

**University of Wyoming
Board of Trustee's Meeting
January 2021**

Cowboy Joe Club (CJC) Report

1. Staffing
 - Development officer position (on hold due to UW hiring freeze)

2. CJC revenue figures
 - December 31, 2020
 - **\$3.48 Million in pledges and \$3.34 Million in cash received (2020)**
 - o **Decrease of \$93,517 in cash received compared to 12-31-19 (4 % decrease)**
 - Nice improvement over the past several months. We were well over a 10% decrease in cash donations back in July & August.....nearly 20% decrease back in May

 - January 11, 2021
 - **\$766,283 in pledges & \$623,492 in cash received (2021)**
 - o **Increase of \$92K from the same time last year**

3. 2021 Cowboy Joe Club Donor Guide & membership renewals mailed out the first week in December

4. Cowboy Joe Club membership drives
 - Laramie County – January 11 - 29th (27 volunteers)
 - Albany County – February 1 – 19th (35+ volunteers)

5. Renewing Football Season tickets (including Wildcatter) starting March 1st
 - Significant number have credits from 2020 that will be applied to 2021