



REACH FOR
EXCELLENCE

2018 Donor Guide





A MESSAGE FROM THE DIRECTOR OF ATHLETICS

Hokie Nation,

As I reflect upon the past 18 months since the announcement of the Hokie Scholarship Fund program, we could not be more grateful and appreciative of your generosity toward Virginia Tech and our student-athletes. In 2017, the total number of donors to the Hokie Club and dollars given were both all-time records and helped build an incredible foundation for the future of Virginia Tech Athletics!

As we move toward 2018, the goal for our entire department remains to be the very best both within the Atlantic Coast Conference and nationally, so that we can positively impact the lives of our student-athletes. You can take extreme pride in being a part of our success and our *Drive for 25*. To keep that goal at the forefront of our minds throughout the coming months, the Hokie Club has implemented a new slogan for 2018: **Reach for Excellence**. This slogan integrates perfectly with the mission of our athletics department and is a constant reminder of what we are trying to teach our student-athletes each and every day. We want them to be excellent in the classroom, in competition and in the community.

As generous and loyal donors to the Hokie Scholarship Fund, you are a HUGE part of our ability to be successful and Reach for Excellence. The scholarship support that you provide has a direct impact on the lives of our student-athletes and allows them to receive a first-class education at such a special place like Virginia Tech. You give them the opportunity to be Hokies.

As you read through the 2018 Donor Guide, you will not notice any change to the program from 2017. We appreciate your past support. I would encourage you to read through the pages detailing the *Drive for 25*. **Renewing** your gift to the Hokie Scholarship Fund goes a long way in helping us achieve our goals, and I would also encourage you to invite any Hokies you know who have not given to make a gift in 2018 to the Hokie Club. There is strength in numbers, and it will take support from **ALL** of Hokie Nation to be the best.

As always, if any questions arise as you read through the material, please do not hesitate to contact the Hokie Club at (540) 231-6618 or hokieclub@vt.edu.

Thanks again & Go Hokies!

Whit Babcock

VIRGINIA TECH ATHLETICS MISSION:

Virginia Tech Athletics is committed to excellence, both academically and athletically, and to the personal development of our students. In the spirit of *Ut Prosim*, we stand strong together to serve and represent our university and community with integrity and respect.

VIRGINIA TECH ATHLETIC FUND MISSION:

The principle mission of the Hokie Club is to provide financial support for scholarships for Virginia Tech student-athletes with a goal of providing the funding necessary for the Athletics Department to cover the cost of scholarships for all student-athletes who receive scholarship aid each year. Other fundraising initiatives such as capital improvements, endowments and programmatic needs are also important and fall under the responsibilities of the Hokie Club. These initiatives, along with scholarship fundraising, are a vital part of moving Virginia Tech Athletics forward.



Belk Bowl rally one for the ages

Hokies rallied from 24-point deficit to beat Arkansas for third straight bowl win



Allen carries Hokies to double OT Commonwealth Clash win

Seth Allen scored with 3 seconds left to lift Tech to an 80-78 double overtime win over rival UVA



Tech wrestlers roll to ACC team title

Tech won six individual weight classes and dominated, scoring 93 points en route to its third ACC tournament title



Loscalzo, McGinley carry Hokies lacrosse to ACC upset

Both Kristine Loscalzo and Tristan McGinley scored four goals in Tech's 18-12 upset of then-No. 17 BC

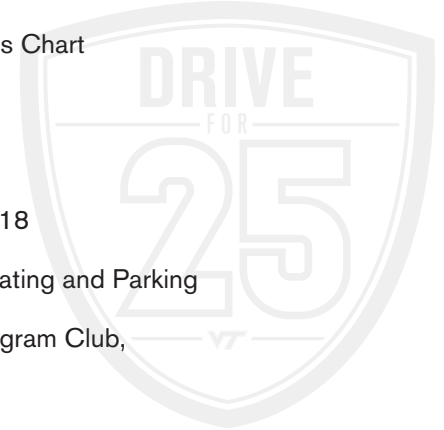


Tech sweeps ACC outdoor track meet

Both the Hokie men's and women's track and field teams won team titles at the 2017 ACC Outdoor Track and Field Championships

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White's goal lifts men's soccer to Elite Eight

Forrest White's only goal of the season helped Tech beat Indiana and advance to the 2016 NCAA's Elite Eight for the first time in a decade



JARED HAUGHT

Class: Redshirt Senior • Sport: Wrestling
Major: Mechanical Engineering
Parkersburg, W. Va.

Your Impact in 2017

4 ACC team Championships

92%
GSR highest among ACC public institutions

31 individual first-place ACC finishes

38
student-athletes earned a 4.0

“
Receiving a scholarship to Virginia Tech makes all the hard work myself and my family have put into wrestling worth it. The best thing about being a student-athlete here is being able to study a challenging major while also competing for a wrestling program fighting for a national championship.

Jared Haught

“
*...a commitment to **EXCELLENCE**, both academically and athletically, and to the personal development of our students...*



174
student-athletes
made dean's list



3.06



average
student-athlete
GPA in 2017



Receiving a scholarship to play here at Virginia Tech is one of the greatest opportunities I have been given. I am able to play the sport I love while receiving a first-class education that I will use the rest of my life. I am incredibly grateful for all of the members of the Hokie Club who made this possible. Thank you!

Marissa Davey



MARISSA DAVEY

Class: Junior • Sport: Lacrosse
Major: Chemical Engineering
Elliott City, Md.

SKELTON AWARD WINNERS

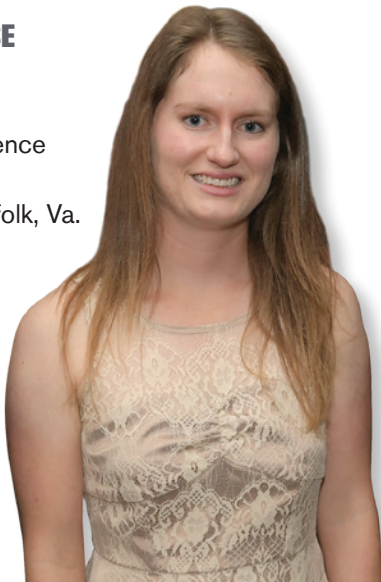
ELIZABETH BOSE

Women's Golf

Class: Junior

Major: Food Science
Technology

Hometown: Norfolk, Va.



ERIC GALLO

Football

Class: Senior

Major: Finance

Hometown: Richboro, Pa.

CELEBRATING 2017 HSF SUCCESS

THANK YOU

\$16.2M raised toward providing scholarships for Hokie student-athletes

\$33M+ total raised by the Hokie Club

10,614 Hokie Scholarship Fund donors

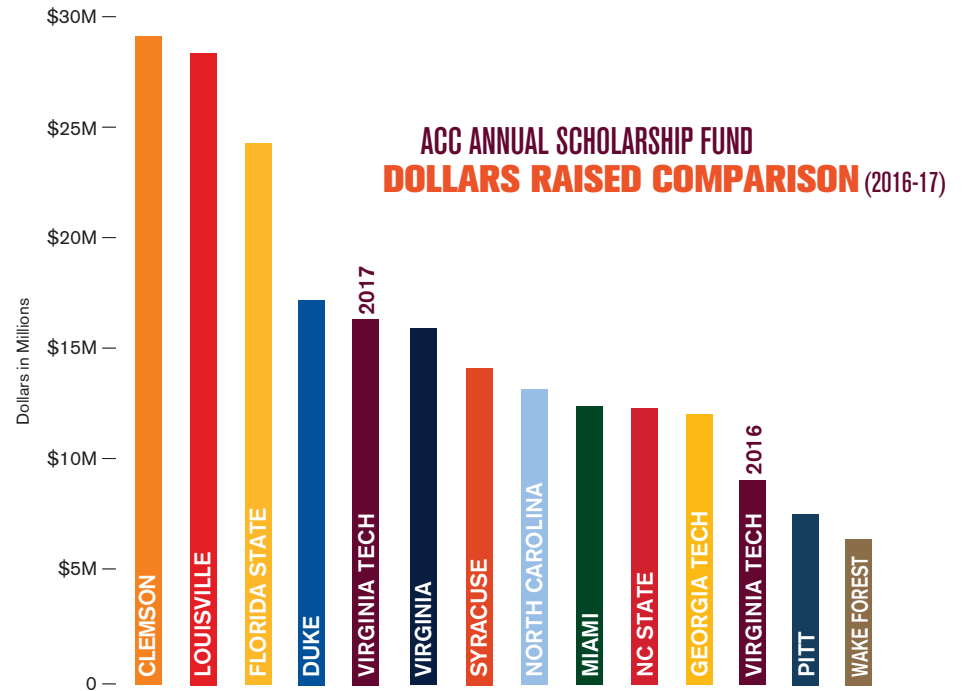
13,200+ Hokie Club members (record)

**includes all HSF donors*

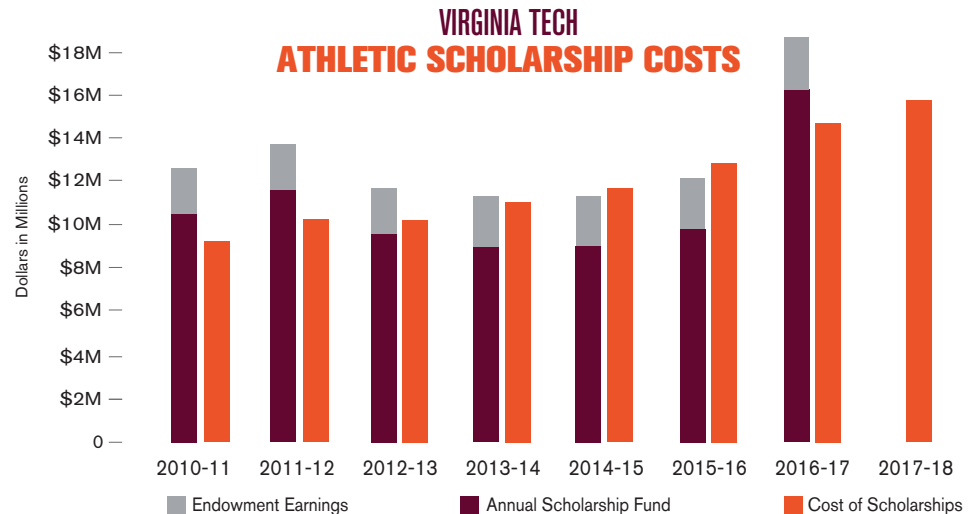


“
The single best thing you can do to help us win games is to join the Drive for 25. You are giving young people the opportunity of a lifetime when you join the Hokie Club.
 ”

Justin Fuente
 Head Coach - Virginia Tech Football



Figures for Notre Dame and Boston College not available



HELP **REACH FOR EXCELLENCE** in 2018

\$15.7 million
2017-18 Scholarship Cost for Virginia Tech Athletics

480 Number of Scholarships Provided

62% Increase in Total Scholarship Cost in the past five years

\$16.2 million
Amount of Virginia Tech Athletics revenue that came from scholarship donations in 2016-17

BY THE NUMBERS

OTHER EXPENSES* PER STUDENT-ATHLETE

\$2,436 Equipment/Uniforms

\$3,985 Student-Athlete Support Services

\$2,896 Sports Medicine

\$8,051 Team Travel

THE COST OF EXCELLENCE

VIRGINIA TECH VOLLEYBALL
STUDENT-ATHLETE

JAILA TOLBERT

Year
Junior

Major
International Business/Relations

Hometown
Minneapolis, Minn.

Tuition & Fees
\$31,014

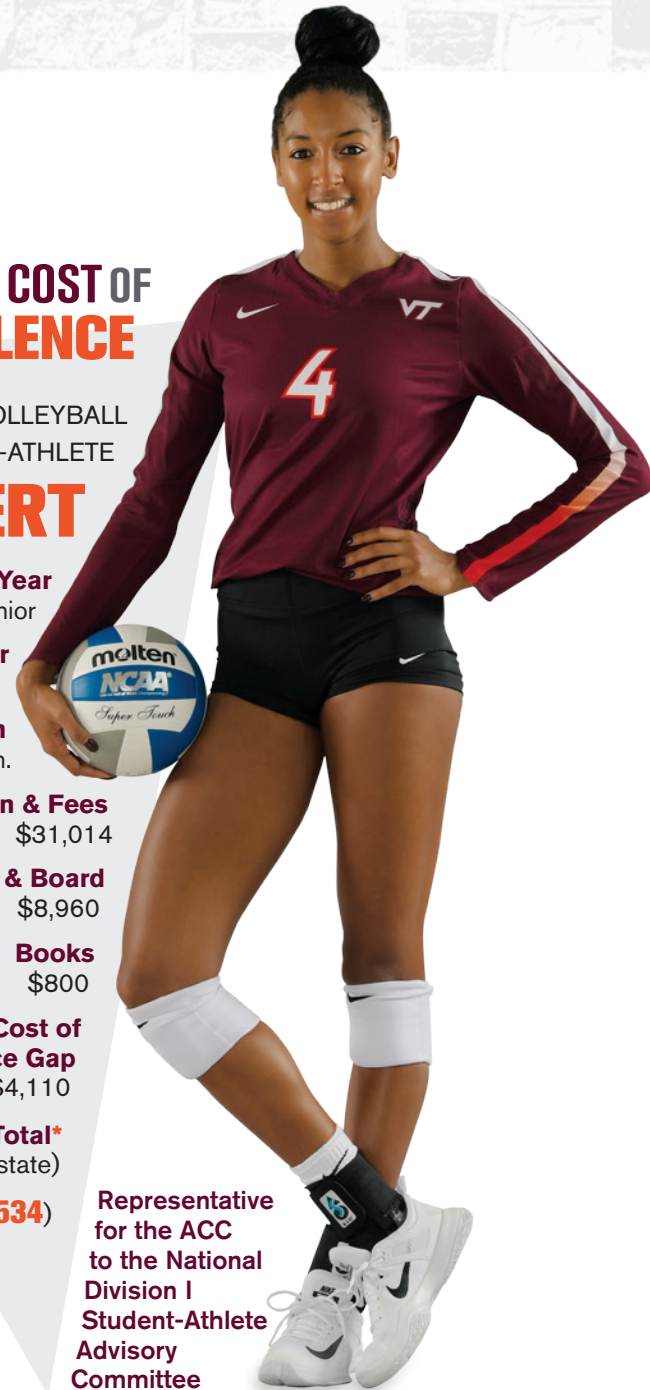
Room & Board
\$8,960

Books
\$800

Cost of Attendance Gap
\$4,110

Total*
\$44,884 (out-of-state)
(in-state equivalent: **\$26,534**)

Representative for the ACC to the National Division I Student-Athlete Advisory Committee



*Reflects projected 2016-17 scholarship costs and additional expenses.

Your **COMMITMENT** to Virginia Tech



I can't thank Hokie Club members enough for the opportunity to attend Virginia Tech by funding my scholarship. My experience as a student-athlete has been everything I could have imagined. I wouldn't trade a minute in the classroom or on the field. Virginia Tech will always be part of my life thanks to the generous support of our donors.

Brandon Facyson



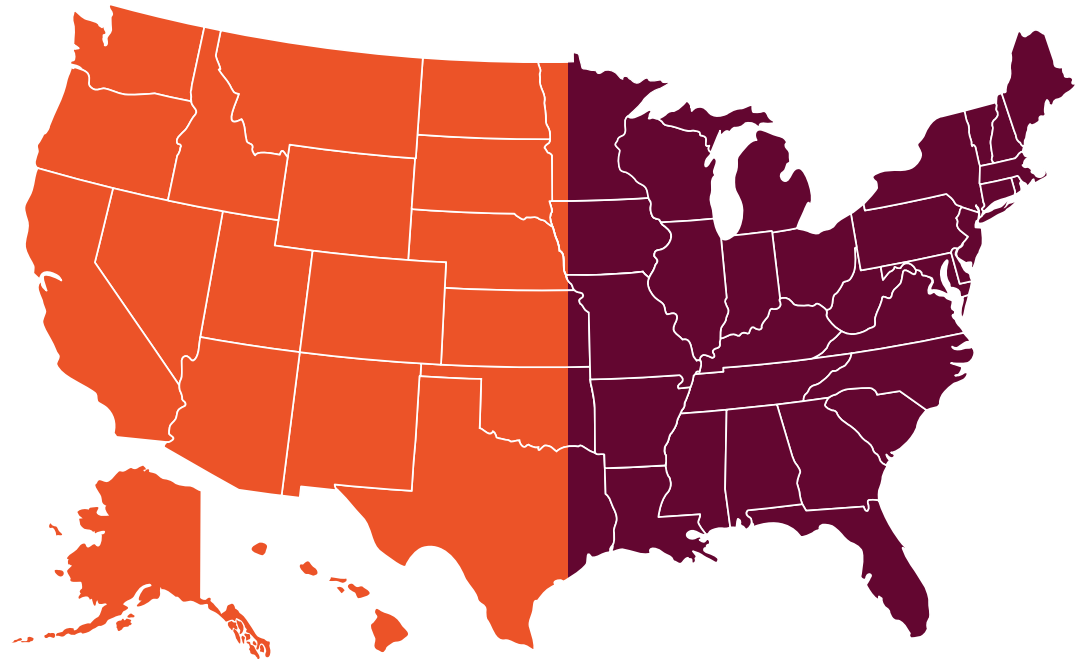
BRANDON FACYSON

Class: Redshirt Senior • Sport: Football
Major: Biological Sciences • Newnan, Ga.

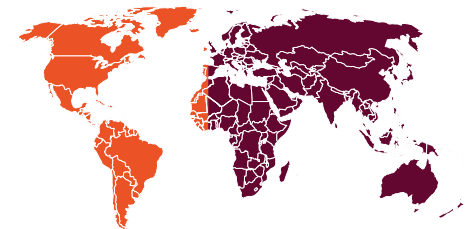


JOIN!

With positive momentum surrounding Virginia Tech Athletics, now is the time for you to get involved with the Hokie Club and commit to Virginia Tech Athletics! More than 550 Hokie student-athletes are succeeding in the classroom, excelling in ACC and national competition, and serving the community in the spirit of *Ut Prosim!* Whether you are an alum of Virginia Tech or a longtime fan of Hokie Athletics, we want you to join and be a part of the future success of Virginia Tech Athletics through the Drive for 25!



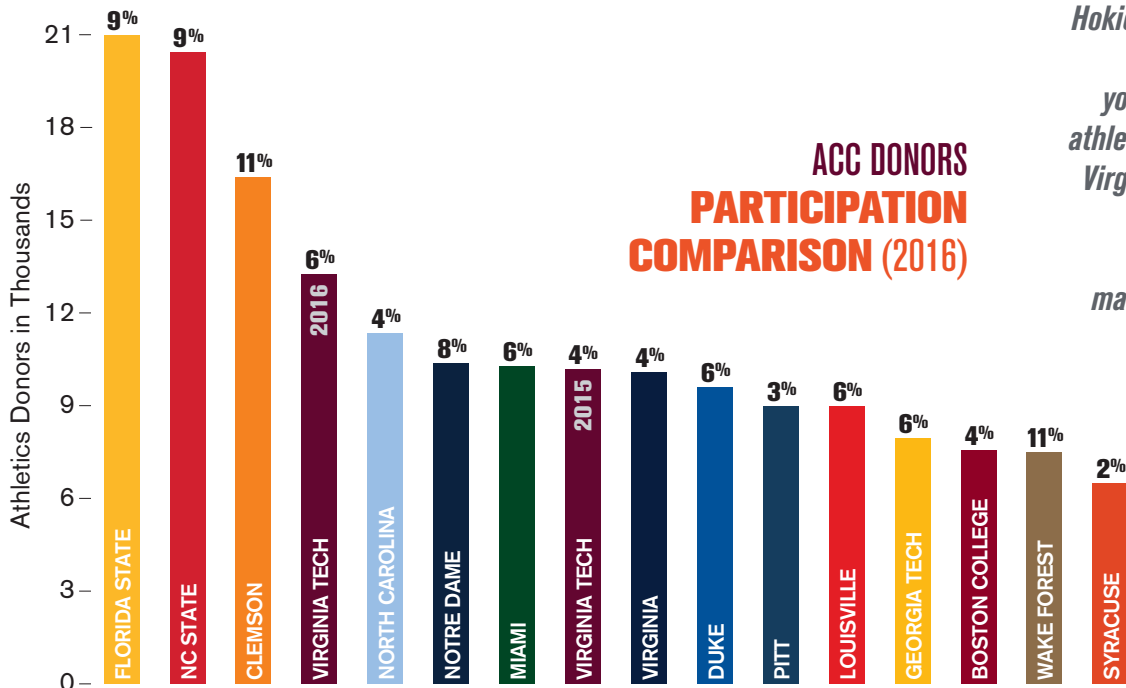
Every state has a goal to increase its Hokie Club members by 25 percent. You can help to “paint your state” by continuing your support of Virginia Tech Athletics. Visit Drivefor25.com for more information and to check out how your state is doing.



There is strength in numbers! As we continue to strive for ACC and national success in the classroom, in competition and in the community, your support and participation as a member of the Hokie Club are now more important than ever!

RENEW!

As a current Hokie Club member, you directly impact the lives of Hokie student-athletes through your giving to the Hokie Scholarship Fund. With the Drive for 25 in full swing, your Hokie Scholarship Fund renewal is vital to achieving our 25,000-member goal. When you renew your commitment to Virginia Tech Athletics through your Hokie Scholarship Fund gift, you help Virginia Tech student-athletes reach for academic and athletics excellence!



Percentages represent maximum amount of living alumni who are athletics donors. Schools are listed left to right in order of largest to smallest in total donors.

“

The DRIVE FOR 25 is a much-needed effort to grow the scholarships for our student-athletes and increase our Hokie Club membership to 25,000 supporters. By joining the Hokie Club, you stay connected with Virginia Tech through your support to our student-athletes. But more importantly, Virginia Tech stays connected with you! We're all in this together. Remember, no matter how far life takes you away from Blacksburg, 'This is Home.'

Frank Beamer
Former Head Coach,
Virginia Tech Football

”





Hokie Scholarship Fund **The** PROGRAM

TORBEN LAIDIG
Class: Redshirt Junior • Sport: Track & Field
Double majoring in Biochemistry and Biology
Schwabish Hall, Germany

Launched in 2017, the Hokie Scholarship Fund is the annual giving program of the Hokie Club, and all giving to the Hokie Scholarship Fund goes directly toward providing scholarship support for Virginia Tech student-athletes. In 2017, as a part of the Hokie Scholarship Fund Program, the Hokie Club introduced scholarship seating to Lane Stadium and Carilion Clinic Court at Cassell Coliseum. Season tickets in both venues have a per-seat minimum gift requirement that varies depending upon location. Any and all gifts to the Hokie Scholarship Fund count toward your minimum per-seat gift requirement for football and men's basketball, as well as your annual giving level in 2018. **The Hokie Scholarship Fund giving deadline is March 31, 2018.**

RENEWING YOUR COMMITMENT TO VIRGINIA TECH ATHLETICS

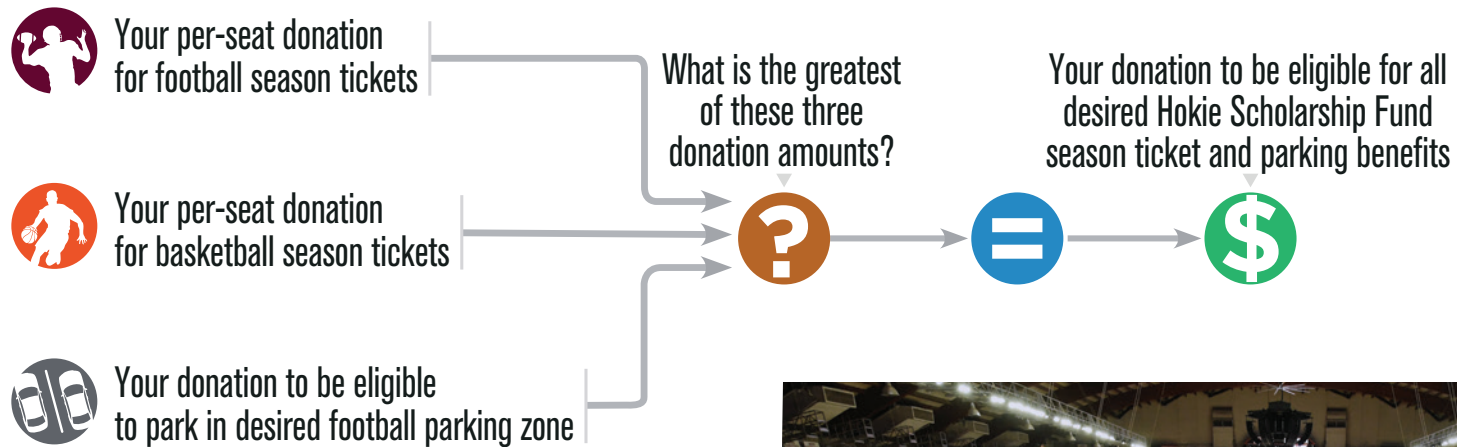
When you choose to renew your gift to the Hokie Scholarship Fund, you are renewing your commitment to Virginia Tech Athletics and more than 550 Hokie student-athletes. Thank you for helping us continue to **REACH FOR EXCELLENCE!** You can renew your Hokie Scholarship Fund gift through three options:



ONLINE

Login to your VicTory Account and renew your Hokie Scholarship Fund gift online! You will have the option to renew at your same giving from last year, give 110 percent for Hokie student-athletes, or go ALL IN and increase to the next Hokie Scholarship Fund giving level. Please see step-by-step instructions on how to create your VicTory Account by visiting hokieclub.com/give-hokie-club-online.

How to Determine Your ANNUAL GIFT to the Hokie Club



OPTION 2

BY MAIL

The Hokie Club will be sending specific renewal communications throughout the year. To renew by mail, please send your payment (check or credit card information) to the Virginia Tech Athletic Fund, P.O. Box 10307, Blacksburg, VA 24062. *If you are renewing by check, please be sure to put your account number and "HSF" in the memo line to ensure your gift is accurately processed and allocated. Check must be received in the office by March 31, 2018.*

OPTION 3

IN OFFICE

Stop by our offices at Lane Stadium, Suite 112 and a Hokie Club representative will be happy to assist you in renewing your gift to the Hokie Scholarship Fund! Office hours are 8 a.m. to 5 p.m., Monday through Friday. As a reminder, your gift must be received by the Hokie Club Office on or prior to March 31, 2018. *Also, remember that the greatest of your football seating and parking and men's basketball seating gift requirements will determine your minimum gift for 2018 to retain all 2017 benefits.*

Timeline

Hokie Club Priority Points Program

The Hokie Club Priority Points Program rewards both donor loyalty and generosity. Each donor's priority point total determines his/her priority ranking and plays a determining factor in how various benefits are allocated, such as:

- Season ticket location selection for football and/or men's basketball
- Neutral site and postseason ticket allocation including ACC Championships, NCAA Tournaments, and bowl games
- Season parking selection order for football and allocation for men's basketball

Note: Annual Hokie Scholarship Fund giving levels will also factor into parking selections and allocations

In the Hokie Club Priority Points Program, points accumulate over the lifetime of a donor. Earned points may decrease if a donor does not donate to the Hokie Scholarship Fund and/or purchase season tickets in consecutive years. In this scenario, the donor will lose the consecutive years of giving/purchase priority points previously accumulated. However, all other points accumulated will not be reduced or eliminated.

Hokie Club Donors will receive priority points for the following activities:

- 2 points** for every \$100 cumulative giving to Virginia Tech Athletics
- 5 points** per consecutive* year of giving to the Hokie Scholarship Fund
- 3 points** per consecutive* year of purchasing season tickets (football, men's basketball, women's basketball and baseball)
- 1 point** per purchased season ticket (football, men's basketball, women's basketball and baseball) with a maximum of 16 points accumulated per sport, per year
- 1 point** per neutral site or postseason event with ticket(s) purchased (football, men's basketball and women's basketball)
- 5 points** per year of membership in the Student Hokie Club
- 50 points** for being a former Virginia Tech letterwinner (one-time bonus)

*The first points earned for consecutive years giving and tickets would be in a donor's second year contributing or purchasing tickets. Donors will not have technically given or purchased in consecutive years until they have occurred in back-to-back years.



OCT 01
HSF Renewals and Donor Guidebook Mailed



DEC 31
Year-end gift deadline to receive 2017 tax benefits

NEW in 2018
Deadline for inquiries concerning priority points to be submitted

- 1**
- 5**
- 5**

MAR 31 Hokie Scholarship Fund Benefits Deadline



MAY 2018 Lane Stadium Seating and Parking Selections (for those who wish to upgrade or need to re-select)



2018

APR 2018 Hokie Club Priority Point Statements mailed






JUN 30 Giving deadline for men's basketball

Carilion Clinic Court at Cassell Coliseum Seating Selections (for those who wish to upgrade or need to re-select)

AUG 2018

HOKIE SCHOLARSHIP FUND Benefits Chart: 2018-19

  	Hokie	Orange & Maroon	Bronze	Silver	Golden	Platinum	Diamond	Hokie Stone	Hokie Scholar	Hokie Ambassador
	\$100-\$249	\$250-\$549	\$550-\$1,199	\$1,200-\$2,499	\$2,500-\$4,999	\$5,000-\$9,999	\$10,000-\$14,999	\$15,000-\$26,259	\$26,260-\$44,883	\$44,884+
Pride and satisfaction in helping to fund Student-Athlete Scholarships	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Name Recognition on hokieclub.com	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Annual Membership Package	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Subscription to Inside Hokie Sports	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Hokie Club Store 10% Discount	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Opportunity to purchase priority seating for football and men's basketball	▲	▲	▲	▲	▲	▲	▲	▼	▼	▼
Opportunity to purchase away game football tickets†	†	†	▲	▲	▲	▲	▲	▼	▼	▼
Opportunity to purchase postseason/neutral site tickets including ACC Championships (men's and women's basketball, and football)†	†	†	▲	▲	▲	▲	▲	▼	▼	▼
Opportunity to receive a parking pass for men's basketball†	†	▲	▲	▲	▲	▲	▲	▼	▼	▼
Opportunity to purchase a parking pass for football†	†	†	▲	▲	▲	▲	▲	▼	▼	▼
Men's Basketball Season Parking Pass Limit†	†	†	1	1	1	1	1	1	2	2
Men's Basketball Season Tickets Priority Ticket Limit in 2017 Reseating†	4	4	4	4	6	6	6	8	10	12
Football Parking Zone Eligibility	C	C	B	B	A	A	A	A	A	A
Football Season Parking Pass Limit†	1	1	1	1	1	1	1	Zone A - 1 Zone B - 1	Zone A - 2 Zone B - 1	Zone A - 2 Zone B - 2
Football Season Ticket Priority Ticket Limit in 2017 Reseating†	4	4	4	4	6	8	10	12	14	16
Bowman Room Access for Football		▲	▲	▲	▲	▲	▲	▼	▼	▼
Bowman Room Access for men's basketball‡				▲	▲	▲	▲	▼	▼	▼
Olympic Sport Event Invitation					▲	▲	▲	▼	▼	▼
Football and Men's Basketball Complimentary Printed Media Guide						▲	▲	▼	▼	▼
Exclusive football Pregame Experience							▲	▼	▼	▼
Priority for single game, away game, miniplan, neutral site, and postseason tickets								3rd	2nd	1st
Invitation to Annual Scholarship Dinner									▼	▼
Exclusive Travel Opportunities									▼	▼
Fully Funds an In-State Student-Athlete Scholarship									▼	▼
Exclusive Hokie VIP Experience										▼
Fully Funds an Out-of-State Student-Athlete Scholarship										▼

†Based upon availability and allocated based on priority points
‡Subject to change based upon renovations in the Bowman Room

Annual giving levels that qualify for multiple parking passes may choose to group passes in a Zone B parking lot (spots will not be reserved).
Example: an Ambassador can choose to select 4 passes in Zone B Lot 8, but the donor will then not be able to select any reserved spaces in Zone A.

FOOTBALL Scholarship Seating

The minimum per-seat Hokie Scholarship Fund annual gift requirements for scholarship seating at Lane Stadium are noted in the stadium map key. Seating for season tickets in football will be based upon your Hokie Club Priority Points and making (at least) the minimum gift annually for your scholarship seat locations.

Renewing Your Same Seats in 2018

In non-reseating years, donors will have the first right of refusal to renew their same seats each year (until the next scheduled reseating in 2020) as long as they maintain the minimum gift requirement (prior to March 31, 2018) for the seat locations in subsequent years. However, should a donor choose not to make the annual per-seat minimum gift required to renew those seats, they will be asked to reselect seat locations for the upcoming season.

Opportunity to Improve Seat Locations

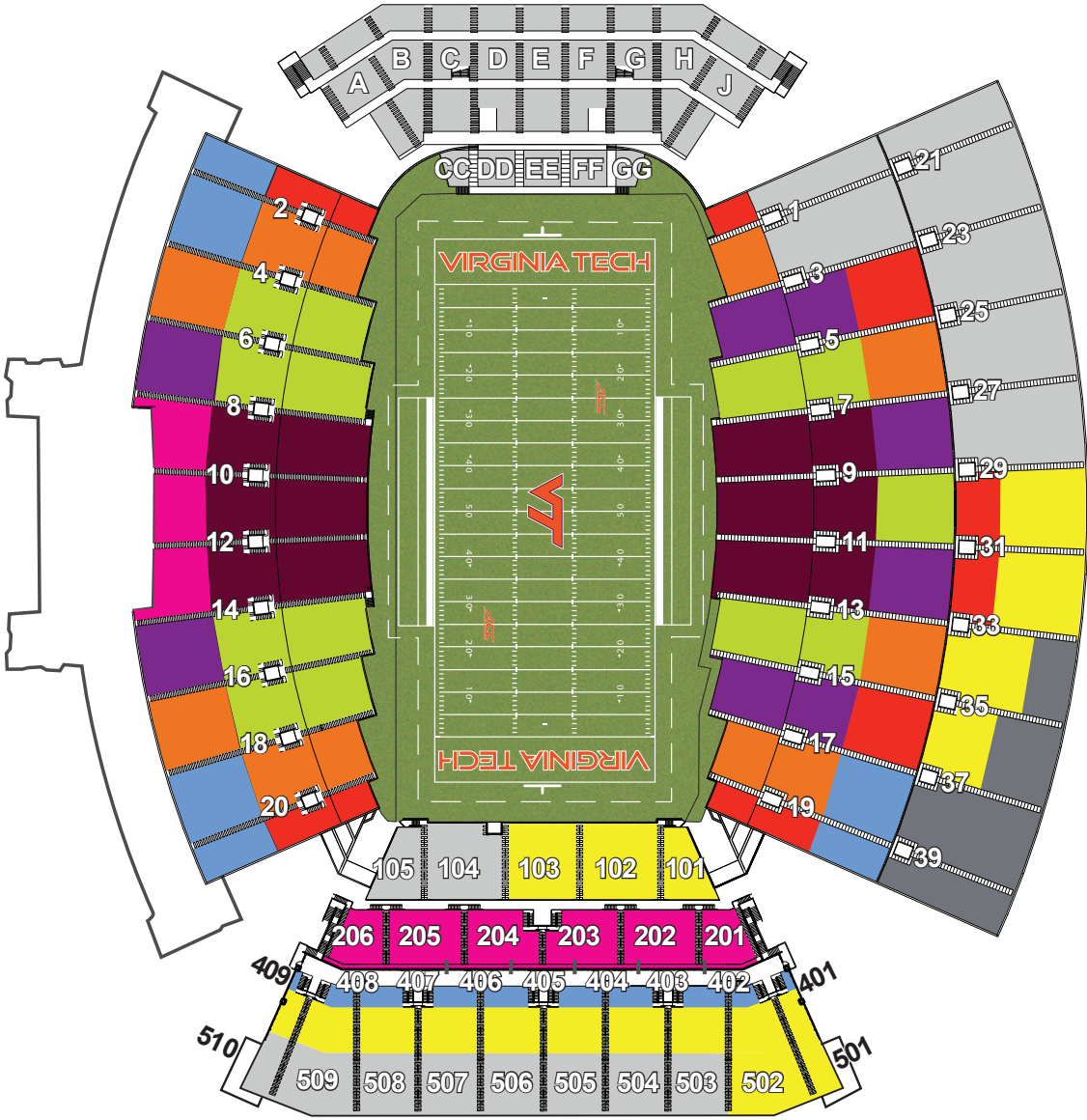
Donors have the opportunity to improve their seat locations via the Hokie Club Priority Point Program and the annual Ballena seat selection/renewal process. This option is available if a donor desires, but it is not mandatory as long as the per-seat gift minimums have been met prior to March 31 for the seat locations you are renewing from the previous season.

Transfer Policy

All benefits related to donations and tickets (including Hokie Club Priority Points) can be transferred only to a spouse. Similar to previous years, no other entities will qualify for a transfer of donor or ticket benefits.

Donor ADA Seating

Donors who require special assistance are urged to make all ticket arrangements well in advance by contacting the Athletics Ticket Office at (540) 231-6731 or 1-800-VA TECH-4 (800-828-3244).



HOKIE SCHOLARSHIP FUND Annual Gift Amount(s)

- ▲ \$800 Per Seat Minimum Gift
- ▲ \$600 Per Seat Minimum Gift
- ▲ \$350 Per Seat Minimum Gift
- ▲ \$200 Per Seat Minimum Gift
- ▲ \$100 Per Seat Minimum Gift
- ▲ \$50 Per Seat Minimum Gift
- ▲ General Public
\$0 Per Seat Gift Required
- ▲ Club Seat Areas
See Page 14 for more detail
- ▲ Students
- ▲ Visiting Team

FOOTBALL Parking

New Parking Orders in 2018

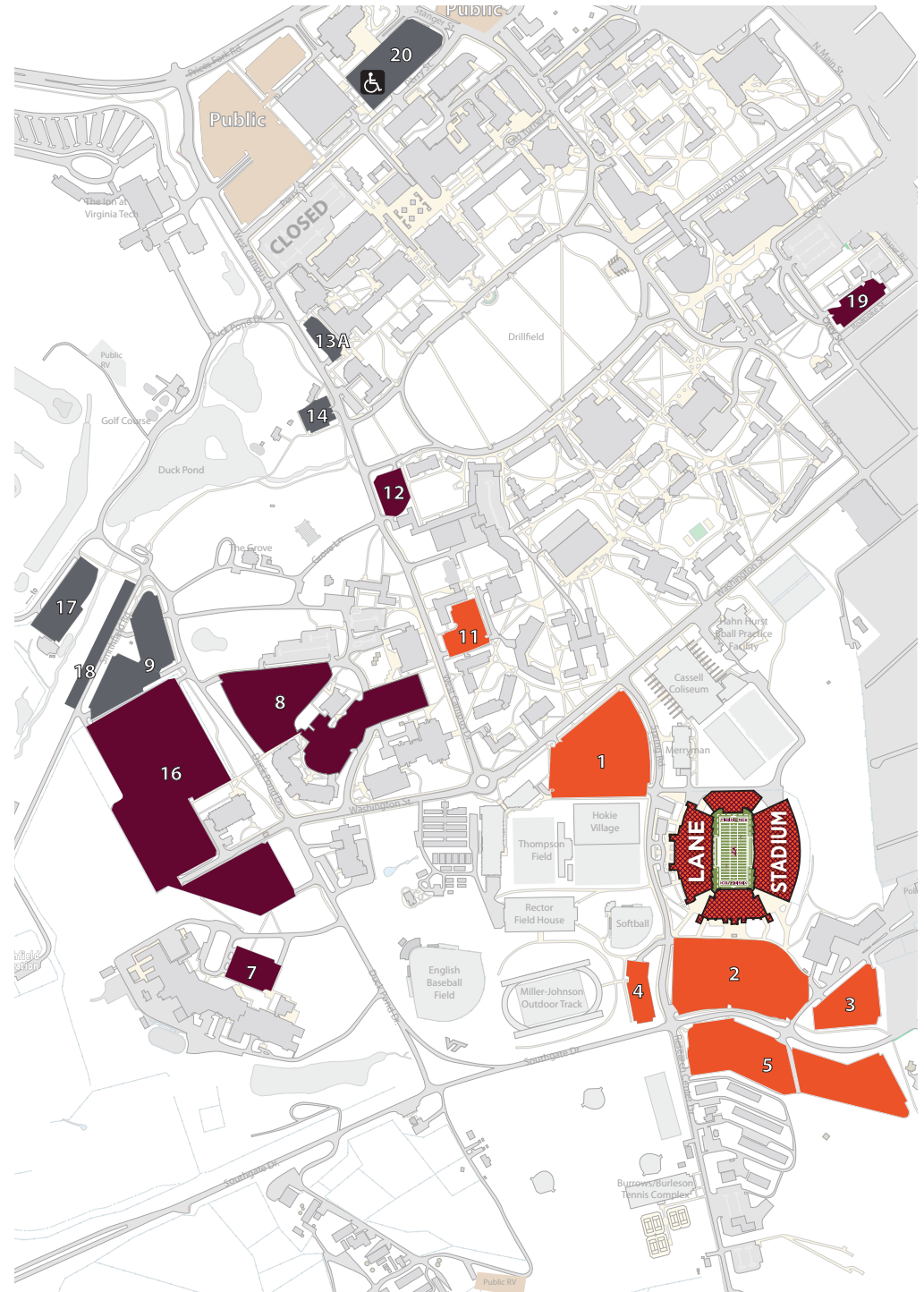
Hokie Club parking selections for 2018 will be based upon a donor's priority points (as of March 31, 2018), with their Hokie Scholarship Fund annual giving level determining eligibility of location and number of spots (please see Hokie Scholarship Fund Benefits Chart).

Keeping Your Same Parking in 2018

Donors have the first right of refusal to renew their same parking space(s) or lot for the 2018 season IF their giving level is maintained or increased (until the next reseating/re-parking occurs in 2020). There will be an opportunity to relocate parking locations during non-reseating years if a donor desires, but it is not mandatory. *However, should a donor's Hokie Scholarship Fund giving level decrease, they will be asked to re-select parking for the upcoming season.*

Donor ADA Parking

For qualifying Hokie Scholarship Fund donors, an ADA season parking pass may be purchased (based on availability) in Lots 1, 2, 3 and 5 near Lane Stadium. Due to demand, ADA parking requests are filled via Hokie Club Priority Point standing. Due to increased demand for ADA accommodations, a copy of your current disabled parking placard ID card displaying your name and motor vehicle assigned number is due at the time of your order.



- **Zone A Parking**
(Hokie Scholarship Fund minimum annual gift of \$2,500 to be eligible)
Parking Lots 1, 2, 3, 4, 5, 11
- **Zone B Parking**
(Hokie Scholarship Fund minimum annual gift of \$550 to be eligible)
Parking Lots 7, 8, 12, 16, 19
- **Zone C Parking**
Parking Lots 9, 13A, 14, 17, 18, 20
- Lot 20 (shuttle provided)

*Note: Parking lots reflect 2017 football season donor lots. Lots are subject to change for the 2018 season due to ongoing construction on the Virginia Tech campus.

PREMIUM SEATING Options for 2018



Stadium West Side Suites



Stadium South End Zone Suites



Stadium West Side Outdoor Club



Stadium West Side Indoor Club

Premium seating at Virginia Tech is a great way to take a leadership role in support of Virginia Tech Athletics while sitting in the best seats Lane Stadium and Carilion Clinic Court at Cassell Coliseum have to offer. Premium seating per-seat gift minimums are **in addition to any per-seat minimum gifts and season ticket costs associated with seating options in the stands for football and men's basketball**. For information, to be placed on a waiting list, or personal concierge assistance regarding premium seating in either venue, please contact us or visit us online at hokieclub.com/premiumseating, or contact Carly Northrup via email at carlyn@vt.edu or by phone at (540) 231-6618.

Lane Stadium: West Side Suites

(Sold Out in 2017)

Lane Stadium: South End Zone Suites

(Sold Out in 2017)

Lane Stadium: West Side Outdoor Club

▼ \$2,000 Total Per-seat Donation
(plus the cost of season tickets)

Lane Stadium: West Side Indoor Club

▼ \$2,000 Total Per-seat Donation
(plus the cost of season tickets)

Lane Stadium: South End Zone Club

▼ \$750 Total Per-seat Donation
(plus the cost of season tickets)

Lane Stadium: South End Touchdown Terrace

▼ \$500 Total Per-seat Donation
(plus the cost of season tickets)

Lane Stadium: South End Goal Line

▼ \$200 Total Per-seat Donation
(plus the cost of season tickets)

Courtside at Cassell

▼ Men's Basketball – \$20,000 Total
(plus the cost of season tickets)

▼ Women's Basketball – **Sold Out in 2017**

Baseball: Union Park at English Field

▼ Be on the lookout for information on baseball premium seating prior to the 2018 season

Note: Capital improvement or major gifts will not count toward a donor's annual Hokie Scholarship Fund giving level, but will be applied to their cumulative priority point total and are tax deductible.



Stadium South End Zone Club



Stadium South End Zone Touchdown Terrace



Courtside at Cassell

Men's Basketball SCHOLARSHIP SEATING and Parking

The minimum per-seat Hokie Scholarship Fund annual gift requirements for scholarship seating at Carilion Clinic Court at Cassell Coliseum are noted in the coliseum map key. Seating for season tickets in men's basketball will be based upon your Hokie Club Priority Points and making (at least) the minimum gift annually for your scholarship seat locations.

As in 2017, donors who wish to purchase season tickets to both football and men's basketball will only be required to make a single annual gift for seating, with the higher of the two per-seat gift requirements along with football parking determining the amount.

Renewing Your Same Seats in 2018

Donors will have the first right of refusal to renew their same seats each year (until the next scheduled reseating in 2020) as long as they maintain the minimum gift requirement for the seat locations in subsequent years. However, should a donor choose not to make the annual per-seat minimum gift required to renew those seats, he/she will be asked to re-select seat locations for the upcoming season.

Opportunity to Improve Seat Locations

Donors have the opportunity to improve their seat locations via the Hokie Club Priority Point Program and the annual Ballena seat selection/renewal process. This option is available if a donor desires, but it is not mandatory as long as the per-seat gift minimums have been met for the seat locations he/she is renewing from the previous season.

Transfer Policy

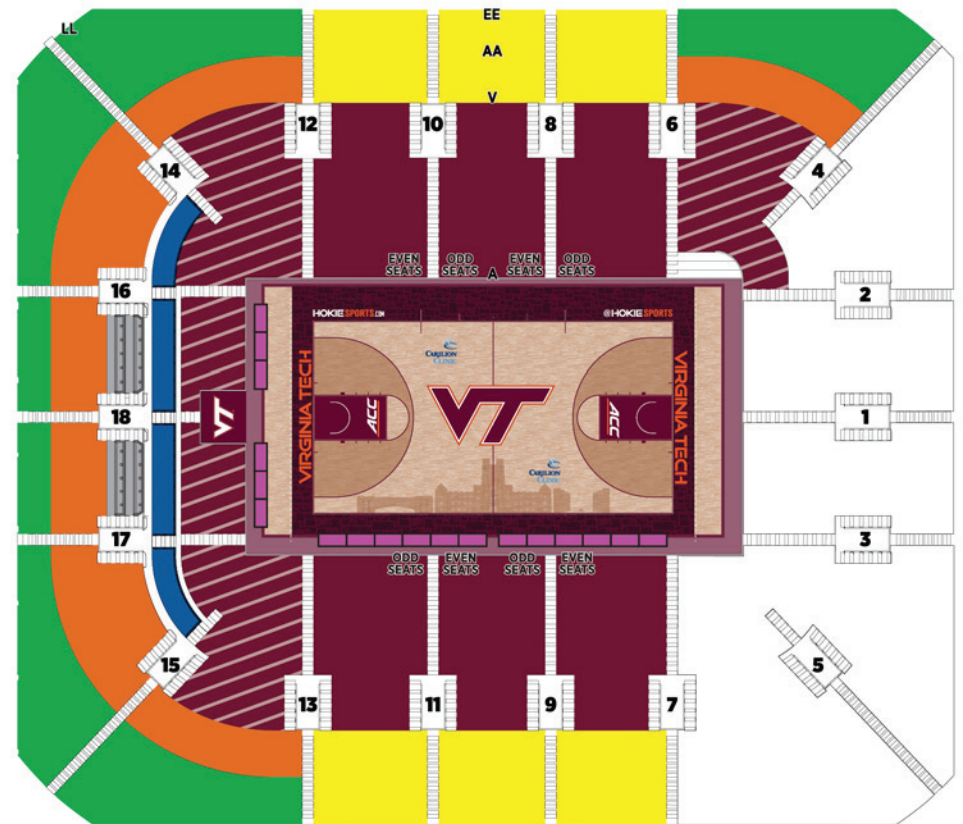
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Donor ADA Seating

Donors who require special assistance are urged to make all ticket arrangements well in advance by contacting the Athletics Ticket Office at (540) 231-6731 or 1-800-VA TECH-4 (800-828-3244).

Parking




Hokie Scholarship Fund priority parking assignments for 2018-19 will be based upon a donor's Hokie Club Priority Points with his/her giving level determining the number of spaces available for purchase. The donor's giving level and priority points used during the assignment process will be determined as of the June 30 men's basketball benefits deadline. Please see the Hokie Scholarship Fund Benefits Chart on page 11 for parking pass limits based upon giving level. Donors who are eligible to receive multiple parking passes for men's basketball must purchase a minimum of eight season tickets to receive two passes during the allocation process. Basketball season ticket holders will be assigned passes in Lots 1, 4, or 8 (if available). *(This varies from football, as donors will not be guaranteed the same lot they had for 2017).*



HOKIE SCHOLARSHIP FUND Annual Gift Amount(s)

-  **The Paint** – \$500 Per Seat Minimum Gift
-  **The Paint** – \$250 Per Seat Minimum Gift
-  **High Post** – \$400 Per Seat Minimum Gift
-  **Top of the Key** – \$100 Per Seat Minimum Gift
-  **Beyond the Arc** – \$0 Per Seat Minimum Gift



-  **Students**
-  **ADA**
-  **Media**

Please note that per-seat gift minimum requirements for Cassell Coliseum may be adjusted in the future depending on potential renovations.

Recent Graduate Program, Monogram Club, and Ways You Can Get Involved

The Hokie Scholarship Fund Recent Graduate Program: *For Hokies Who Never Stop Jumping!*

The Hokie Scholarship Fund Recent Graduate Program is the best way to remain involved with Virginia Tech Athletics and set recent graduates up for future benefits in purchasing tickets and enjoying game days in Blacksburg as an alum. For the first two years after graduation, recent graduates receive double the credit of any Hokie Scholarship Fund gift and 33 percent gift credit for any Hokie Scholarship Fund giving in the third and fourth years after graduation. Your gift to the Hokie Scholarship Fund goes directly toward providing individuals the same opportunity you had to receive a world-class education in one of the best college towns in the United States! For more information, please visit hokieclub.com/recent-graduate-program/ or call Andrew Bauschelt at (540) 231-9724 or email ambausch@vt.edu.

Monogram Club

The Virginia Tech Monogram Club is a membership organization that seeks to honor and engage former and current letterwinners through networking and fellowship events while celebrating and promoting the value of the Virginia Tech student-athlete experience. If you are a former student-athlete, please visit <http://monogram.hokiesports.com> for more information and get connected today!



Special Projects

Support for the projects listed below is sincerely appreciated by Virginia Tech coaches and student-athletes and do benefit the overall Department of Intercollegiate Athletics.

Gifts to these programs are above and beyond gifts to the Hokie Scholarship Fund and add to donors' cumulative priority point totals, but they do not count as an annual scholarship fund donation and do not offer donors the benefits detailed on the Hokie Scholarship Fund Benefits Chart, including priority season ticket and parking benefits.

Funds given to these projects are used at the discretion of the head coach and the director of athletics. Specific projects include:

- ▶ **Dugout Club** (Baseball)
- ▶ **Dugout Club** (Softball)
- ▶ **Round Ball Club** (Men's Basketball)
- ▶ **Hardwood Club** (Women's Basketball)
- ▶ **Hackin' Hokies** (Men's Golf)
- ▶ **Other Golf Outings**
- ▶ **Hokie Crease Club** (Lacrosse)
- ▶ **H₂Okies** (Swimming)
- ▶ **Other Sport Specific Giving**

Hokie Scholarship Fund Volunteer Opportunities

Getting involved in local Hokie Clubs or becoming a Hokie Representative is a great way for donors to stay involved with Virginia Tech Athletics. For more information regarding Hokie Scholarship Fund Volunteer Opportunities, please visit us online at hokieclub.com, or contact Terry Bolt via email at tbolt@vt.edu or by phone at (540) 231-3994.

JILL LYTLE WILSON
Volleyball Head Coach

“

Thank you to all the Hokie Club members for providing our student-athletes the life-changing opportunity to earn a degree and represent Virginia Tech on the court. During their times here, they are not only learning in the classroom, but also using the lessons in sports to prepare to be future CEOs. Thanks to you, our student-athletes are honored to be part of the incredible Hokie family for life!

Jill Wilson

”





Ways to GIVE Online through your VicTory Account

Visit hokieclub.com and click “Give Now” in the upper right-hand corner. From there, you will be directed to the DonorNet site that will prompt you to enter your VicTory Account information to sign in. If you have not set up your VicTory Account, please visit hokieclub.com/give-hokie-club-online for step-by-step instructions that will assist you. Online contributions can be made via MasterCard, Visa, Discover, or American Express credit cards.

Check

Mail a check, payable to “VTAF” to the VTAF Office at P.O. Box 10307, Blacksburg, VA 24062. Checks must be received in the office **prior** to March 31, 2018.

Mail in a Hokie Scholarship Fund Contribution Form

Mail in a Hokie Scholarship Fund Contribution Form along with your payment information. Gifts can be made via credit card or check.

HokieMatic

(Electronic Funds Transfer and Payroll Deduction)

The HokieMatic electronic transfer option allows the donor to have his or her annual donation drafted with even payments on a monthly basis from a specified banking

account; either checking or savings accounts are acceptable. Drafts will occur automatically on either the 15th or 30th of each month as specified by the member. The Hokie Scholarship Fund will automatically renew the donor’s HokieMatic donations each year until directed otherwise by the donor.

Matching Gifts

You may be able to increase your level of giving by matching your gift with matching funds from your employer. If your employer will match gifts to the Virginia Tech Athletic Fund, please enclose your employer’s form with your contribution. Also, please note that matching gifts must be received by the Hokie Club office **prior** to March 31, 2018.

Gifts-In-Kind

Donated items or services that would normally be purchased by the Virginia Tech Athletics Department are considered gifts-in-kind and are always appreciated. Subject to approval and IRS regulations, the value of the contribution would be credited to your cumulative giving amount.

NOTE: *Gift-In-Kind Donations will not qualify for Hokie Scholarship Seating contributions.*

Gifts of Securities

Stocks, bonds, mutual funds, etc. are accepted and appreciated by the Virginia Tech Athletic Fund. These gifts typically involve publicly traded shares, such as those traded on the major exchanges and over the counter, as well as most mutual funds. Gifts of privately held stock, though more complex, are also possible.

Supporting Virginia Tech with a gift of securities can provide significant tax benefits for the donor, bypassing capital gains taxes and providing a valuable income tax deduction—both of which effectively reduce the cost of making a gift.

Planned/Estate Gifts

Gifts in the form of life income gifts (charitable remainder trust, charitable gift annuity), charitable lead trusts, and/or bequests are common ways to state your intentions of leaving a future gift to Virginia Tech Athletics while receiving substantial income, estate, and gift tax benefits now.

Donor Advised Funds, Private Foundations & IRAs

Please note the Virginia Tech Athletic Fund and Virginia Tech Foundation cannot accept contributions subject to the 80 percent rule from any private foundation, donor advised fund, or IRA rollover. Contributions from those sources may only be applied to a gift that is 100 percent tax deductible. Please consult your tax advisor for more information.

Frequently Asked QUESTIONS

How can I make my gift online?

To make your gift online, you will want to go to hokieclub.donornetpac.com and log in to your VicTory Account. The VicTory Account was introduced in November 2016 and allows Hokie Club members to manage their giving and track their real-time priority point ranking. To set up your VicTory Account, please visit hokieclub.com.

How can I keep my seats and parking the same for 2018?

It's easy! For scholarship seating, all you have to do is maintain the minimum per-seat gift requirement for your seat location to retain your seats until the next reseating. However, for parking, **you must maintain your annual giving level** to keep your same parking

space. For example, if you gave at the Platinum level in 2017, you would be asked to give at that level again to retain your parking space even if your per-seat gift requirements are less than the Platinum level. Otherwise, you could retain your seats, but you would be asked to re-select your parking.

I am already a Hokie Club member. How am I impacting the "Drive for 25"?

As a current Hokie Club member, your support is vital, as we continue to reach for excellence in supporting Hokie student-athletes. In renewing your gift to the Hokie Scholarship Fund by March 31, 2018, you are committed to being a part of our membership as we continue to Drive for 25,000 Hokie Club members. It will take all of Hokie Nation — both new members and renewed supporters — to reach our goal!

If I choose to give to a specific sport, am I still considered a Hokie Club member?

Yes! Sport-specific gifts are sincerely appreciated by Virginia Tech coaches and student-athletes and count toward being a Hokie Club member! Any sport-specific giving is above and beyond gifts to the Hokie Scholarship Fund and adds to a donor's cumulative priority point total. **However**, sport-specific gifts do not count as a Hokie Scholarship Fund gift and do not offer donors the benefits, including priority season ticket and parking benefits. To activate your Hokie Club Priority Points and be ranked for priority seat selection and parking for football and men's basketball, a minimum gift of \$100 to the Hokie Scholarship Fund is required by March 31, 2018.

Donor Agreement

Donors to the Virginia Tech Athletic Fund adhere to and abide by the rules and regulations concerning intercollegiate athletics as determined by the NCAA, the Atlantic Coast Conference, and Virginia Tech. Should questions arise concerning the various rules and regulations, donors acknowledge they should contact the Virginia Tech Athletic Compliance Office at (540) 231-2696. Donors agree that should they be found by the NCAA or the university to have violated, knowingly or without regard for the same, rules or regulations, they may be disassociated from the university, athletics program, and its activities. Donors can be expelled as a member of the Hokie Scholarship Fund and will forfeit all benefits and privileges (including the right to receive priority season tickets and parking at specified athletic events) until the end of the period of disassociation and subsequent reinstatement by the Hokie Scholarship Fund.

Tax Information

All contributions to the Virginia Tech Athletic Fund are considered gifts to Virginia Tech and are credited at full value for the purposes of the donor's gift record at the Virginia Tech Foundation. Any contribution that entitles the donor to benefits is 80 percent deductible for income tax purposes, according to IRS Code Section 170(l). In addition, the IRS has ruled the 80 percent portion of your contribution is only tax deductible to the extent it exceeds the value of any additional benefits received. The Virginia Tech Foundation will issue a tax receipt to individuals who make a contribution to the Virginia Tech Athletic Fund. We recommend you consult your tax advisor to determine how the tax laws may affect you.

Waiver of Benefits

For a gift to be 100 percent tax deductible, you must decline your right to receive any benefits at the time you make your contribution. To decline your right to receive benefits, contact the Virginia Tech Athletic Fund at (540) 231-6618.



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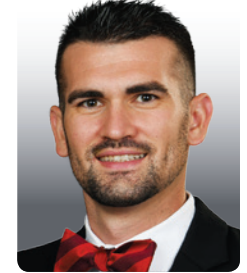
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ACC
2004
2007
2008
2010
Medical School
in Blacksburg
VT.COM.VT.EDU

Quicken Loans
hokiesports.com

ACC
NETWORK

RAYCOM
2010

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2007
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2010

20 30 40 50 60 70 80 90
VT
ACC
20 30 40 50 60 70 80 90
GATORADE
VT.COM.VT.EDU

REACH FOR
EXCELLENCE



Excellence –
to rise up; surpass



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