

HOKIE NATION,

The 2019-20 competition year has started for Virginia Tech Athletics, and as I – along with all of you – look forward to building upon the positive momentum, I first want to thank you all for your generous support of our student-athletes and coaching staffs during the past giving year.

In 2018-19, you helped us raise \$45.5 million into the Hokie Club. Approximately \$15 million of that total went to our Hokie Scholarship Fund, which pays for tuition, books, fees and meal plans of our student-athletes, many which are first generation college students.

In looking ahead and preparing for the future both next year and years down the road, I am encouraging all of you, your families, and your friends to do two things – join the Hokie Club and attend athletics competitions. Why? Because those two things help us WIN and recruit!

In 2016, we set a goal to increase our Hokie Club membership to 25,000 members, and with our "Drive for 25" campaign, we are well on our way. Your membership in the Hokie Club and subsequent contribution enables us to bring the most talented student-athletes to our campus, which is vital toward moving our sports to elite levels. You benefit, too, as Hokie Club members receive both ticketing and parking privileges that are based on loyalty and generosity.

Finally, we encourage your attendance at our events. Our student-athletes work hard every day in the classroom, within the community, at practice, and on gameday, and they need and deserve our support. You make a difference between winning and losing! Your support is heard, felt, and most importantly, appreciated.

As we look ahead, both to 2020 and beyond, our goals as an athletics department remain uncompromising – to win championships and to provide the most positive student-athlete experience possible. Your ongoing support is critical toward helping us with our mission.

The 2020-21 Investment Guide is designed to educate on how you, your family members, and your friends can invest in Virginia Tech Athletics. This is the single biggest way that you can impact our present and shape our future.

If any questions arise as you read through the 2020-21 Investment Guide, please do not hesitate to contact a member of our team.

Thank you again, and "Go Hokies!"

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TO LEARN MORE OR TO MAKE A CONTRIBUTION, VISIT HOKIECLUB.COM

OR CALL 540-231-6618



The principle mission of the Hokie Club is to provide financial support for scholarships for Virginia Tech student-athletes. 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 to an elite, national level.



DOES MY GIFT MAKE A DIFFERENCE?

Yes! As we continue to "Reach for Excellence," your contribution to the Hokie Club is the single best way you can help us continue our positive momentum.



HOW DO I BECOME A MEMBER OF THE HOKIE CLUB?

It's easy! An individual membership is available for only \$25 annually.



WHERE DOES THE MONEY GO WHEN I MAKE A DONATION?

Contributing to Virginia Tech Athletics supports different areas that enhance the student-athlete experience, including scholarship and educational support, leadership development, and student-athlete wellness.



ARE HOKIE CLUB DONATIONS TAX DEDUCTIBLE?

Non-seat related contributions, including gifts to capital projects, endowments and Hokie Scholarship Fund gifts that exceed your minimum seat requirement, are considered a charitable donation to a non-profit 501(c)(3) organization. Please consult a tax advisor on the deductibility of your gift(s).



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CONTACT US

HOKIE CLUB

Phone: (540) 231-6618 · Email: hokieclub@vt.edu · Website: hokieclub.com Mailing Address: Virginia Tech Athletic Fund · P.O. Box 10307 Blacksburg, VA 24062-0307

TICKET OFFICE

Phone: (540) 231-6731 or (800) 828-3244 · Email: hokietix@vt.edu Website: hokiesports.com/tickets

ATHLETICS DEPARTMENT

Phone: (540) 231-9984 · Website: hokiesports.com





STRENGTH IN NUMBERS

550 STUDENT-ATHLETES 25 ALL-AMERICANS 16,197 HOKIE CLUB MEMBERS

18 OF 22 TEAMS
OR GREATER

4,200 HOURS OF COMMUNITY OUTREACH BY STUDENT-ATHLETES

OF TEAMS PARTICIPATED IN A CAPEER GAME PLAN

THE COST OF EXCELLENCE

2017-18 JUSTIN BIBBS

Tuition	\$28,273.00
Fees	\$2,741.00
Tuition & Fees	\$31,014.00
Room & Board	\$8,960.00
COA Gap	\$4,110.00
Books	\$800.00
Total	\$44,884.00

2018-19 REGAN MAGARITY

luition	\$29,104.00
Fees	\$2,804.00
Tuition & Fees	\$31,908.00
Room & Board	\$9,219.00
COA Gap	\$4,290.00
Books	\$800.00
Total	\$46,217.00

2019-20 DAX HOLLIFIELD

Tuition	\$29,960.00
Fees	\$2,875.00
Tuition & Fees	\$32,835.00
Room & Board	\$9,906.00
COA Gap	\$4,270.00
Books	\$800.00
Total	\$47,811.00



DRIVE FOR 25

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



The Drive for 25 began as a rallying cry for all Hokies to support the efforts of Hokie student-athletes. The 2019 Drive for 25 Blitz was a success because of all of you. The 2.5-day event brought in more than 3,100 gifts, including gifts from 1,900 new members and 366 former student-athletes, and it raised more than \$800,000 for Virginia Tech student-athletes and sport programs.

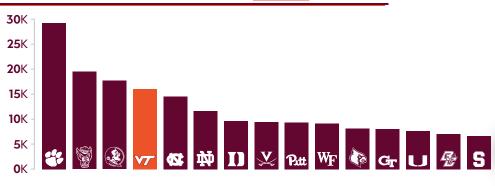
Ineed to start by saying that I feel privileged and honored to be part of the Hokie family and the Hokie Nation. There are no words to describe how much everyone on the swimming and diving team feels about how successful the Drive for 25 was for the team and for the whole athletic department. I always tell the team that we cannot ever take for granted having this opportunity to be part of Virginia Tech and be able to represent Hokie Nation. I believe it is a privilege, not a right, to be a coach, a student-athlete, a trainer, and an administrator and to

be able to represent at the highest level our home Virginia Tech. Events like the Drive for 25 Blitz show us how valuable it is to be a Hokie and most importantly how much our alumni, our parents, our faculty/staff and our friends of Virginia Tech pride themselves on being a HOKIE. Thank you!

- SERGIO LOPEZ MIRO

HEAD COACH · VIRGINIA TECH SWIMMING AND DIVING

TOTAL DONORS IN THE ACC (2018-19)



METHODS OF GIVING

ONLINE

Visit hokieclub.com to log-in and make a gift.

MAIL

Mail in a Hokie Scholarship Fund renewal form along with your payment information, either check or credit card. If paying by check, make payable to "VTAF." Please include your Hokie Club account number on the memo line if you are a current donor and your current mailing address.

HOKIEMATIC

Set up an electronic transfer option to have your annual donation drafted in even payments on a monthly basis from your specified banking account. Payments will continue until directed otherwise.

MATCHING GIFTS

Increase your level of giving by matching your gift with charitable contributions from your employer. Please note, with recent tax law changes, your company's matching gift program may no longer match gifts that allow for ticket benefits. Please consult with your employer for more information.

GIFTS OF SECURITIES

Stocks, bonds, mutual funds, etc. These gifts typically involve publicly traded shares as well as most mutual funds. Gifts of privately held stock are also possible. Supporting Virginia Tech with a gift of securities can provide significant tax benefits. Contact the Virginia Tech Foundation at 540-231-2861.

PLANNED OR REAL ESTATE GIFTS

Life income gifts, charitable lead trusts and/or bequests are common ways to state your intention of leaving a future gift for Virginia Tech Athletics while receiving immediate tax benefits.

DONOR-ADVISED FUNDS, PRIVATE FOUNDATIONS AND IRAs

Donor-advised funds, private foundations, and IRAs are accepted, but cannot be used to benefit your Hokie Club membership level. Please consult your tax advisor for more information.

TO LEARN MORE OR TO MAKE A CONTRIBUTION, VISIT **HOKIECLUB.COM** OR CALL **540-231-6618**



2020-21 INVESTMENT GUIDE **VIRGINIA TECH HOKIES**

IMPORTANT DATES

2020 football season

tickets on sale

DECEMBER DECEMBER 31, MARCH 31, 2019 2020

Year-end giving deadline to

receive 2019 tax benefits

(per IRS regulations)

Hokie Scholarship Fund priority gift deadline and the 2020 football season ticket deadline

APRIL 2020

Football season ticket members notified of reseating and parking selection time

Football reseating and parking selection for 2020 begins

ORANGE &

SPRING 2020

Men's and women's basketball season tickets are on sale

FALL -2020-

Basketball reseating

for 2020-21 begins

Baseball tickets are on sale

HOKIE

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HOKIE

WINTER 2020

HOKIF SCHOLARSHIP FUND PLEASE NOTE

THE NEW GIFT	UODDLLK	HUNIL	MAROON	DIVONAL	OILVLIN	UULDLN	ILATINUM	DIAMONU	STONE	SCHOLAR	AMBASSADOR
BENEFITS CHART (2020-21) THE NEW GIFT AMOUNTS	\$25-\$99	\$100-\$274	\$275-\$624	\$625-\$1,349 Books for full year	\$1,350-\$2,749 One semester- Cost of attendance	\$2,750-\$5,499 Meal plan for full year	\$5,500- \$10,999 Room for full year	\$11,000- \$16,499 In-State Tuition	\$16,500- \$27,886 One Semester Out-of-State Tuition & Fees	\$27,887- \$47,810 Full In-State Scholarship	\$47,811+ Full Out-of-State Scholarship
Pride and satisfaction in helping to fund Student-Athlete Scholarships		A									
Name Recognition on hokieclub.com											
Annual Membership Package											
Opportunity to purchase priority seating for football and men's basketball											
Subscription to Inside Hokie Sports		A									
Football Season Ticket Priority Ticket Limit in 2020 Reseating [†]	2	4	4	4	4	6	8	10	12	14	16
Opportunity to purchase away game football tickets [†]	A	A									
Opportunity to purchase a parking pass for football [†]	A	A	A								
Football Parking Zone Eligibility	C	C	C	В	В	A	A	A	A	A	A
Football Season Parking Pass Limit [†]	1	1	1	1	1	1	1	1	ZONE A-2	ZONE A-3	ZONE A-4
Men's Basketball Season Ticket Priority Ticket Limit in 2020 Reseating [†]	2	4	4	4	4	6	6	6	8	10	12
Opportunity to purchase postseason/neutral site tickets including ACC Championships (baseball, men's and women's †	A	A	A								
Priority access for single game, away game, mini-plan, neutral site, and postseason tickets [†]											
Premier Hokie Club Gift											
Olympic Sport Event Invitation											
Exclusive Pregame Experience											
Enter Sandman Tunnel Experience											
Invitation to Annual Scholarship Dinner											
Exclusive Travel Opportunities											
Exclusive Hokie VIP Experience											

[†]Based upon availability and allocated based on priority points

HOKIE SCHOLARSHIP **FUND SEATING AND** PARKING SELECTION **PROCESS**

All donors who wish to be eligible for benefits are asked to make their gifts to the Hokie Scholarship Fund by the March 31 giving deadline. Donors will then be ranked based upon their priority points for a complete reseating of Lane Stadium, occurring in May 2020, and Cassell Coliseum, occuring in Fall 2020.

SIMPLE STEPS

Determine your desired giving level and/or preferred seat location and give to the Hokie Scholarship Fund by the March 31 deadline.

Place your season ticket and parking pass orders for football and/or men's basketball by the deadlines.

Receive your seat and parking selection appointment via mail and/or email.

Log on to the website at your assigned selection time and select your seats and parking location. If necessary, any additional balance will be due at the time of your selection based on the seats and parking location you choose.

Receive your tickets/parking and cheer on your Hokies!

YOUR PER-SEAT DONATION FOR FOOTBALL SEASON TICKETS

YOUR PER-SEAT DONATION FOR **BASKETBALL SEASON TICKETS**

YOUR DONATION TO BE ELIGIBLE TO PARK IN DESIRED FOOTBALL



BENEFIT ALLOCATION PROCESS

For the 2020-21 athletics season, your priority point ranking will be calculated as of your giving history and current gift based on the March 31, 2020 deadline. Additionally, your 2020-21 benefits will be allocated based on your membership level as of the same deadline. Any additional contributions to the Hokie Scholarship Fund due to your individual selection of seat or parking location will not impact your annual membership level, but will impact your priority point ranking in future years.

Football parking locations will be based upon meeting the minimum gift requirement for the associated lots at the time of your selection. Men's basketball parking will be assigned based on priority points as of March 31, 2020.

HOW TO **ELIZABETH** KITLEY TRÉ **TURNER**

PRIORITY POINT SYSTEM

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. In the Hokie Club Priority Points Program, points accumulate over the lifetime of a donor.

PRIORITY

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*

PER PURCHASED SEASON TICKET WITH A MAXIMUM OF 16 POINTS ACCUMULATED PER SPORT, PER YEAR**

PER NEUTRAL SITE OR POSTSEASON EVENT TICKET PURCHASE**

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.

> *includes Football, Men's Basketball, Women's Basketball and Baseball

2020-21 INVESTMENT GUIDE VIRGINIA TECH HOKIES

HOKIE SCHOLARSHIP FUND FOOTBALL SEATING

Please reference the 2020 Hokie Scholarship Fund Benefits Chart (Page 6-7) to see the number of football season tickets a donor may purchase and/or select in priority locations for the 2020 reseating process. All per-seat gift amounts that were in effect between 2017-19 will stay the same.

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



FOOTBALL PARKING

Priority points, as of March 31, 2020, determine when Hokie Scholarship Fund donors select their parking locations. For the first time, donors will be able to upgrade their parking zone based on availability during their selection times. All parking pass allotments are described in the Hokie Scholarship Fund Benefits chart.

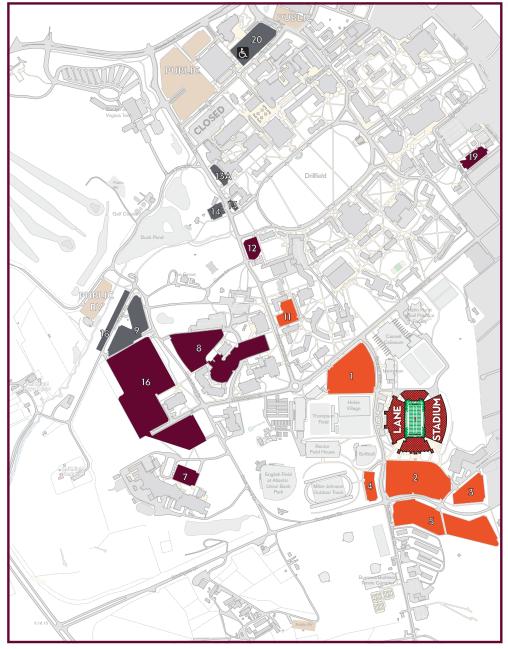
ZONE A PARKING

REQUIRES MINIMUM HSF
GIFT OF \$2,750 (GOLDEN)
TO BE ELIGIBLE

ZONE B PARKING
REQUIRES MINIMUM HSF
GIFT OF \$625 (BRONZE)
TO BE ELIGIBLE

REQUIRES MINIMUM HSF GIFT OF \$25 (GOBBLER) TO BE ELIGIBLE

Donor ADA parking is available, but also at high demand. For more details on how to obtain ADA season parking, please visit **hokiesports.com/2020**.



After parking selections are completed in 2020, donors will have the first right of refusal to renew their same parking space(s) or lot for future seasons IF their giving level is maintained or increased (prior to March 31) until the next reseat in 2023. 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.

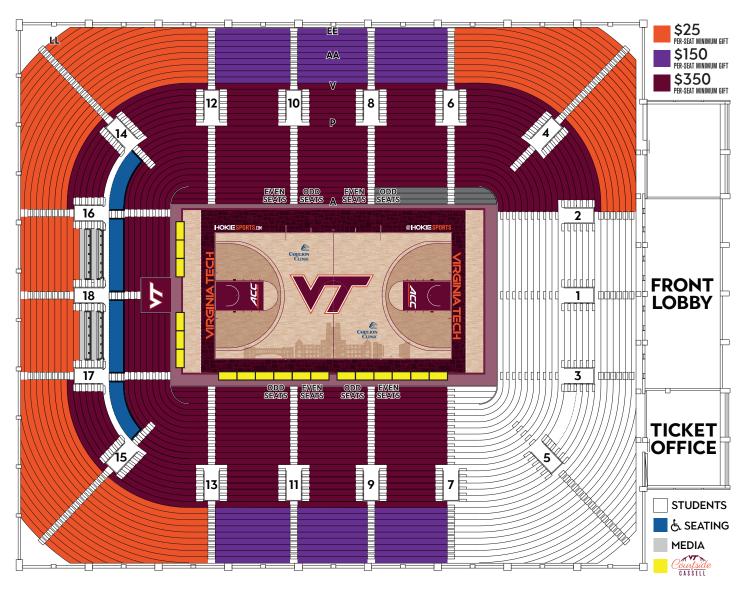
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2020-21 INVESTMENT GUIDE

HOKIE SCHOLARSHIP FUND MEN'S BASKETBALL SEATING

Please reference the 2020 Hokie Scholarship Fund Benefits Chart (Pages 6-7) to see the number of men's basketball season tickets a donor may purchase and/or select in priority locations for the 2020 reseating process.

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



FIRST RIGHT OF REFUSAL FOR SEATING

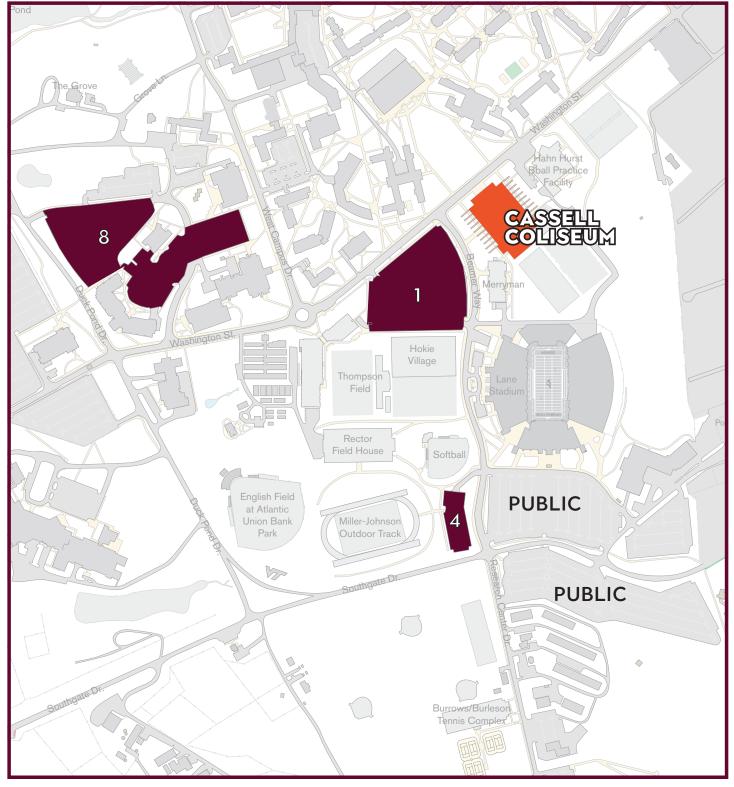
Once season ticket locations have been selected in 2020, donors will have the first right of refusal to renew their same seats until the next scheduled reseating (2023) as long as they maintain the minimum gift requirement for the seat locations in subsequent years. However, should a donor choose to not make the annual per seat minimum gift required to renew those seats, they will be asked to reselect those locations for the next season.

BASKETBALL PARKING

All men's basketball season ticket holders will receive a parking pass in either Lot 1, 4, or 8 for the season, and the pass will be assigned based on priority point rank as of March 31, 2020.

All women's basketball season ticket holders will receive a Lot 1 parking pass.

Donor ADA parking is available, but also at high demand. For more details on how to obtain ADA season parking, please visit **hokiesports.com/2020**.



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2020-21 INVESTMENT GUIDE

TICKETING

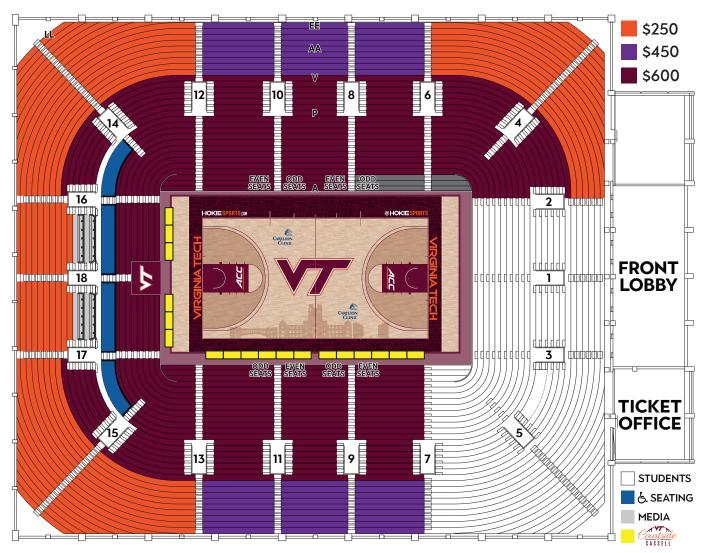
FOOTBALL

The 2020 football season will have a variety of season ticket prices, ranging from \$350 to \$450 per season ticket. All season ticket locations will require a contribution to the Hokie Scholarship Fund in the form of a per-seat gift.



MEN'S BASKETBALL

There will be multiple options for season tickets for the 2020-21 basketball season, ranging from \$250 to \$600 per season ticket.



Please note: Hokie Club donors who purchase both football and men's basketball season tickets will only be required to make a single annual gift, with the higher of the two per-seat gifts or parking determining the amount.

DURING THE INITIAL SEASON TICKET ORDERING PROCESS FOR FOOTBALL AND MEN'S BASKETBALL, ALL SEASON TICKETS WILL BE CHARGED THE LOWEST PRICE PER TICKET AT THE TIME OF PURCHASE. IF THE SEATS CHOSEN DURING THE SEAT SELECTION PROCESS ARE LOCATED IN A HIGHER PRICED ZONE, THE REMAINING BALANCE WILL BE DUE AT THAT TIME.

WOMEN'S BASKETBALL

Women's basketball season tickets are available in both reserved and general admission areas.

BASEBALL

Baseball season tickets are sold in the form of flex tickets. Flex tickets are able to be used in any sort of arrangement the ticket purchaser chooses.

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2020-21 INVESTMENT GUIDE VIRGINIA TECH HOKIES

2020-21 PREMIUM SEATING

Premium seating at Virginia Tech is a great way to support Virginia Tech Athletics while sitting in the best seats that Lane Stadium, Carilion Clinic Court at Cassell Coliseum and English Field at Atlantic Union Bank Park 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 regarding premium seating in any venue or to add yourself to a waiting list. contact the Hokie Club at (540) 231-6618.

WEST SIDE SUITES SOLD OUT

SOUTH END ZONE SUITES SOLD OUT

WEST SIDE OUTDOOR CLUB

\$2,000 total per-seat donation (plus the cost of season tickets)

WEST SIDE INDOOR CLUB

\$2,000 total per-seat donation (plus the cost of season tickets)

SOUTH END ZONE CLUB

\$750 total per-seat donation (plus the cost of season tickets)

SOUTH END ZONE TOUCHDOWN TERRACE

\$500 total per-seat donation (plus the cost of season tickets)

COURTSIDE AT CASSELL SOLD OUT

Men's Basketball Women's Basketball Wrestling

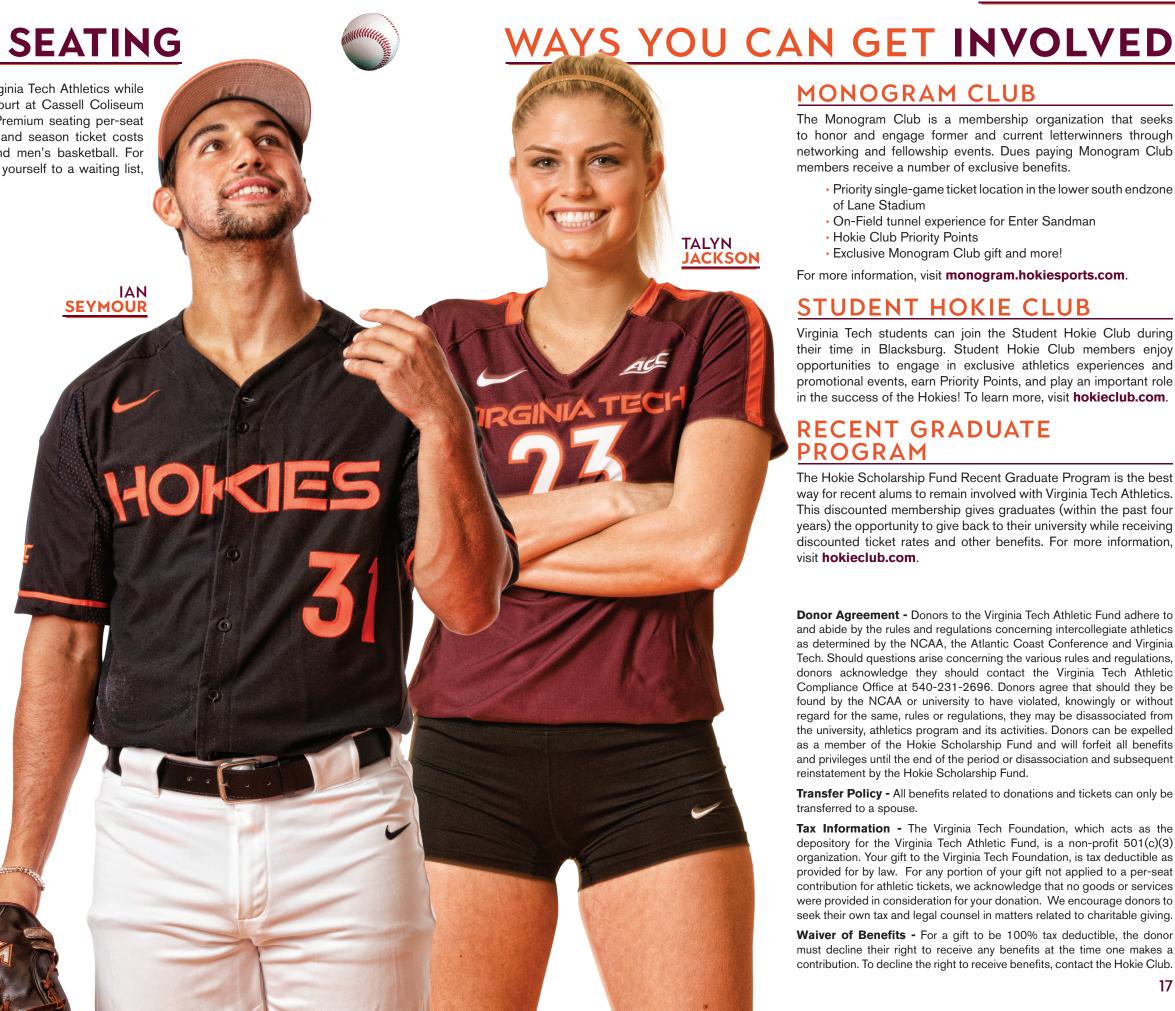
BASEBALL: ENGLISH FIELD AT ATLANTIC UNION BANK PARK SOLD OUT

Suites

Hospitality Tables

Note: 25 percent of the per-seat donation for premium seating will count toward a donor's annual Hokie Scholarship Fund giving level, but will not count toward a donor's per-seat minimum associated with other seating options in the stands for football and men's basketball.

TO VIEW PREMIUM SEATING **AMENITIES VISIT** HOKIESPORTS.COM/PREMIUMSEATING OR CALL 540-231-6618



MONOGRAM CLUB

The Monogram Club is a membership organization that seeks to honor and engage former and current letterwinners through networking and fellowship events. Dues paying Monogram Club members receive a number of exclusive benefits.

- · Priority single-game ticket location in the lower south endzone of Lane Stadium
- On-Field tunnel experience for Enter Sandman
- Hokie Club Priority Points
- Exclusive Monogram Club gift and more!

For more information, visit monogram.hokiesports.com.

STUDENT HOKIE CLUB

Virginia Tech students can join the Student Hokie Club during their time in Blacksburg. Student Hokie Club members enjoy opportunities to engage in exclusive athletics experiences and promotional events, earn Priority Points, and play an important role in the success of the Hokies! To learn more, visit hokieclub.com.

RECENT GRADUATE PROGRAM

The Hokie Scholarship Fund Recent Graduate Program is the best way for recent alums to remain involved with Virginia Tech Athletics. This discounted membership gives graduates (within the past four years) the opportunity to give back to their university while receiving discounted ticket rates and other benefits. For more information, visit hokieclub.com.

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 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 until the end of the period or disassociation and subsequent reinstatement by the Hokie Scholarship Fund.

Transfer Policy - All benefits related to donations and tickets can only be transferred to a spouse.

Tax Information - The Virginia Tech Foundation, which acts as the depository for the Virginia Tech Athletic Fund, is a non-profit 501(c)(3) organization. Your gift to the Virginia Tech Foundation, is tax deductible as provided for by law. For any portion of your gift not applied to a per-seat contribution for athletic tickets, we acknowledge that no goods or services were provided in consideration for your donation. We encourage donors to seek their own tax and legal counsel in matters related to charitable giving.

Waiver of Benefits - For a gift to be 100% tax deductible, the donor must decline their right to receive any benefits at the time one makes a contribution. To decline the right to receive benefits, contact the Hokie Club.

