To whom it may concern:

## Purpose

The Experimental Sounding Rocket Association (ESRA), and the Spaceport America (SA) crew would like to explain and define the fee structure for the Spaceport America Cup: Intercollegiate Rocket Engineering Competition (IREC). There are three separate fees that make up the entire "IREC Registration Fee"- the Entry Fee, Rocket Fee, and Rocketeer Fee.

# A Brief History of the Fees

In 2016, ESRA established a new fee structure to help create a fair arrangement for smaller teams and larger teams, as well as for teams with less funding and teams with more funding. The primary difference from previous years was in splitting the registration into two types of payment; a per team fee, and a per person fee. By splitting the cost this way, we ensure smaller teams, which are often underfunded, pay less than the larger teams who often have less financial restrictions.

# Note to Colleges, Universities, and Organizations Sponsoring IREC Teams

ESRA would like any organization that is paying for, or reimbursing an IREC team for their registration fees, to please include the per person fees. In the past, some colleges and universities did not want to reimburse the teams for the per student fees. This led to some teams who were unable to effectively operate during the competition, as they did not have enough team members present. ESRA assures you the individual student participation fees are necessary for a team to compete, and necessary for ESRA to pay for the event. ESRA is still, and always will be, a non-profit organization. We have always worked to keep the costs to teams as low as possible, while providing an amazing experience for the students, and the academic institutions they represent.

#### **IREC** Fees

For the IREC, ESRA and Spaceport America are hard at work planning a world class event for the students, sponsors, and spectators. Even if teams aren't ready to launch their rocket, there are still unparalleled opportunities to show off their projects, talk to recruiters from several aerospace companies, and promote their schools. Spaceport America Cup provides an engaging atmosphere with several events for the teams and public to enjoy, professional event spaces, world class emergency services, etc. Participants will pay \$700 per rocket team and \$50 per team member. The payments are defined as follows:

# Entry Fee: \$200

The Entry Fee is necessary for ESRA to make down payments on facility rentals, equipment rentals, and purchasing of new equipment before the event.

## Rocket Fee: \$500

The Rocket Fee pays for any costs that are not directly related to the number of people at the event. After the due date this fee will go up to \$700.

#### Rocketeer Fee: \$50

The Rocketeer Fee pays for all costs that are directly related to the number of people at the event. After the due date this fee will go up to \$70.

We hope that this letter provides a sufficient explanation of our fee structure and ESRA appreciates your financial support for teams attending the competition.

Sincerely,
Cliff Olmsted
ESRA President and Chairperson