

University System of Georgia
Mandatory Fee Detail & Request Form
Fiscal Year 2020

Instructions: Complete the grey and blue fields. List the PPV project ID and title for the PPV field. The text within the blue cells are guiding questions intended to assist in completing your narrative responses. Please overwrite the current data in these cells with your responses.

Institution Name:	Georgia Institute of Technology
Preparer Name & Email:	Marvin Lewis; mlewis@athletics.gatech.edu
Name of Fee:	Athletic
New or Existing?	Existing
Type of Fee:	Athletic
Fund:	13095
Revenue Department(s):	A01
Revenue Account:	704100-407104;407108
PPV Projects Supported:	N/A

Description of Fee Purpose:

What are the primary activities supported by this fee? How would this fee be described to students? How does this fee support the primary mission of retaining and graduating students?

The athletic fee funds less than 7% of the total FY 2019 operating budget of \$80 million. This support allows the GIT to maintain championship level athletic programs, which is in-line with its "whole student experience" objectives. The estimated direct student benefit from the athletic fee is attached (see Student Fee Benefits tab).

Description of Students Charged:

What student population is assessed this fee? (eg. undergraduate only, specific campuses, etc.)

What student groups are eligible for a waiver? What is the process by which a student can request/receive a waiver?

Is the fee assessed during summer semester?

Does the institution pro-rate fees based on credit hours?

All students taking 4 or more hours are required to pay the athletic fee. The fee is currently \$127 per fall and spring semester and reduced to \$40 for the summer semester. No waivers are provided for the athletic fee.

Description of Student Engagement:

How was the student body at large informed and/or engaged in the fee process (e.g. town hall meetings, online surveys, etc.)?

Were these actions taken before or after the student committee vote?

Include any documents provided to the student fee committee.

The SGA Undergraduate and Graduate Presidents are members of the GTAA Board of Trustees and attend all quarterly board meetings. Also, the SGA President and GIT Interim Executive Vice President for Administration & Finance are on the Administration & Finance Committee of the board and attend its quarterly meetings. GTAA has also established a student engagement huddle that has reached out to student organizations (SCPC, SAA, SGA, etc.) to review and provide feedback on the relationship between the Athletic Association and GIT students. Potential student fee proposal and GTAA engagement opportunities will be discussed with this group.

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Institution Name: Georgia Institute of Technology

Name of Fee: Athletic

FY 2019 Fee Amount: \$127

Incremental Change Proposed: \$0

Proposed FY 2020 Fee Amount: \$127

Percent Change Proposed: 0.0%

FY18 Revenue \$91,859,224

FY18 Expenditures \$88,729,237

FY18 % of Revenue Expended: 96.6%

FY19 Unrestricted Fund Balance \$6,655,323

Description of Financial Trends:

Provide context as to the trends seen in the financials tab. Describe any one-time revenues or expenditures that may skew trends. Provide an explanation if FY18 revenue was less than 80% expended. What are planned uses for the available fund balance (if applicable)?

Note that FY18 included additional one-time revenues of over \$4 million from the hosting of a FB contest at Mercedes-Benz Arena. It also included additional external event revenues (facility rental, concessions, etc.) from hosing Atlanta United, Atlanta Dream, and Atlanta Hawks). Following the plan approved by the Administration & Finance Committee of the GTAA Board of Trustees, GTAA has established \$5 million as an optimal Fund Balance total. In FY18 the fund balance grew to over \$6.6 million and will be held to fund future short-term cash flow shortfalls anticipated for FY19. Following FY19, the GTAA will work in future years to replenish the Fund Balance back to the prescribed minimum.

Description of Personal Services and Travel:

Provide narrative descriptions to support the amounts found on the subsequent financials tab.

What positions are supported by this fee? How has the number of positions changed or what positions would the institution like to hire?

To what extent is this fee used to fund employee travel?

No full-time employee salaries or employee travel expenses are funded by the student fee. We do utilize the fee to support a portion of graduate assistant, student assistant, and intern salaries within the GTAA.

Justification for Increase and Planned Usage:

Only fill out this section if an increase is being requested. Refer to the Chancellor's letter from 9/20/18 when completing your document:

1. New fee requests or increases to existing fees will not be recommended to the Board unless the institution presents a detailed business case, including analysis of available reserves.
2. New fees are strongly discouraged and should not be proposed unless there is overwhelming student support and a clear benefit to student success.
3. Fee increases needed to support PPV projects whose revenues are falling or expected to fall below levels to sustain those projects may be considered, however, before requesting an increase you should:
 - a. review all project costs and processes to identify where efficiencies can be realized and expenses reduced;
 - b. explore other sources of revenue, besides fee revenue, to compensate for any actual or anticipated revenue shortage;
 - c. determine the availability of reserves to sustain project; and
 - d. evaluate the project plan to determine whether revisions to the plan to meet the lower revenues levels or estimates are feasible.
4. Consideration may be given to institutions to allow for the reallocation of fees, if the overall mandatory fee level remains neutral. Institutions must still demonstrate why an increased fee is critical, even if the increase is offset elsewhere.

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Athletic

Instructions: Include the full number of students assessed the fee. Do not net waivers on this page. Waivers are calculated on the financial data tab (and explained on the summary tab). The credit hour tiers below are examples. Modify the rows based on the number of different rates assessed under your institutional fee policy.

Projection of Fee Instances and Revenues	FY 2018 Fee Rate	FY 2019 Fee Rate	Proposed FY 2020 Fee Rate	Projected FY19 Fee Instances	Projected FY20 Fee Instances	FY20 Revenues <u>without</u> increase	FY20 Incremental Fee Increase	FY20 Projection <u>with</u> increase
Fall Semester								
Full-time	\$127	\$127	\$127	602	500	63,500	0	63,500
9-12 credit hours	\$127	\$127	\$127	1,577	1,500	190,500	0	190,500
5-8 credit hours	\$127	\$127	\$127	5,761	6,000	762,000	0	762,000
0-4 credit hours	\$127	\$127	\$127	13,152	13,000	1,651,000	0	1,651,000
Fall Semester Total				21,092	21,000	\$2,667,000	\$0	\$2,667,000
Spring Semester								
Full-time	\$127	\$127	\$127	521	500	63,500	0	63,500
9-12 credit hours	\$127	\$127	\$127	976	1,000	127,000	0	127,000
5-8 credit hours	\$127	\$127	\$127	4,481	4,500	571,500	0	571,500
0-4 credit hours	\$127	\$127	\$127	13,897	14,000	1,778,000	0	1,778,000
Spring Semester Total				19,875	20,000	\$2,540,000	\$0	\$2,540,000
Summer Semester								
Full-time	\$40	\$40	\$40	184	200	8,000	0	8,000
9-12 credit hours	\$40	\$40	\$40	2,440	2,500	100,000	0	100,000
5-8 credit hours	\$40	\$40	\$40	1,443	1,500	60,000	0	60,000
0-4 credit hours	\$40	\$40	\$40	2,158	2,250	90,000	0	90,000
Summer Semester Total				6,225	6,450	\$258,000	\$0	\$258,000
Fiscal Year Total				47,192	47,450	\$5,465,000	\$0	\$5,465,000

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Fiscal Year 2020

Georgia Institute of Technology
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Instructions: Report ACTUALS ledger detail only. Include all fiscal year activity (i.e. do not filter on Bud Ref). The report should reflect the most accurate financial projection, to include planned surplus or deficit. It is not necessary to balance revenue and expense.

	FY 2017 Actuals	FY 2018 Actuals	FY 2019 Projected	FY20 Projection without increase	FY20 Incremental Fee Increase	FY20 Projection with increase
REVENUE						
<i>Student Fees</i>						
Mandatory Fee Revenue	5,387,074	5,448,836	5,500,000	5,465,000	0	5,465,000
Less: Allowances, Waivers, Etc.						0
Non-Mandatory Student Fees						0
<i>Sales & Services</i>						
Fines						0
Housing Rental Income						0
Other Rental Income						0
Meal Plan Sales						0
Other Food Service Sales						0
Athletic Ticket Sales	12,258,394	15,058,310	12,724,000	12,724,000	0	12,724,000
Game Guarantees	326,000	2,908,000	610,000	610,000	0	610,000
Athletic Camps						0
Conference Distributions	27,435,811	28,098,370	27,396,000	27,396,000	0	27,396,000
Other Athletic Revenue	2,264,352	2,659,767	2,690,000	2,690,000	0	2,690,000
Health Services						0
Non-Student Parking & Transportation	624,378	1,018,279	950,000	950,000	0	950,000
Advertising Revenue	7,867,538	7,905,051	6,958,000	6,958,000	0	6,958,000
Bookstore & Gift shop Sales						0
Other Sales & Services						0
<i>Miscellaneous Revenues</i>						
Gifts	24,340,744	26,781,639	21,885,000	25,034,000	0	25,034,000
Other Miscellaneous Revenues	1,461,253	1,980,974	1,592,000	1,318,000	0	1,318,000
Total Revenue	\$81,965,544	\$91,859,224	\$80,305,000	\$83,145,000	\$0	\$83,145,000
EXPENDITURES						
<i>Personal Services</i>						
Salaries - Faculty/Staff	23,078,346	25,639,858	24,246,000	24,246,000	0	24,246,000
Salaries - Students	392,416	547,062	722,000	722,000	0	722,000
Fringe Benefits	4,541,178	4,722,285	4,911,000	4,911,000	0	4,911,000
Allocated Personal Services						0
<i>Travel</i>						
Travel - Employee	1,331,593	1,313,035	1,441,000	1,441,000	0	1,441,000
Travel - Non-Employee	4,987,820	4,307,085	5,625,000	5,625,000	0	5,625,000
<i>Operating Supplies and Expenses</i>						
Purchases for Resale/Cost of Goods Sold						0
Supplies & Materials	868,238	762,433	850,000	850,000		850,000
Repairs and Maintenance	2,450,618	2,883,297	2,228,000	2,228,000	0	2,228,000
Utilities	1,978,465	1,898,942	2,064,000	2,064,000	0	2,064,000
Rental Payments (Non-Real Estate)						0
Insurance	523,114	736,895	600,000	600,000	0	600,000
Software						0
Equipment (Small Value)						0
Real Estate/Authority Lease Rental						0
Per Diems & Fees						0
Contracted Services	6,029,381	6,385,001	6,000,000	6,000,000	0	6,000,000
Telecommunications	235,078	206,312	250,000	250,000	0	250,000
Scholarships	11,071,266	11,472,290	11,070,000	11,070,000	0	11,070,000
Other Operating Expenses	23,175,029	23,950,679	22,255,000	22,255,000	0	22,255,000
Allocated Operating Expenses						0
<i>Equipment/Capital Outlay</i>						
Lease/Purchase - Principal						0
Lease/Purchase - Interest						0
R&R Reserve Contribution						0
Motor Vehicle Purchase						0
Equipment Purchase						0
Building and Facilities Improvements	4,393,100	3,904,062	883,000	883,000	0	883,000
Total Expenditures	\$85,055,643	\$88,729,237	\$83,145,000	\$83,145,000	\$0	\$83,145,000
Beginning Net Assets and Reserves (July 1)	6,615,436	3,525,337	6,655,325	3,815,325	3,815,325	3,815,325
Surplus/(Deficit) from above schedule	-3,090,099	3,129,987	-2,840,000	0	0	0
Transfer to or from other sources						
Final Net Assets and Reserves (June 30)	\$3,525,337	\$6,655,325	\$3,815,325	\$3,815,325	\$3,815,325	\$3,815,325

Instructions: Break out the final net assets as of the end of each fiscal year using the rows below. Row 72 and 79 should tie.

Reserved for Renewal & Replacement						
Capital Liability Reserve Fund						
Other Unrestricted Net Assets (including encumbrance reserve)	3,525,337	6,655,325	3,815,325	3,815,325	3,815,325	3,815,325
Total Net Assets and Reserves	\$3,525,337	\$6,655,325	\$3,815,325	\$3,815,325	\$3,815,325	\$3,815,325

**GEORGIA TECH ATHLETIC ASSOCIATION (GTAA)
ATHLETIC FEE REVENUE BENEFITS SUMMARY**

	DESCRIPTION	ESTIMATED BENEFIT COSTS
1	Access to 8,700 student tickets in prime sections of Bobby Dodd Stadium for all home Football games	\$2,212,000
2	Access to 900 student tickets in prime sections at McCamish Pavilion for all home Men's Basketball games	\$587,000
3	Unlimited access to all home women's basketball, volleyball, baseball, and other Olympic sport competitions	Minimal
4	Use of practice courts at Ken Byers Tennis Complex	\$350,000
5	Operating expenses for the Georgia Tech Marching Band (includes salaries, travel, equipment, uniforms, etc.)	\$443,000
6	Operating expenses for the Georgia Tech Cheerleading Program (includes salaries, travel, equipment, uniforms, etc.)	\$127,000
7	Average bowl game travel and other expenses for Cheerleading and Marching Band (3 yr historical avg.)	\$150,000
8	Marketing and promotions directed toward student attendance at all home events (i.e. give-a-ways, prizes, etc.)	\$68,000
9	Salary expenses for various student assistantships (managers, interns, tutors, graduate assistants, etc.)	\$735,000
10	Football, Men's Basketball, and Baseball ticket discount (40%) for all students upon graduation	\$467,000
11	Facility rental discounts provided to student organizations (i.e. Sting Hunger, Ramblin On, etc.)	\$75,000
12	Estimated annual facility maintenance expenses for designated student sections in FB and MBB facilities.	\$286,000
	TOTAL ESTIMATED BENEFIT COSTS	\$5,500,000