

University System of Georgia

Mandatory Fee Detail & Request Form

Fiscal Year 2022

Instructions: Complete the grey and blue fields. List the PPV project ID and title for the PPV field. Hover over the blue cells for guiding questions or instructions intended to assist in completing your narrative responses.

Institution Name:	Georgia Institute of Technology
Preparer Name & Email:	Marvin Lewis (mlewis@athletics.gatech.edu)
Name of Fee:	Athletics Fee
New or Existing?	Existing
Type of Fee:	Athletic
Fund:	12280
Revenue Department(s):	ATHL Administration
Revenue Account:	
PPV Projects Supported:	

Description of Fee Purpose:

This support allows the Institute to maintain a Power 5 (ACC, SEC, Big 10, Big 12, Pac 12) championship level athletics program, which is in-line with its "whole student experience" objectives. The athletic fee funds approximately 7% of the Association's FY2021 operating budget of \$78 million. The estimated benefits and primary activities supported by the athletic fee is attached (see Student Fee Benefits tab).

Description of Students Charged:

All students (graduate and undergraduate) 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 \$42 for the summer semester. No waivers are provided for the athletic fee.

Description of Student Engagement:

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 Executive Vice President for Administration & Finance are on the Committee for Administration & Finance of the board and attend its quarterly meetings. The Athletic Association has also established a Student Engagement Huddle and Yellow Jacket Club with significant student representation. The goal of each group is to develop, implement, and review student engagement initiatives to enhance the relationship between the Association and general student body. Potential student fee proposals will be reviewed and discussed with SGA representatives, Student Engagement Huddle, and the Yellow Jacket Club.

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Fiscal Year 2022

Institution Name: Georgia Institute of Technology

Name of Fee: Athletics Fee

FY 2021 Fee Amount: \$127

Incremental Change Proposed: \$0

Proposed FY 2022 Fee Amount: \$127

Percent Change Proposed: 0%

FY20 Revenue \$86,423,948

FY20 Expenditures \$96,125,633

FY20 % of Revenue Expended: 111.2%

FY20 Unrestricted Fund Balance -\$13,578,880

Description of Financial Trends:

The Athletic Association experienced extraordinary events during the past two fiscal years - staffing transitions for football and women's basketball in FY2019 and the Covid-19 pandemic in FY2020. Each had a significant impact on the short-term financial position of the Association resulting in a deficit fund balance at the end of FY2020. In FY21, the Association implemented significant fundraising initiatives and cost containment measures to manage over \$15 million in revenue losses from football and men's basketball capacity restrictions caused by the Covid-19 pandemic. Also, the Association will incur over \$1.5 million in Covid-19 related expenses (PPE, testing, and other facility safety measures) for the fiscal year. The Association is projecting that capacity restrictions will be minimal for FY2022 with continued investment into health and safety initiatives for our students, staff, and spectators.

Description of Personal Services and Travel:

No full-time employee salaries or travel expenses are funded by the student athletic fee. The Athletic Association utilizes a portion of the fee to support graduate assistant, student assistant, and intern salaries within the GTAA (see Student Fee Benefits tab).

Justification for Requested Rate Change and Planned Usage:

N/A

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Fiscal Year 2022
Georgia Institute of Technology
Athletics Fee

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 Enrollment and Revenues	FY 2020 Fee Rate	FY 2021 Fee Rate	Proposed FY 2022 Fee Rate	Projected FY21 Fee Instances	Projected FY22 Fee Instances	FY22 Revenues <u>without</u> increase	FY22 Incremental Fee Increase	FY22 Projection <u>with</u> increase
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Fall Semester

Full-time	\$127	\$127	\$127	14,078	15,000	1,905,000	0	1,905,000
9-12 credit hours	\$127	\$127	\$127	4,693	5,000	635,000	0	635,000
5-8 credit hours	\$127	\$127	\$127	1,126	1,200	152,400	0	152,400
0-4 credit hours						0	0	0
Fall Semester Total				19,897	21,200	\$2,692,400	\$0	\$2,692,400

Spring Semester

Full-time	\$127	\$127	\$127	12,529	13,950	1,771,650	0	1,771,650
9-12 credit hours	\$127	\$127	\$127	4,176	4,650	590,550	0	590,550
5-8 credit hours	\$127	\$127	\$127	1,002	1,116	141,732	0	141,732
0-4 credit hours						0	0	0
Spring Semester Total				17,708	19,716	\$2,503,932	\$0	\$2,503,932

Summer Semester

Full-time	\$42	\$42	\$42	1,357	2,250	94,500	0	94,500
9-12 credit hours	\$42	\$42	\$42	603	1,000	42,000	0	42,000
5-8 credit hours	\$42	\$42	\$42	1,206	2,000	84,000	0	84,000
0-4 credit hours						0	0	0
Summer Semester Total				3,167	5,250	\$220,500	\$0	\$220,500

Fiscal Year Total				40,772	46,166	\$5,416,832	\$0	\$5,416,832
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Fiscal Year 2022
Georgia Institute of Technology
Athletics Fee

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 2019 Actuals	FY 2020 Actuals	FY 2021 Projected	FY22 Projection without rate change	FY22 Incremental requested fee change	FY22 Projection with rate change
REVENUE						
<i>Student Fees</i>						
Mandatory Fee Revenue	5,541,826	4,513,637	5,190,000	5,417,000	0	5,417,000
Less: Allowances, Waivers, Etc.						0
Non-Mandatory Student Fees						0
<i>Sales & Services</i>						
Ticket Sales-Athletics Events	11,945,849	10,388,108	4,088,000	10,127,000		10,127,000
Direct Institutional Support	0	2,453,275	2,935,000	3,375,000		3,375,000
Indirect Institutional Support	0	3,348,521	3,300,000	3,300,000		3,300,000
Guarantees	609,000	470,000	285,000	0		0
Contributions	9,320,221	10,447,811	12,031,000	8,996,000		8,996,000
In Kind Gifts						0
3rd Party Provider Benefits						0
Media Rights	23,536,259	22,720,189	22,218,000	25,347,000		25,347,000
NCAA Distributions	3,334,658	1,335,814	1,400,000	1,500,000		1,500,000
Conference Distributions	5,051,828	8,243,445	8,500,000	8,750,000		8,750,000
Game Day Revenues	1,422,031	1,617,729	1,294,000	1,566,000		1,566,000
Royalties, Licenses, Advertisements, and Sponsorships	579,138	6,592,248	4,772,000	6,629,000		6,629,000
Sports Camps						0
Bowl Revenues	1,167,000					0
Athletic Endowments	17,338,539	14,053,824	12,072,000	12,720,000		12,720,000
Other Operating Revenues	3,648,474	239,347	547,000	300,000		300,000
Total Revenue	\$83,494,823	\$86,423,948	\$78,632,000	\$88,027,000	\$0	\$88,027,000
EXPENDITURES						
<i>Personal Services</i>						
Coaches Salaries & Incentives	18,928,690	16,375,978	14,218,000	15,483,000		15,483,000
Support Staff/Administrative Salaries & Incentives	13,719,175	18,077,994	12,757,000	15,900,000		15,900,000
Severance Pay	2,103,608	1,016,478	250,000	250,000		250,000
Bonuses for Bowl Participation						0
Student Salaries	771,845	823,005	915,000	915,000		915,000
Fringe Benefits						0
Allocated Personal Services						0
<i>Travel</i>						
Recruitment Travel - Employee	1,851,809	1,512,262	732,000	1,612,000		1,612,000
Other Employee Travel						0
Team Travel	5,062,827	5,019,652	3,691,000	5,385,000		5,385,000
Recruitment Travel - Non-Employee						0
Other Non-Employee Travel						0
<i>Operating Supplies and Expenses</i>						
Athletic Student Aid	11,869,928	11,471,985	10,755,000	12,381,000		12,381,000
Equipment and Uniforms	1,128,061	3,950,021	669,000	1,359,000		1,359,000
Guarantees Paid	2,054,432	1,439,426	945,000	2,275,000		2,275,000
Game Expenses (non-travel)	3,205,166	4,611,514	4,206,000	5,193,000		5,193,000
Fund Raising & Marketing	1,403,180	4,138,659	1,138,000	1,250,000		1,250,000
Sports Camp Expenses						0
Spirit Groups/Auxiliary Corps	663,128	631,281	321,000	600,000		600,000
Athletic Facilities Rentals						0
R&R Reserve Contribution						0
Medical Expenses & Insurance	872,768	1,251,487	2,750,000	2,000,000		2,000,000
Student Athlete Meals	466,851	569,700	600,000	618,000		618,000
Conference and Association Dues	251,424	263,463	250,000	250,000		250,000
Bowl Expenses	1,242,586	0	0	0		0
Direct Administrative/Overhead Expenses	13,468,027	13,672,405	9,489,000	9,793,000		9,793,000
Allocated Expenses		1,570,790	1,500,000	1,500,000		1,500,000
Other Operating Expenses	137,609	0	368,000	886,000		886,000
<i>Equipment/Capital Outlay</i>						
Athletic Facility Debt Service - Principal	3,444,695	2,971,245	3,402,000	5,093,000		5,093,000
Athletic Facility Debt Service - Interest	11,381,734	6,758,288	9,076,000	9,011,000		9,011,000
Motor Vehicle Purchase						0
Equipment Purchase						0
Building and Facilities Renovation & Improvement	0	0	600,000	1,000,000		1,000,000
Total Expenditures	\$94,027,543	\$96,125,633	\$78,632,000	\$92,754,000	\$0	\$92,754,000
Beginning Net Assets and Reserves (July 1)	6,655,525	(3,877,195)	(13,578,880)	(13,578,880)	(18,305,880)	(18,305,880)
Surplus/(Deficit) from above schedule	(10,532,720)	(9,701,685)	0	(4,727,000)	0	(4,727,000)
Transfer to or from other sources						
Final Net Assets and Reserves (June 30)	(3,877,195)	(13,578,880)	(13,578,880)	(18,305,880)	(18,305,880)	(23,032,880)
Instructions: Break out the final net assets as of the end of each fiscal year using the rows below. Row 74 and 81 should tie.						
<i>Reserved for Renewal & Replacement</i>						
Capital Liability Reserve Fund						
Other Unrestricted Net Assets (including encumbrance reserve)	(3,877,195)	(13,578,880)	(13,578,880)	(18,305,880)	(18,305,880)	(23,032,880)
Total Net Assets and Reserves	(3,877,195)	(13,578,880)	(13,578,880)	(18,305,880)	(18,305,880)	(23,032,880)

**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	\$2,050,000
2	Access to 900 student tickets in prime sections at McCamish Pavilion for all home Men's Basketball games	\$542,000
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.)	\$450,000
6	Operating expenses for the Georgia Tech Cheerleading Program (includes salaries, travel, equipment, uniforms, etc.)	\$150,000
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.)	\$100,000
9	Salary expenses for various student assistantships (managers, interns, tutors, graduate assistants, etc.)	\$800,000
10	Football, Men's Basketball, and Baseball ticket discount (40%) for all students upon graduation	\$465,000
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.	\$285,000
	TOTAL ESTIMATED BENEFIT COSTS	\$5,417,000

Other Items

Adidas - Third Party provides wholesale or discounted product