I M P O R T A N T  D A T E S

August
Men's basketball online seat selection

September
Men's basketball mini series and neutral site tickets on sale

December 31st
Tax deadline

January-March
Football season ticket renewal

March 31st
Football season ticket renewal and Football priority point deadline

April-May
Football online seat selection

May-June
Men's basketball season ticket renewal

June 30
Men's basketball season ticket renewal and priority point deadline

June 30
Annual giving deadline

2018-2019 MEMBERSHIP GUIDE

VARSITY CLUB
In 1964, I received and accepted a scholarship to Indiana University to play football. That year I also met Linda, my wife of 47 years. Little did I know that it would be the start of a life time love affair with Indiana University and IU Athletics for both of us!

IU gave my teammates and me an opportunity of a life time. In my case, it truly opened the world for me. My accounting undergraduate degree and MBA from the prestigious Kelley School of Business prepared me to accept unique challenges. I successfully implemented corporate turnarounds as well as capitalized on entrepreneurial opportunities as Chief Financial Officer and Chief Information Officer for several international companies. I truly had great successes and experiences around the world!

Because of a scholarship provided by alumni like YOU, Varsity Club Donors, my wife and I have never stopped dreaming. I am eternally grateful and cannot thank you enough!

The Varsity Club raises funds for over five hundred female and male athletes. The scholarships are provided to 24 sports and cost about $18 million a year. We attract world class athletes because of your generosity and the coaches who work to recruit them. These contributions make IU athletes “One Great Team.”

This past year, I had the honor of becoming the President of the Varsity Club and was inducted into the Indiana University Athletics Hall of Fame. It has been a great year for me. For a young man growing up in South Bend, playing in the Rose Bowl was only a dream but became a reality. IU has 500+ athletes with big dreams. Contributions from our loyal Varsity Club members help our athletes succeed as well as strengthen IU’s “24 Sports One Team” motto.

GO IU!!

KEN KACZMAREK
Varsity Club President
Indiana Football Hall of Fame | 2003
Football | 1965-1967
All-American
All-Big Ten

FELLOW HOOSIERS:

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GO IU!!
• Men’s Swimming and Diving won a second straight Big Ten title, marking its first back-to-back Big Ten titles in 33 years, and the team was honored with Big Ten Swimmer of the Year (Ian Finnerty), Big Ten Swimmer of the Championships (Vini Lanza), and Big Ten Diver of the Championships (Michael Hixon). The team placed third at the NCAA Championships, its best finish in 43 years, and won four individual national championships: Ian Finnerty in 100 and 200 breaststroke; Michael Hixon in one meter diving, and the 400 medley relay team. Ray Looze and Drew Johansen were each named National and Big Ten Coaches of the Year.

• Women’s Swimming and Diving had its 10th consecutive top two finish in the Big Ten and placed eighth at the NCAA Championships, its second-best finish in history and the third consecutive year IU was the top Big Ten finisher at the NCAAs. Lilly King was named Big Ten Female Athlete of the Year for the second straight season, the first female to do so. She won NCAA titles in both the 100 and 200 breaststrokes for the third straight season (first Big Ten woman to ever do so).

• Women’s Basketball won its first-ever WNIT Championship in front of a record home crowd of 13,007, and finished the year with a school record 23 wins (tying the record set the year before), winning 20 or more games for a third straight season, another school record.

• The Indiana University named by Forbes Magazine as one of “25 Schools that Dominate Academically and Athletically”

• Set the school record for Academic All-Big Ten honorees at 256

• Set a school record by earning a Graduation Success Rate of 90.6%, marking the sixth consecutive year IU has improved its score and a dramatic improvement over the 74.4% GSR score in 2011.

• Men’s Soccer earned the program’s 19th trip to the College Cup and 15th National Championship appearance (both NCAA records), finishing as the National Runner-Up.

• Baseball earned its fifth NCAA tournament invitation in the last six years, a school record; no other Big Ten school has been to the NCAAs more than three times during that same time span.

• In Coach Shonda Stanton’s first year, Softball had its most conference wins in 24 years.

• Rowing qualified for a school record fifth straight NCAA Finals, finishing 13th in the nation – the program’s fifth straight top 15 national finish.

• Women’s Golf’s Erin Harper became the first individual to qualify for the NCAAs in 29 years.

• All-American Katherine Receveur won four individual Big Ten Championships (Cross Country – first IU champion in 27 years, Indoor 3,000 and 5,000 meter runs and Outdoor 5,000 meters) and was named Big Ten Cross Country Athlete of the Year and Big Ten Indoor Freshman Athlete of the Championships.

• For only the second time ever, IU signed both the state’s Mr. Football and Mr. Basketball in the same year.

• 42 total individual conference champions (up from 27 last year).

• 65 students named Big Ten Distinguished Scholars, the second most in school history.

• 3.15 average student GPA.

• Lilly King (Women’s Swimming), Ian Finnerty (Men’s Swimming) and Grant Lillard (Men’s Soccer) were named IU Athletes of the Year.

• Michael Hixon (Men’s Diving) and Amanda Cahill (Women’s Basketball) were named the Spirit of Indiana Director’s Award winners.
$18.4 MILLION IS NEEDED THIS YEAR TO SUPPORT 500+ STUDENTS IN 24 SPORTS

Does NOT include the following, even though these expenditures also benefit student-athletes: Team Travel; Medical Support Related to Athletics (Training Room, Rehabilitation Services); Coaches Salaries; Athletic Department Administration; Facility Construction, Financing and Maintenance; Equipment. Based on annual estimated 5% cost increases.

FULFILLING THE BILL

IU ATHLETICS RECEIVES $0.00 TAXPAYER DOLLARS FROM SPECIAL SUBSIDIES AND STUDENT FEES

HOOSIER SUPPORT MAKES A DIFFERENCE

As a member of the Varsity Club, you make it possible for us to financially support hard-working students, enabling them to succeed in school and sport. 100% of your donation is given back to Indiana University to pay the scholarship bill. You are investing in the lives of students, and it will impact them forever.
WAYS TO GIVE

ANNUAL GIVING FUND
By donating to the Varsity Club annual giving fund, it enables you to share in the camaraderie and joy. Your gift helps support scholarships in all 24 varsity sports. In addition, your generosity earns you benefits, including points for priority seating at football and men’s basketball games.

IU GLAUBINGER ATHLETIC ENDOWMENT FUND
A great way for you to participate in perpetuity is through our endowment fund. Get the satisfaction of helping not only now, but as long as IU Athletics exists. Endowments help us remain stable during economic downturns, and they allow us to invest in new scholarship opportunities.

CAPITAL GIFTS
For the next two years, we will be focused on capital fundraising as part of a University-wide campaign. Student-athlete well-being will be at the forefront as we set out to raise critical funds for scholarships and capital projects.

WHERE TO GIVE

IU VARSITY CLUB
1001 E. 17th Street
Bloomington, IN 47408
P: (812) 855-0866
E: varsity@indiana.edu

IU FOUNDATION
SHOWALTER HOUSE
1500 N. SR 46 Bypass
Bloomington, IN 47408
P: (812) 855-8311
E: iuf@indiana.edu

IU TICKET OFFICE
SIMON SKJODT ASSEMBLY HALL
1001 E. 17th Street
Bloomington, IN 47408
P: (812) 855-4006
E: iuticket@indiana.edu

ONLINE: Visit IUHoosiers.com and click “Give Now” on the Varsity Club page.

METHODS OF GIVING

> Cash
> Check
> Credit Card
> Electronic Bank Transfer
> Online Gift
> Monthly Recurring Gift or Payroll Deduction

Stock Transfers
Did you know you can also transfer stocks for your Varsity Club gift? Stock transfers are a great way for donors to take advantage of tax benefits. Please contact the IU Foundation to make a stock transfer to support student-athlete scholarships.

Matching Gifts
More than 1,000 companies match gifts to Indiana University. Please check with your employer, or visit the IU Foundation’s matching gift site to find out if you qualify.

Planned Gifts
Planned gifts offer you opportunities for income, estate and gift tax benefits while also supporting the future of IU Athletics. Gifts can take the form of trusts, bequests, stocks and securities, real estate and life insurance.

Tax Information
In accordance with Internal Revenue Service guidelines, a portion of your gift may be tax deductible. Your tax deduction may be reduced by the value of donor benefits received.

All gifts not associated with premium seats will receive a receipt from the IU Foundation. Please consult your tax advisor to determine the tax implications of your donation.

State of Indiana Tax Credit
Indiana taxpayers may take a tax credit of 50% of their gift to IU. For a joint return, the maximum credit is $200, based on a gift of $400 or more. For a single return, the maximum credit is $100, based on a gift of $200 or more.

After you make your gift to IU, you will be required to fill out one form: the Indiana CC-40. Attach this form to your Indiana income tax return for the tax year in which you made the gift.
EARN YOUR STRIPES

Earning Your Stripes is a pretty big deal around here.

For student-athletes, it is their first competition with Indiana across their chest.

For Varsity Club donors, it is going above and beyond to impact the scholarship bill.

For all Hoosiers, it is something to be proud of.

When you Earn Your Stripes in one of the three ways listed on page 10, a few things happen:

• You will earn even more priority points for season ticket and parking locations.
• You will receive a special gift from the IU Varsity Club.
• You will be entered to win a Tom Allen autographed football or Archie Miller autographed basketball (four total winners).
• You will be entered to win either an IU baseball, football or a men’s basketball VIP experience (six total winners).

GIVE 110%

Cream and Crimson stripes have become all the rage recently. But no matter what’s currently trendy among Hoosiers, giving a little bit more is always popular.

The “Give 110%” Campaign is designed to reward you for going above and beyond your annual giving level by just ten percent more.

STEP UP

We would not ask you to take the challenge and step up if we didn’t believe in this cause. To financially invest in something, we know it takes passion and belief that your gift makes a difference.

We designed the “Step Up” Campaign as a program to reward you for increasing your investment in our students. They work hard every year to guarantee a positive return on your investment. Our highlights from page 3 prove that. In addition to the rewards listed to the left, you will receive the next level of Member Benefits that you can find on page 11.

REFER A FRIEND

Raising money for student scholarships is a huge part of what we do. However, growing our Hoosier family is just as important. This is where you come in! The Ambassador Referral Program is all about rewarding you for what you do naturally; spread your enthusiasm for all things IU to your friends and acquaintances. It’s as simple as giving them our phone number or website!

In addition to the rewards listed to the left, you will receive three non-accumulative priority points for every $100 in gifts from every new Varsity Club donor you refer.
2018-2019 MEMBER BENEFITS

Help Fund Student-Athlete Scholarships

Tax Deductible Gift (consult your tax advisor)

Earn Priority Points

GoIU! E-Newsletter

Invitations to Special Athletic Events

Access to Exclusive Adidas Discounts

Opportunity to Purchase Football Reserved Area Parking Permit¹

Access to the Tobias Nutrition Center during Football Games

Complimentary Copy of Football Records Book²

Football Reserved Space Parking³

Complimentary Copy of Men’s Basketball Don Fischer Magazine²

Private Athletics Event Invitations (Cook Hall Rallies, Baseball Suites, Football Preview)

Champions Event

Opportunity to Purchase Men’s Basketball Henke Spirit of ’76 Club Seating⁴

Tobias Champions Locker Room Hospitality during Men’s Basketball Games

EFFECTIVE: 7/1/18-6/30/19

Varsity Club benefits and donor levels are reviewed annually and are subject to change. Annual contributions in excess of the scholarship bill may be used to support current needs of the athletic program, at the discretion of the athletic director in consultation with the Varsity Club National Board of Directors. Tax deduction information: In accordance with Internal Revenue Service guidelines, a portion of your gift may be tax-deductible. Your tax deduction may be reduced by the value of benefits received. You will receive a gift receipt from the IU Foundation for your charitable contribution. Values of benefits are listed annually at varsityclub.indiana.edu. Please consult your tax advisor to determine the tax implications of your donation.

¹ Season ticket holders may purchase one reserved area parking permit. Lot location cannot be guaranteed.
² Contingent upon NCAA guidelines governing the printing and distribution of records books, guides and magazines. Contact us for more information.
³ Season ticket holders only.
⁴ Opportunity to purchase premium seating in Simon Skjodt Assembly Hall is subject to limited availability. Please contact your tax advisor for more information.
The Indiana University Priority Points Policy was designed to ensure equitable consideration for the loyalty and financial support of IU fans attending athletic events.

### ACCUMULATIVE POINTS
Accumulative points accrue over time based on your support in the following areas:

<table>
<thead>
<tr>
<th>Membership Category</th>
<th>Points</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>VARSITY CLUB</strong></td>
<td>10</td>
<td>For every continuous year as a donor to the Varsity Club annual giving fund. Points are granted each July 1 based on contributions made prior year (July 1-June 30). Points are only honored with current Varsity Club membership ($100 minimum per year).</td>
</tr>
<tr>
<td><strong>SEASON TICKETS: FOOTBALL</strong></td>
<td>10</td>
<td>For every continuous year as a season ticket holder in football. Points are granted when you purchase season tickets. Season ticket holders must purchase season tickets every year to maintain accumulative points. Men’s basketball records begin with the opening of Simon Skjodt Assembly Hall (1971). Football records begin with the opening of Memorial Stadium (1960).</td>
</tr>
<tr>
<td><strong>SEASON TICKETS: MEN’S BASKETBALL</strong></td>
<td>10</td>
<td>For every continuous year as a season ticket holder in men’s basketball. Points are granted when you purchase season tickets. Maximum points: 10 per year. Only one season ticket in one sport is required. Additional points are not awarded for holding season tickets in multiple other sports (e.g. men’s soccer and baseball). Women’s basketball records begin with the 2003-04 season. Baseball, men’s soccer and volleyball records begin with the 2012-13 season.</td>
</tr>
<tr>
<td><strong>SEASON TICKETS: OTHER SPORTS</strong></td>
<td>10</td>
<td>For every continuous year as a season ticket holder in at least one of the following sports: women’s basketball, baseball, men’s soccer and/or volleyball. Points are granted when you purchase season tickets. Maximum points: 10 per year. Only one season ticket in one sport is required. Additional points are not awarded for holding season tickets in multiple other sports (e.g. men’s soccer and baseball). Women’s basketball records begin with the 2003-04 season. Baseball, men’s soccer and volleyball records begin with the 2012-13 season.</td>
</tr>
<tr>
<td><strong>LIFETIME CONTRIBUTIONS TO IU ATHLETICS</strong></td>
<td>1</td>
<td>For every $100 donated to IU Athletics. Points are calculated two times per year following the football and men’s basketball ticket renewal deadlines. Points are only honored with current Varsity Club membership.</td>
</tr>
<tr>
<td><strong>MEMBERSHIP: IU FOUNDATION WELL HOUSE SOCIETY</strong></td>
<td>1</td>
<td>For every $100 contribution to the IU Foundation Well House Society Fund (maximum $3000) not to exceed the amount designated as the annual contribution to the Varsity Club. Points are granted each July 1 based on contributions made in prior year (July 1-June 30). Points are only honored with current Well House Society membership. Well House records begin in 1985. Contact the IU Varsity Club or Well House Society for specific questions or more information on priority points for Well House Society members.</td>
</tr>
</tbody>
</table>

### NON-ACCUMULATIVE POINTS
Non-accumulative points are awarded on an annual basis but expire at the end of the fiscal year.

#### VARSITY CLUB ANNUAL GIVING FUND
<table>
<thead>
<tr>
<th>Contribution Level</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Champion: $25,000+</td>
<td>2,500</td>
</tr>
<tr>
<td>Scholar: $12,000–$24,999</td>
<td>1,200</td>
</tr>
<tr>
<td>Athlete: $6,000–$11,999</td>
<td>600</td>
</tr>
<tr>
<td>Hundred: $3,500–$5,999</td>
<td>300</td>
</tr>
<tr>
<td>Big Red: $1,500–3,499</td>
<td>120</td>
</tr>
<tr>
<td>Cream &amp; Crimson: $800–$1,499</td>
<td>60</td>
</tr>
<tr>
<td>Loyalty: $300–$799</td>
<td>20</td>
</tr>
<tr>
<td>Fan: $100–$299</td>
<td>5</td>
</tr>
</tbody>
</table>

Points are granted each July 1 based on contributions made in prior year (July 1-June 30). Points are only honored with current Varsity Club membership.

#### VARSITY CLUB AMBASSADOR REFERRAL PROGRAM
<table>
<thead>
<tr>
<th>Referral Bonus</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For every $100 in contributions to athletic funds (annual giving fund, athletic endowment, Stadium Club, capital projects and team funds)</td>
<td>1</td>
</tr>
</tbody>
</table>

Points are granted each July 1 based on contributions made by new donors in prior year (July 1-June 30). See the Varsity Club website for more information on referral program. Points are only honored with current Varsity Club membership.

#### SEASON TICKETS: FOOTBALL BONUS
<table>
<thead>
<tr>
<th>Season Tickets Bonus</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For season ticket holders with two or more non-discounted tickets</td>
<td>125</td>
</tr>
</tbody>
</table>

Points are granted for the current or upcoming football season.

#### SEASON TICKETS: FOOTBALL QUANTITY BONUS
<table>
<thead>
<tr>
<th>Quantity Bonus</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For each season ticket</td>
<td>5</td>
</tr>
</tbody>
</table>

Points are granted at the end of each football season.

#### MEMBERSHIP: IU FOUNDATION WELL HOUSE SOCIETY
<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For annual membership</td>
<td>10</td>
</tr>
</tbody>
</table>

Points are granted each July 1 based on membership the prior year (July 1-June 30). See previous page for information on the Well House Society.

#### MEMBERSHIP: IU ALUMNI ASSOCIATION
<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For lifetime membership</td>
<td>10</td>
</tr>
<tr>
<td>For annual membership</td>
<td>5</td>
</tr>
</tbody>
</table>

Points are granted each July 1 based on membership in prior year (July 1-June 30). You must be a letter-winning former student-athlete to join the I Association.

#### CONTRIBUTIONS TO IU
<table>
<thead>
<tr>
<th>Gift to Other Area</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>For a minimum $100 contribution received by the IU Foundation</td>
<td>5</td>
</tr>
</tbody>
</table>

Points are granted each July 1 based on contributions made in prior year (July 1-June 30). Excludes gifts to IU Athletics and the Well House Society.

Note that point accumulation totals are tallied twice a year based on two renewal deadlines. Football: March 31 | Men’s Basketball: June 30

Example: $100 to Kelley School = 6 points
* Seats allocated according to the IU Priority Point Policy.
** Opportunity to purchase is subject to availability. Please contact the Varsity Club for details.
The NCAA holds Indiana University accountable for actions of fans and friends.

You may not be involved in recruiting prospective student athletes (anyone 9-12th grade, or 7-12th grade for men’s basketball) on behalf of Indiana University, including contacting prospective student-athletes on social media, via phone or text, or in-person.

You may not use the name, image, or likeness of a student-athlete for commercial purposes, including selling memorabilia signed by or featuring a current student-athlete.

You may not be involved in arranging for a prospective student-athlete, current student-athlete, or his/her friends or family to receive money, financial assistance of any kind, or any other benefits not specifically permitted by the NCAA.

You may not provide transportation to a prospective student-athlete, current student-athlete, or his/her friends or family.

You may not provide entertainment to prospective student-athletes, current student-athletes, or their friends or family.

You may send web content, news stories, and info about prospective student-athletes to IU coaches.

You may employ a student-athlete provided the student-athlete is being compensated for work actually performed and at a rate commensurate for the locale and his/her experience.

Violations of NCAA rules may render prospective and current student-athletes ineligible for competition.

Ask Before You Act!

Should you have questions regarding specific scenarios, please do not hesitate to contact the IU Athletics Compliance Office with questions, concerns or for additional guidance: iucomply@indiana.edu
IMPORTANT DATES

August
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VARSITY CLUB