



ANNUAL REPORT

FISCAL YEAR 2020-2021

JULY 1, 2020 - JUNE 30, 2021

To Our Donors



As was the case for many, the past year was uniquely challenging for the 12th Man Foundation and is reflected in our 2020-21 Annual Report.

Most notably, the impact of reduced capacity and fewer home athletics events resulted in a 56 percent loss in revenue associated with the 2020 football season.

Despite this adversity, the 12th Man Foundation and Texas A&M Athletics were able to navigate significant challenges because of the hard work and dedication of our staff and the overwhelming generosity from donors and season ticket holders. They answered the call during Texas A&M Athletics' moment of need, and we are incredibly grateful.

This extraordinary support was vital for the 12th Man Foundation to meet substantial financial commitments while continuing its mission of funding championship athletics, and it helped set the stage for Aggie student-athletes to be successful in competition and the classroom during unprecedented circumstances.

As we move past this difficult chapter in our history, many challenges still lay ahead. Alongside our partners in Texas A&M Athletics we will continue to set ambitious goals. To achieve these goals, support from 12th Man Foundation donors and season ticket holders will be paramount.

I hope you enjoy this interactive approach to our 2020-21 Annual Report which illustrates the considerable impact of donations and ticket purchases on the success of Aggie Athletics.

On behalf of the 12th Man Foundation staff, thank you to our donors and season ticket holders who make our shared vision of championship athletics at Texas A&M a reality.

Gig 'em!

A handwritten signature in dark ink, appearing to read "TD", enclosed within a stylized, hand-drawn oval shape.

Travis Dabney '96
President & CEO

A Year Unlike Any Other

2020

July

- » **July 23:** The 12th Man Foundation Board of Trustees approves a limited-time priority point bonus program for season ticket holders and donors.
- » **July 30:** The Southeastern Conference announces a 10-game, league-only football season.

August

- » **Aug. 19:** Texas A&M announces a reduced capacity, distanced seating plan for Kyle Field. After season ticket holders are given the option to opt in or out for the 2020 season, a complete reseating of Kyle Field to conform to the 25 percent capacity plan takes place.

September

- » **Sept. 15:** With the help of Chris Valletta '00, the 12th Man Foundation Board of Trustees provide funding for Mission face coverings as gifts to season ticket holders.
- » **Sept. 26:** Football hosts Vanderbilt in front of 24,073 fans at Kyle Field to open the 2020 season.

October

- » **Oct. 10:** Football comes from behind to upset No. 4 Florida, 41-38, in front of 24,709 fans at Kyle Field.

November

- » **Nov. 9:** Soccer wins third SEC regular-season championship.
- » **Nov. 28:** The 12th Man Foundation recognizes Rhonda and Frosty Gilliam Jr. '80 as recipients of the 2020 E. King Gill Award.

December

- » **Dec. 7:** Texas A&M-Ole Miss football game is postponed and ultimately canceled, resulting in an additional potential revenue loss of \$4.2 million. A&M hosted 4 home games in 2020 with an NCAA-leading average 24,876 fans.
- » **Dec. 14:** Aggie student-athletes record the best fall academic semester in school history (fall semester record 3.003 semester GPA and 3.039 cumulative GPA).

2021

January

- » **Jan. 3:** Football wins program's first Orange Bowl. A&M finishes 2020 season with a 9-1 record and fourth in the final Associated Press football poll representing the school's highest ranking since 1939.
- » **Jan. 16:** 18-year-old Athing Mu bursts onto the national scene setting the American U20 800m record in her collegiate debut.
- » **Jan. 22:** The 12th Man Foundation and Aggie Athletics unveil \$8.2 million Paup Pavilion, the new home for A&M Swimming & Diving.

February

- » **Feb. 24:** Texas A&M University raises \$4.25 billion in Lead by Example campaign which included more than \$700 million from 12th Man Foundation donors.
- » **Feb. 28:** Women's Basketball wins first-ever SEC regular season title.

March

- » **March 13:** Women's Track & Field finishes second at NCAA Indoors.
- » **March 26:** The 12th Man Foundation hosts donors for an MVP Speaker Series featuring Aggie football staff members.

April

- » **April 14:** New Young Alumni membership level is launched.
- » **April 17:** The 12th Man Foundation and Aggie Athletics host 2020 season ticket holders who donated back at closed football practice.
- » **April 23-24:** The 12th Man Foundation hosts Champions Council Weekend to celebrate philanthropic investors in support of championship athletics.

May

- » **May 12:** Aggie student-athletes record best academic year in school history (school record 3.079 cumulative GPA).
- » **May 18:** Track & Field's Jon Bishop named SEC 2020-21 McWhorter Scholar-Athlete of the Year.

June

- » **June 2-9:** A&M announces new coaches: Brian Kortan (Men's Golf), Gerrod Chadwell (Women's Golf) and Jim Schlossnagle (Baseball).
- » **June 12:** Women's Track & Field finishes second at NCAA Outdoors.
- » **June 24-27:** The 12th Man Foundation honors donor impact during 2021 Summer Meeting in Beaver Creek, Colorado.

All Made Possible by Our Donors

3,500

Aggie Football
Season Ticket Holders

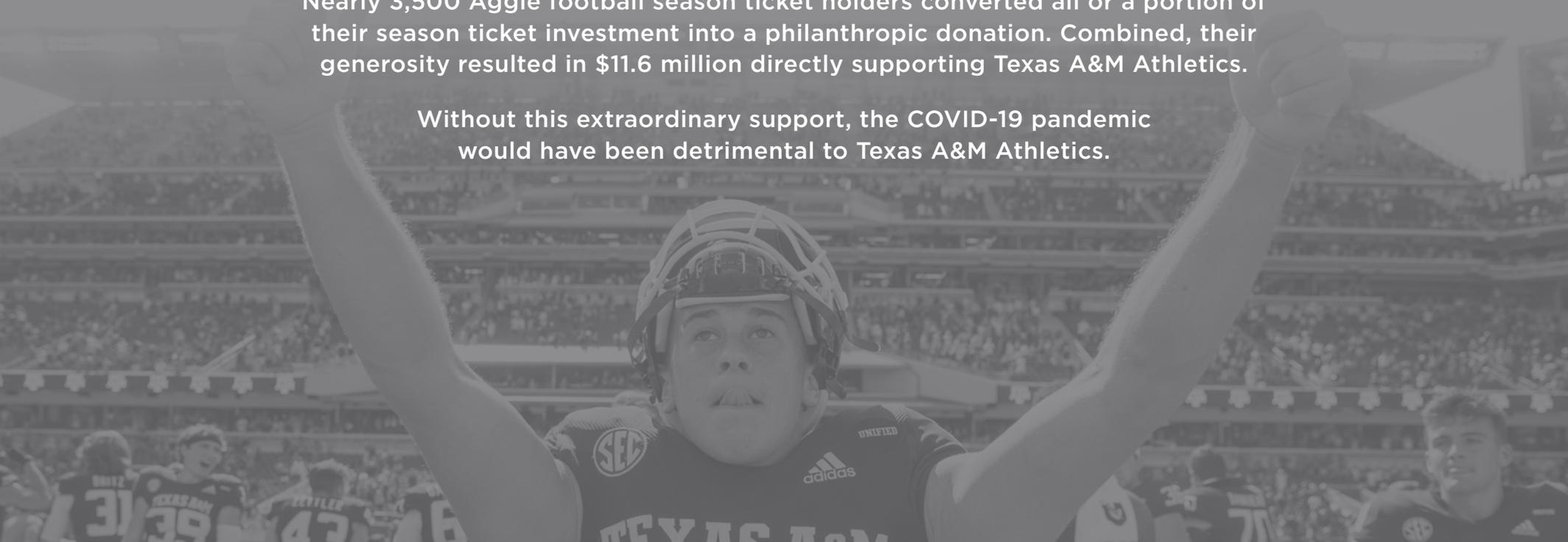
\$11.6 MILLION

Combined Philanthropic
Donations

Due to reduced capacity and Texas A&M only hosting four games at Kyle Field, season ticket holders had excess funds invested in 2020 season tickets that were eligible to be refunded, credited to 2021 or donated to the 12th Man Foundation.

Nearly 3,500 Aggie football season ticket holders converted all or a portion of their season ticket investment into a philanthropic donation. Combined, their generosity resulted in \$11.6 million directly supporting Texas A&M Athletics.

Without this extraordinary support, the COVID-19 pandemic would have been detrimental to Texas A&M Athletics.



OUR DONORS

Fund Championship Athletics

During the 2020-21 fiscal year, the 12th Man Foundation transfer of donor and season ticket dollars to Texas A&M Athletics included annual operating support, ticket revenue, capital and endowment funds as well as bond payments, all of which are essential to operating the athletics department at a championship level.

\$84.3 MILLION

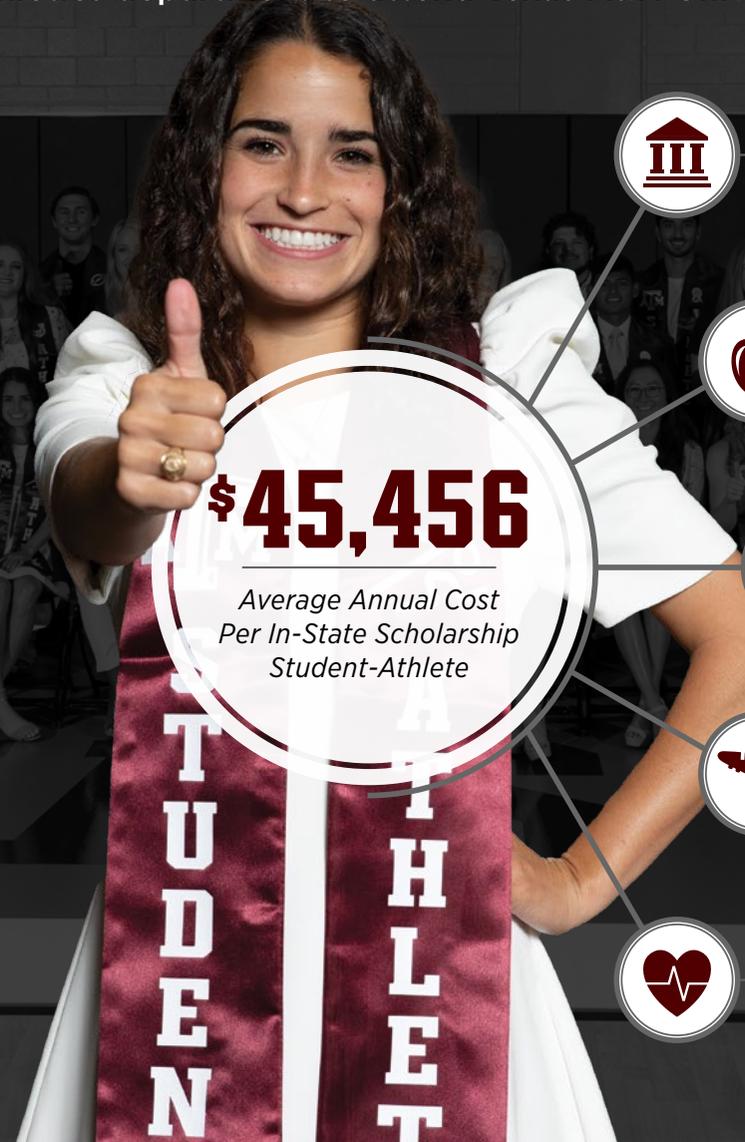
Transferred to
Texas A&M Athletics

***DONORS AND TICKET BUYERS ARE THE FOUNDATION
OF A SUCCESSFUL ATHLETICS DEPARTMENT***

OUR DONORS

Fund Scholarships

Aggie Athletics features nearly 600 student-athletes across 20 sports, with approximately 67 percent receiving financial aid from the athletics department to attend Texas A&M University.



\$45,456

Average Annual Cost
Per In-State Scholarship
Student-Athlete



\$30,664

*In-State Tuition, Room, Board,
Fees and Cost of Attendance*



\$6,487

*Athletic Performance
and Nutrition*



\$3,800

*Academic Support and
Student Development*



\$1,733

*Equipment, Gear
and Uniforms*



\$2,772

Sports Medicine

OUR DONORS

Fund Scholarships



\$12.1 MILLION
Total Annual
Scholarship Costs

Scholarship costs continue to rise and have increased 33 percent since the 2015-16 academic year.

DURING THE 2020-21 ACADEMIC YEAR, AGGIE STUDENT-ATHLETES NAVIGATED COVID-19 PROTOCOLS, COMPETITION SCHEDULE CHANGES, NCAA RULES, NEW LEGISLATION AND EVEN UNPRECEDENTED SNOW STORMS TO RAISE THE BAR ACADEMICALLY WITH A RECORD-SETTING 3.079 CUMULATIVE GPA.



The 1922 Fund represents the 12th Man Foundation's desire to permanently endow scholarships for all Aggie student-athletes.

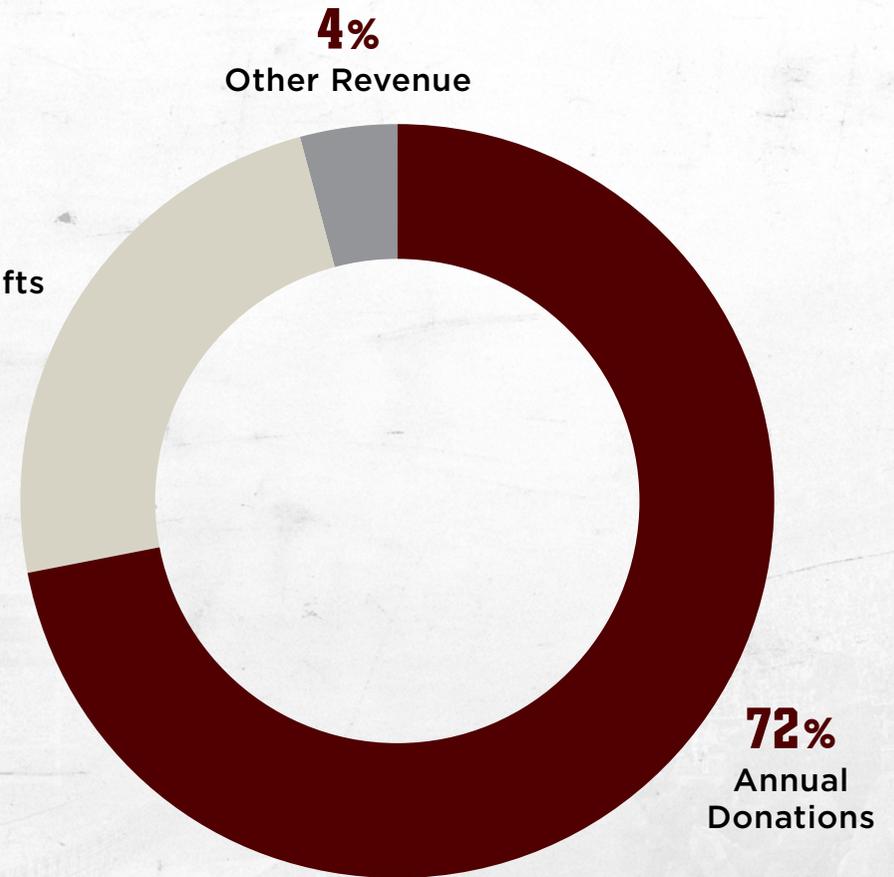
Donors have pledged more than \$15.7 million in support of student-athlete scholarship endowments to the 1922 Fund since its inception in 2015.

Revenue and Other Support

\$37 MILLION

Pledges and
Contributions

These revenue sources help
fund scholarships, programs and
facilities in support of championship
athletics at Texas A&M.



Revenue and Other Support

ANNUAL DONATIONS

\$26.7 MILLION

Season Ticket
Donations and
Philanthropic Gifts

Donors helped bridge the loss of nearly \$30 million in season ticket contributions due to COVID-19 by generously donating back and generating \$16.6 million in philanthropic gifts to the 12th Man Foundation.

This resulted in a total of \$26.7 million in season ticket donations and philanthropic annual gifts.

MAJOR GIFTS

Major gifts create a legacy between donors and Texas A&M Athletics while supporting capital projects, scholarships and specific programs.



\$4.8 MILLION

Capital Gifts

\$4.0 MILLION

Endowments



Official Ticket Provider

FOR TEXAS A&M ATHLETICS

Thanks to loyal Texas A&M ticket buyers, the 12th Man Foundation receipted and transferred \$20.6 million in ticket revenue to Aggie Athletics despite the challenges from COVID-19.



\$20.6 MILLION

Ticket Revenue Receipted
and Transferred

***TICKET SALES THROUGH THE 12TH MAN FOUNDATION ARE
A VITAL PART OF TEXAS A&M ATHLETICS' BUDGET***

Transfers, Expenses and Commitments

\$63.7 MILLION

Transferred to
Texas A&M

Consisted of athletics annual support and bond payments as well as capital and endowed funds in support of championship athletics.



\$37.4 MILLION

Annual Transfers

\$17.4 MILLION

Bond Payments



\$8.9 MILLION

Major Gift Transfers

\$9.0 MILLION

Operating Expenditures

Consisted of ticket operations (19%) and fundraising costs (41%) as well as general and administrative costs (40%) associated with supporting the efforts of the 12th Man Foundation.

Outstanding Obligations



\$520 MILLION

Outstanding Obligations

The 12th Man Foundation has more than \$520 million in outstanding commitments to Texas A&M Athletics for facilities and ongoing program needs.

This includes more than \$350 million due in undiscounted principal and interest for the historic redevelopment of Kyle Field.



FUNDING SCHOLARSHIPS, PROGRAMS AND FACILITIES
IN SUPPORT OF CHAMPIONSHIP ATHLETICS