP

DECAL & NEWSLETTER

LICENSE TAG & MAGAZINE

FOOTBALL PARKING*

A.D. GIFT

HOSPITALITY ACCESS*

BASKETBALL PARKING*

EXCLUSIVE GIFT

MEAL WITH A COACH

CURSUS OF EXCELLENCE

The Yosef Club Circle of Excellence Society (YCS) serves as a leadership fundraising entity under the Appalachian State University Athletics Yosef Club. YCS funds are distributed to the Yosef Club Scholarship budget and a Competitive Excellence fund. For more information, please contact the Yosef Club at (828) 262-3106.

* Football and basketball parking limited to season ticket holders only. Please refer to page 9 for more information on gameplay parking.

* Yosef Club members at the Chancellor’s level and above are invited to enjoy complimentary refreshments before home football games at the Quinn Center and select home basketball games courtesy next to the entrance tunnel. Football hospitality is available beginning 2.5 hours prior to kickoff before closing 45 minutes prior to kickoff. Basketball hospitality is available beginning 1 hour prior to tip-off before closing at tip-off.

The Yosef Club and App State Athletics reserve the right to make necessary changes to the stewardship program.

* In order to retain seating and parking locations from the 2017 season, season ticket holders must renew their tickets and maintain or upgrade their Yosef Club membership level in 2018.

* Applies to new 2018 Yosef Club members only who do not have a payment plan set up with a valid credit card.
YOUNG ALUMNI PROGRAM

Graduation is not the end! Stay involved with App State Athletics and help support student-athlete scholarships with the Yosef Club’s Young Alumni program. Due to the financial obstacles many recent graduates face, the Yosef Club offers exclusive discounts for your first five years out of school.

Call us at (828) 262-3108 or visit appstatesports.com/youngalumni to sign up for one of the following Young Alumni program packages today! If you would like to purchase an additional general admission season ticket, simply add $10 to the listed amount below (limit of 2 per account).

ALWAYS A MOUNTAINEER

- $40 24-Hour Club Gift

SEASON TICKET

- $140 5 x 10" print of Kidd Brewer Stadium signed by Coach Satterfield

SEASON TICKET & PARKING

- $225 5 x 10" print of Kidd Brewer Stadium signed by Coach Satterfield

SEASON PARKING PASSES

- $300 Season Parking Passes

HAVE SEASON TICKETS AS A YOUNG ALUMNI MEMBER BUT INTERESTED IN PARKING IN GREENWOOD, PEACOCK, MUSIC, DUNCAN, JUSTICE, OR STADIUM? VISIT THE FOOTBALL PARKING INFORMATION PAGE (PAGE 9) FOR MORE INFORMATION, INCLUDING MINIMUM DONATION THRESHOLDS. YOUNG ALUMNI MEMBERS MUST MAKE CONTRIBUTION AT LISTED MINIMUM DONATION THRESHOLD FOR ACCESS TO GREENWOOD, PEACOCK, MUSIC, DUNCAN, AND STADIUM LOTS (IF AVAILABLE).

MEET THE YOSEF CLUB STAFF

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