University of Wyoming

Board of Trustee’s Meeting

July 13, 2020

Cowboy Joe Club (CJC) Report

1. Staffing

* Development officer position (on hold due to UW hiring freeze)

1. CJC revenue figures as of July 13, 2020

Very encouraging report after the dismal first half of this quarter. CJC development staff made a concerted effort to call and solicit all donors who had not renewed this year as well as in 2019. In addition, a direct mail piece was sent to all current members as well as non-renewals.

* **$3.154 Million in pledges and $2.75 Million in cash received (2020) – July 13**
* **$3.268 Million in pledges and $2.85 Million in cash received (2019) – July 13**

(FYI – Down $500K in pledges in late April….Closed the gap to $114K down from the same date -- July 13, 2019. Cash received is less than $100K down from the same date last year.)

*\*\* Revenue for the remainder of this year (and especially in 2021) will be contingent upon the upcoming football season as well as the lingering impact of Covid-19 and the downturn in the energy industry \*\**

1. Cowboy Joe Club Golf Series

* Mesquite tournament (Feb. 29th) – well attended with 75 participants
* Arizona – Cancelled
* Worland – Cancelled
* Cheyenne – Cancelled
* Jackson - Cancelled
* Evanston, June 20th (112 golfers – best numbers in years – total of 56 in 2019)
* Hulett, June 27th (Sold out – 88 golfers)
* Rock Springs, July 11th (Sold out again this year - 120 golfers)
* Sheridan, WY -- Moved to Friday, August 14th
* Ft. Collins, CO -- Moved to Monday, August 17th
* Casper, WY – Moved to Saturday, August 22nd

1. Cowboy Joe Club – 50th anniversary celebration **(TBD - Postponed to 2021)**
2. Cowboy Joe Club Auction – Friday, October 23rd at Little America in Cheyenne (AFA game on Oct. 24th). Decision will be made by August 1st to proceed or cancel event. In the event of a cancellation, an on-line auction may be conducted at that time, but will be significant reduction in revenue ($500K to approximately $100K)