

<Date>

<Name>

<Address>

<City, State Zip>

Dear <Salutation>:

Academic All-American... To be honored with this prestigious award, a swimmer must qualify for the National Championships, while maintaining at least a 3.5 grade point average.

Fairmont State swimmer Matej Tomas was named an Academic All-American three straight seasons. Matej continues to witness changes and growth during his time at Fairmont State. He believes the swimming program is strong...and getting stronger every day.

When asked what he would tell someone who is considering donating to athletic scholarships at Fairmont State, Matej said, "Thank you. We haven't had a lot of money, and it really helps. **What makes us get up early in the morning and go to practice are the fans and families who support us.**"



Matej Tomas—Three-time Academic All-American

Please consider giving a gift today to help create and expand athletic scholarship opportunities at Fairmont State. Take a look at how easy it is to support a student-athlete—and become a member of the Fairmont State Athletic Association Annual Giving Program.

- \$1,000 (or \$83.33 per month) entitles you to membership in the **Hall of Fame Club** with full benefits.
- \$500 (or \$41.67 per month) makes you a **Letter Winner Club** member.
- And any gift of up to \$499 qualifies you for the **Fighting Falcon Club**.

Please review the Fairmont State Athletic Association Annual Giving Program in the enclosed materials. In them, we have described opportunities for your involvement with Falcon athletics. **We also provide benefits to thank you for your support.**

(Over, please)

Matej credits his swimming career with teaching him good study habits. "It is easier to deal with school during swimming season," said Matej. "I get up at 5:30, and I'm on the run all day long. But I'm able to finish projects others couldn't."

A senior business major, Matej was inducted into Delta Mu Delta, an international society dedicated to recognizing business administration students who distinguish themselves academically. He's also studying for his Graduate Management Admissions Test (GMAT).

Did you know that Fairmont State's student-athletes graduate at a rate nearly 20 percent higher than the total student body? Our participation in NCAA Division II provides growth opportunities for student-athletes through academic achievement, learning in high-level athletic competition, and development of positive societal attitudes in service to the community.

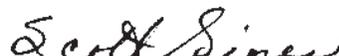
Did you also know that the State of West Virginia does not allocate state monies for the purpose of athletic scholarships? Matej receives a combination of academic and athletic scholarship funding to help make ends meet.

Matej (and over 300 student-athletes like him) participates in Fairmont State athletics to enhance his collegiate experience and leverage success in his professional career. **Please help all of our student-athletes continue to realize their dreams with a contribution of \$1,000, \$500, or an amount you feel is appropriate, today.**

Sincerely,



Charles Reese
President, Fairmont State Athletic Association



D. Scott Gines
Director of Athletics

P.S. Do you want to double your gift? Donors contributing at the **Hall of Fame Club level will receive a tuition waiver match** from Fairmont State University. A gift of \$1,000 this year will provide one full, in-state tuition waiver for a semester for a student-athlete. This is a special, limited opportunity for Hall of Fame Club members. **Double your gift today** with the Hall of Fame Club Tuition Waiver Matching Challenge.

P.P.S. If you'd like to read Matej Tomas' journal, WaterBlogged, and follow his team's progress this season, visit www.fightingfalcons.com and select Swimming in the Men's Sports pull-down menu.

NCAA Rules

NCAA rules state that anyone involved in actively promoting the athletic interests of an NCAA institution must follow NCAA guidelines. This specifically includes all alumni and friends of Fairmont State Athletics. As a representative, you are prohibited from contacting a prospective student-athlete in person, by letter or phone, and from contacting the prospect's family members. You are prohibited from providing transportation, entertainment, meals or anything of material value to student-athletes and their family members as well. These rules are strict and specific governing your actions. Any violation, regardless of your intentions, may jeopardize the prospect's eligibility and/or bring sanctions upon Fairmont State.

Gifts to the Athletic Association

The fund-raising activities of the Fairmont State Athletic Association are part of the Fairmont State Foundation, Inc. Gifts are tax deductible as provided by law. You may obtain a summary of the Foundation's registration and financial documents from the Secretary of State, State Capitol, Charleston, WV 25305. Registration does not imply endorsement. For additional information, please visit the Foundation office at the Erickson Alumni Center, 1300 Locust Avenue, Fairmont, WV 26554.

0300000

FAIRMONT STATE UNIVERSITY

1201 Locust Avenue

Fairmont, West Virginia 26554-2470

www.fairmontstate.edu



Address Service Requested



Did You Know?

At Fairmont State...

- **Student-athletes graduate at a rate nearly 20 percent higher** than the total student body.
- **Donors and sponsors of the Athletic Association provide approximately \$250,000** to supplement the Athletic Department's scholarship funding to all 15 varsity programs, at a total annual expenditure of nearly \$800,000.
- Although Fairmont State University is a public institution of higher learning, **the State of West Virginia does not allocate state monies for the purpose of athletic scholarships.**

In NCAA Division II...

- Division II provides **growth opportunities** for student-athletes through **academic achievement**, learning in high-level athletic **competition** and development of positive societal attitudes in service to the **community**.
- Division II has a regionalization philosophy that rewards the scheduling of local and regional opponents, resulting in **limited missed class time**.
- Most Division II **coaches** continue to **provide** other services for their institution and community, including **teaching and mentoring**.

NCAA Rules

NCAA rules state that anyone involved in actively promoting the athletic interests of an NCAA institution must follow NCAA guidelines. This specifically includes all alumni and friends of Fairmont State Athletics.

As a representative, you are prohibited from contacting a prospective student-athlete in person, by letter or phone, and from contacting the prospect's family members. You are prohibited from providing transportation, entertainment, meals or anything of material value to student-athletes and their family members as well. These rules are strict and specific governing your actions. Any violation, regardless of your intentions, may jeopardize the prospect's eligibility and/or bring sanctions upon Fairmont State.

Gifts to the Athletic Association

The fund-raising activities of the Fairmont State Athletic Association are part of the Fairmont State Foundation, Inc. Gifts are tax deductible as provided by law. You may obtain a summary of the Foundation's registration and financial documents from the Secretary of State, State Capitol, Charleston, WV 25305. Registration does not imply endorsement.

For additional information, please visit the Foundation office at the Erickson Alumni Center, 1300 Locust Avenue, Fairmont, WV 26554.

Fairmont State is an Equal Opportunity, Affirmative Action Institution.

Fairmont State Athletic Association
c/o Fairmont State Foundation, Inc.
1201 Locust Avenue
Fairmont, WV 26554
Tel: (304) 367-4220
www.fightingfalcons.com



Fairmont State Athletic Association Annual Giving Program

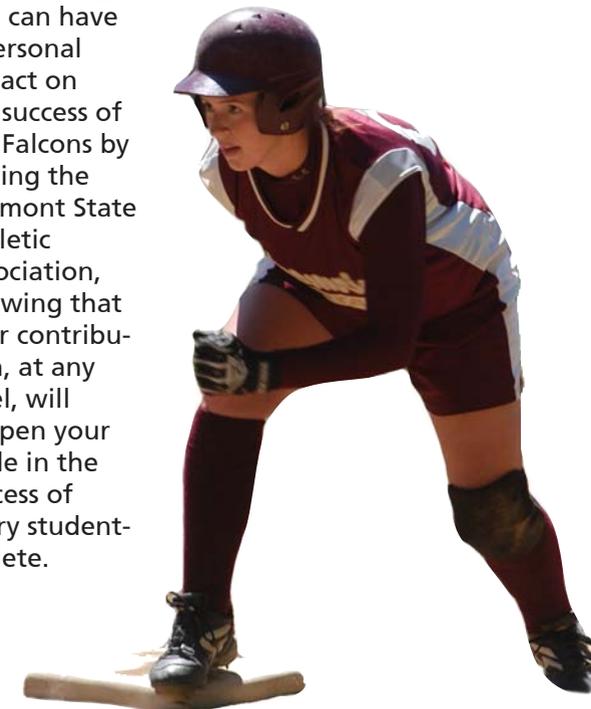
Fairmont State Athletic Association

Each year, young men and women are attracted to Fairmont State with dreams of receiving a higher education, competing in the West Virginia Intercollegiate Athletic Conference (WVIAC), and growing into professional leaders who will impact their communities. The dedicated members of the Fairmont State Athletic Association help make these dreams come true by creating the resources for Falcon student-athletes to successfully learn, compete and lead.

The Athletic Association's purpose is to raise annual funds to support student-athletes and the NCAA Division II athletic programs of Fairmont State to further enhance our strong graduation rates and bring pride to our state, alumni and fans. A secondary purpose is to host a variety of events that engage the Falcon community and complement the Association's fund-raising efforts.

Each contribution is a vital source of support for our 15 varsity teams—providing the operating budget and scholarship funding necessary to build, support and maintain a first class, Division II athletic program.

You can have a personal impact on the success of the Falcons by joining the Fairmont State Athletic Association, knowing that your contribution, at any level, will deepen your pride in the success of every student-athlete.



NCAA Division II

Since joining NCAA Division II in 1994-95, Fairmont State has captured 13 WVIAC championships and advanced five teams to NCAA post-season play. Since 2004-05, the Falcons have earned three conference championships (women's basketball, men's swimming and men's golf) and three NCAA regional appearances.

Tremendous challenges lie ahead as we improve our program. Members of the Fairmont State Athletic Association provide essential financial resources for scholarships and recruiting for over 300 student-athletes in 15 programs.

Falcon Athletic Scholarship Fund

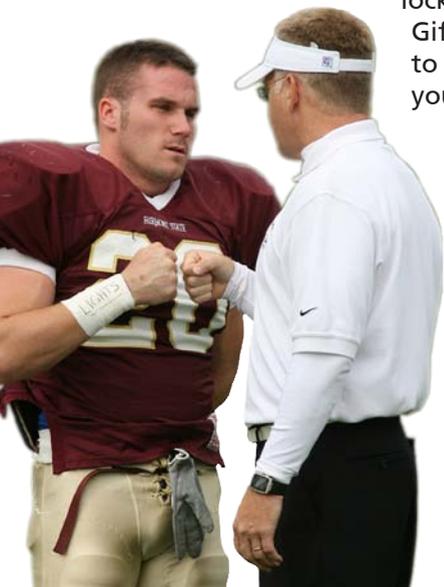
We need more people to join us as we build a successful Division II athletic program at Fairmont State. The Association offers a dynamic annual giving program with social and ticket benefits.

Our annual giving benefits package serves to thank you for your generous support, while providing opportunities for your involvement and participation with Falcon athletics. Please see the benefits chart to the right.

Membership Programs

"Friends of...." Clubs support the annual operational budget of a specific sport (e.g. team trips, locker room projects). Gifts are designated to the program(s) of your choice.

100/100 Clubs annual dues of \$100 or more are used to offset the costs of recruiting and can be designated to the program(s) of your choice.



Fairmont State Athletic Association Annual Giving Program Benefits Chart	Coaches Circle				Director of Athletics Society			Founders' Roundtable	
	Fighting Falcon Club	Letter Winner Club	Hall of Fame Club	Circle of Service	Circle of Character	Spirit Society	Champions Society	Leadership Society	Francis Harrison Pierpont Roundtable
	Up to \$499	\$500-\$999	\$1,000-\$4,999	\$5,000-\$9,999	\$10,000-\$49,999	\$50,000-\$99,999 cumulative	\$100,000-\$249,999 cumulative	\$250,000-\$999,999 cumulative	\$1,000,000+ cumulative
Membership card	X	X	X	X	X	X	X	X	X
Monthly e-mail press releases	X	X	X	X	X	X	X	X	X
Window decal	X	X	X	X	X	X	X	X	X
Two football season tickets		X	X	X	X	X	X	X	X
One VIP parking pass		X	X	X	X	X	X	X	X
One football and basketball media guide		X	X	X	X	X	X	X	X
Hall of Fame Club sweater vest signifying your level of contribution			X	X	X	X	X	X	X
Football and basketball home game half-time recognition			X	X	X	X	X	X	X
Tuition Waiver Matching Challenge			X						
Two tickets to the annual Scholarship Banquet				X	X	X	X	X	X
Named scholarship recognition to the program of your choice				X	X	X	X	X	X
Football and basketball media guide recognition				X	X	X	X	X	X
Football press box VIP pass					X	X	X	X	X
Two WVIAC basketball tournament tickets					X	X	X	X	X
Athletic Association donor wall recognition					X	X	X	X	X
Permanent named recognition in the Feaster Center/ Joe Retton Arena Lobby						X	X	X	X
Honorary naming of an athletic department office							X	X	X
Honorary naming of an athletic coaching position								X	X
Honorary naming of an athletic field, court, pool or track									X
		Plus Column Society Falcon Club benefits	Plus Column Society Maroon and White Club benefits	Plus Column Society College on the Hill Club benefits	Plus Column Society Presidents' Circle of Achievement benefits	Plus Column Society Presidents' Circle of Wisdom benefits	Plus Column Society Edgar N. Jaynes Society benefits	Plus Column Society Joseph Rosier Society benefits	Plus Column Society Founders' Roundtable benefits

- Season and special event tickets are a gesture of giving thanks to our loyal donors. Donors may choose to decline ticket benefits in order to receive the full tax deduction for their gifts.
- All gifts to the Fairmont State Athletic Association count toward Fairmont State giving for consideration of membership in The Column Society (levels beginning at \$500 and above).
- Payments for athletic events are not applied toward recognition in the Fairmont State Athletic Association Annual Giving Program.

Volunteer Opportunities

Volunteers are the foundation of our fund raising efforts. Without the phone calls, contacts and endless support of our volunteer network, the Athletic Association's effectiveness is significantly reduced. To find out more about becoming an Association volunteer, call (304) 367-4220.

Shop FightingFalcons.com

At the Fairmont State athletics web page (www.fightingfalcons.com), Falcon fans can shop for their fan and alumni apparel from the convenience of home. Thirty percent of each purchase directly supports Fairmont State athletic scholarships.



Fairmont State is an Equal Opportunity, Affirmative Action Institution.

WV 26554.

For additional information, please visit the Foundation office at the Erickson Alumni Center, 1300 Locust Avenue, Fairmont,

the Secretary of State, State Capitol, Charleston, WV 25305. Registration does not imply endorsement. The fund-raising activities of the Fairmont State Athletic Association are part of the Fairmont State Foundation, Inc. Gifts are tax deductible as provided by law. You may obtain a summary of the Foundation's registration and financial documents from

success of every student-athlete. Thank you!

You can have a personal impact on the success of the Falcons, knowing that your contribution, at any level, will deepen your pride in the

athletic programs of Fairmont State.

Association is to raise annual funds to support student-athletes and the NCAA Division II

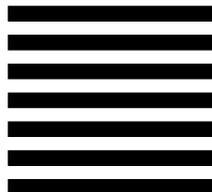
The purpose of the Fairmont State Athletic



Please check here if this is a new address.
030000 DM0107



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



BUSINESS REPLY MAIL
FIRST-CLASS MAIL PERMIT NO 1200 FAIRMONT WV

POSTAGE WILL BE PAID BY ADDRESSEE

DIRECTOR OF ATHLETICS
C/O FAIRMONT STATE FOUNDATION INC
1201 LOCUST AVE
FAIRMONT WV 26554-9911



Yes, I would like to support the Fairmont State Athletic Association Annual Giving Program with a scholarship gift for the student-athletes of Fairmont State!

**Tuition Waiver Matching Challenge*

Please accept my gift of: \$50 \$100 \$200 \$500 \$1,000* Other _____

Name(s): _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: () _____ E-mail: _____

I would like to decline my benefits and receive the full federal tax deduction for my gift.

My check, **made payable to Fairmont State Foundation, Inc.**, is enclosed.

Please charge my gift to: Visa MasterCard

Card Number: _____ Exp. Date: _____

Signature: _____ (required)

My gift is anonymous. My/My spouse's company will match my gift. The matching gift form is enclosed.

Company Name: _____

I would like to join the "Friends of..." Club in support of greatest needs: _____

My check in the amount of \$ _____ is enclosed. *(designated sport)*

I would like to join the 100/100 Club in support of recruitment: _____

My check in the amount of \$ _____ is enclosed. *(designated sport)*

(Minimum membership gift level is \$100.)

Gifts of \$500 or more also entitle you to membership in The Column Society, Fairmont State University's donor recognition group. If no specific sport designation is provided, gifts will support areas of greatest need as determined by the Fairmont State Athletic Department.

I have made provisions for Fairmont State in my will or estate plan.

I would like more information on including Fairmont State in my will or estate plan.

Fairmont State Athletic Association
c/o Fairmont State Foundation, Inc.
1201 Locust Avenue, Fairmont, WV 26554
Tel: (304) 367-4220
www.fightingfalcons.com

Make your gift on-line at
www.fairmontstate.edu
by choosing the
Give to Fairmont State button.