East Carolina University | Board of Trustees
Athletics & Advancement Committee Meeting | November 20, 2014

Agenda

I. Approval of minutes from September 18, 2014  Action

III. University Advancement
   A. Review of Building Names
   B. Advancement Update

III. Athletics
   A. Coaches Update – Press McPhaul, Men’s Golf
   B. Athletics Non-Salaried Compensation Plan  Action
   C. Athletics Update
   D. Athletics Financial Report
   E. Master Facility Plan Update
   F. Bowl Review
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<tr>
<td>Responsible Person</td>
<td>Edwin Clark, Chair, Athletics &amp; Advancement Committee</td>
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<tr>
<td>Agenda Item</td>
<td>I.</td>
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<tr>
<td>Item Description</td>
<td>Approval of September 18, 2014 minutes</td>
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Athletics & Advancement Committee  
September 19, 2014  
Talking Points

Committee members present were Max Joyner and Bob Plybon. Other board members present included Robert Brinkley, Terry Yeargan, Deborah Davis, Mark Copeland and Steve Jones.

**Athletics**

**Compliance Update**
Jamie Johnson, Director of Athletic Compliance, gave an update on changes NCAA compliance rules and governance structure. These changes included revisions in the recruiting communication: coaches can now contact student athletics on Sept. 1 of their junior year and private communication, like texts and emails, is now unlimited (after Sept. 1 of their junior year). The structure of allowable meals has also increased.

**Review of Departmental Goals**
Jeff Compher reviewed the annual goals for ECU Athletics. To summarize – they are:
1. Finalize an EPA performance evaluation process;
2. Finalize a “recruiting walk” to maximize visual impact and ECU brand;
3. Increase overall GPA averages from 2.95 to 2.97, with an ultimate goal of 3.0;
4. Development of comprehensive life skills program;
5. Win at least 1 American Conference Championship in the inaugural year;
6. Increase revenue;
7. Establish a work group for staff development and appreciation;
8. Create an Athletics Facilities master plan;
9. Evaluate long term financial sustainability in Athletics;
10. Develop consistent customer service at every athletic event.

**Financial Report**
Nick Floyd reviewed Athletic finances, included the FY15 budget and the 2014 football ticket sales. In addition, Rick Niswander presented the NCAA Financial Dashboard “President View” which compares how ECU is positioned financially with other institutions and conferences.

**Naming Proposals**
Vice Chancellor Chris Dyba presented six naming proposals and the naming menu for the Music Library. I’ll have two motions at the end of the report.

**Review of Building Names**
Vice Chancellor Virginia Hardy provided the board with information on how the major buildings on campus were named. We had an in depth discussion, part of which was about including a process component in the naming policy. There was a motion from our committee (and one that I’ll make to the full board in a moment) that allowed the university committee established by the Chancellor to resume its work and report back with recommendations in November. Does anyone have anything they want to add?
Mr. Chairman, that concludes my report. I do have three motions I’d like the board to consider.

1. I move that the board approve the six naming proposals as presented in board materials.

2. I move that the board approve the naming menu for the Music Library.

3. I move that the board authorize the university committee established by the Chancellor to review building names, to resume its work, and for that committee to be prepared to make recommendations, to include process recommendations, at the November meeting.
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<td>Dr. Virginia Hardy, Vice Chancellor for Student Affairs</td>
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POLICY ON NAMING UNIVERSITY FACILITIES AND ACTIVITIES

Authority: East Carolina University Board of Trustees

History: Initially approved on July 25, 1997 with amendments in 2000, 2002, 2003, and 2009. A complete revision was mandated by the Board of Trustees in 2013 and this policy was subsequently approved on April 25, 2014.

Contact for Info: Office of the Vice Chancellor for University Advancement – 252-328-9565
Assistant Secretary to the Board of Trustees – 252-328-6105

1. **Establishment and Source of Authority**
   1.1 The Board of Governors of the University of North Carolina delegated the duty and authority to the Board of Trustees to approve the names of all individuals on whom "Honorary Distinction" is conferred by the university. As a means of guiding the development of recommendations to the Board of Trustees for naming university facilities and activities, the Trustees will follow this policy for honorary naming and monetary gift naming.

   1.2 Since East Carolina University was founded, the University’s physical spaces have been named to reflect its rich history and traditions. The act of naming a university facility or activity for a person, a family, or an organization is a conferral by the university of a high and conspicuous honor. It is intended to be a permanent act. The act enduringly recognizes the person, family, or organization so honored, and it perpetually exhibits to the world the judgment and standards of this university as to the qualities and actions that justify linking the name of the individual, family, or organization so honored with that of this institution. All who are involved in the act of naming a facility or activity must ever be aware that they are naming public property with the intent for it to be a perpetual recognition of the person, family, or organization being honored. It follows that the act of naming a facility or activity is to be taken discreetly, advisedly, soberly, and with concern for how that action will be viewed in retrospect.

2. **Definitions**
   2.1 “Facility” is defined as every building, addition to a building, space in a building, outdoor spaces such as a garden, court or plaza, and other tangible and relatively permanent feature locations on any university property.
2.2 "Activity" is defined as every college, school, department, unit, center, program, or organization operating under the auspices of the university.

2.3 "Personal Service" is defined as substantial service that is sustained in character, and rendered to or on behalf of the university as a student, faculty member, administrator, staff member, alumnus, trustee, or friend of the university.

2.4 "Financial Contribution" is defined as a contribution of money or property that is substantial in relation to the facility or activity being named.

3. Review

3.1 The naming policy shall be reviewed periodically by the Board of Trustees, the Office of University Advancement and/or the Office of the Assistant Secretary to the Board of Trustees with all recommended changes requiring approval by the Chancellor and the Board of Trustees.

4. Responsibilities

4.1 Board of Trustees

4.1.1 The act of naming a facility or program shall be that of the Board of Trustees, acting after receiving the recommendation of the Chancellor. Benefactors or honorees should be informed throughout the naming discussions that final naming approval for all University facilities and programs rests with the Board of Trustees.

4.2 Chancellor

4.2.1 Subject to the responsibilities of the Board of Trustees, the Chancellor shall have responsibility and authority with respect to, and is an essential participant in, all naming actions.

4.2.2 No facility or program may be named without prior approval of the Chancellor. The Chancellor and/or designee shall ensure that the proposed action is consistent with the interests of the University, to assure that the amount of any contribution warrants the action proposed, and to maintain equity in the relationship of donations for similar naming actions.

4.2.3 The Chancellor may recommend exceptions to any of the following policies, subject to approval of the Board of Trustees.

4.3 Faculty

4.3.1 When a facility or activity to be named is closely related to a school, department, or other unit having its own administration and faculty, the members of the administration and faculty shall be consulted by the
Chancellor or his designee before the Board of Trustees acts on the naming proposal. Recommendations from the unit shall be weighed as one factor, but shall not constitute approval or disapproval of the proposal.

5. **Procedures**

5.1 It shall be the policy of the university that any facility or activity of the university not previously named may be named in consideration of:

I.A.1.1.1. financial contributions made to the university, or

I.A.1.1.2. services rendered to the university or society at large.

5.2 Whenever a naming proposal originates, at the earliest feasible date it shall be routed through the responsible dean and/or vice chancellor to the Vice Chancellor for University Advancement. The Vice Chancellor for University Advancement will determine whether the proposal meets the requirements for either a financial contribution or honorary naming. It shall be the responsibility of the Vice Chancellor to assure that a form, developed and approved by the Board of Trustees ensuring uniform reporting of data to the Athletics and Advancement Committee of the Board of Trustees, is provided to individuals planning to submit proposals for naming, and that all pertinent information is collected and completed before forwarding the materials to the Committee.

5.3 **The Form**

5.3.1 The form developed by the Chancellor and approved by the Board of Trustees shall be completed and signed by the person responsible for originating the proposal for naming. If the proposal involves a financial commitment of $25,000 or more, a copy of the signed Letter of Intent defining pertinent arrangements must also be included.

5.4 **Prior Approval**

5.4.1 As a benefit and guide to staff and potential donors, the Board of Trustees shall pre-approve a menu of possible facilities and/or activities that may be considered for naming. If not otherwise stated, facilities and activities which receive prior approval concerning levels of gifts required to attain naming privileges shall extend for seven (7) years from the date of approval. After seven (7) years, all classes or groups of prior approved items shall be reevaluated or deemed to have expired.

5.5 **Financial Contributions**

5.5.1 Proposals for naming facilities and activities shall be forwarded to the Vice Chancellor for University Advancement, who shall review the proposals.
5.5.2 Proposals for facilities namings shall be accompanied by sufficient documentation of the gift, along with a completed naming proposal form. Upon the receipt of at least 60% of the funds committed and with a written gift agreement in place for the remainder, the Vice Chancellor for University Advancement will forward the naming recommendation to the Chancellor. (Gifts of irrevocable trusts may be considered case by case apart from this 60% receipt requirement).

5.5.3 The Vice Chancellor for University Advancement shall receive and review all recommendations prior to forwarding the naming proposals to the Chancellor.

5.5.4 Upon receipt of a naming proposal, the Chancellor will make recommendations to the Athletics and Advancement Committee of the Board of Trustees. If deemed appropriate by the Chancellor, the recommendations may be made in closed session.

5.5.5 The Athletics and Advancement Committee of the Board of Trustees shall review recommendations from the Chancellor and select those to be recommended to the Board of Trustees for final approval.

5.5.6 The Board of Trustees will review the recommendation from the Athletics and Advancement Committee and will act on the proposal. With approval of the Board chair, the board may act to accept naming proposals as a group under one action.

5.5.7 The naming proposal recommendations may be heard in closed session at the recommendation of the Chancellor, the Athletics and Advancement Committee and/or the Board of Trustees.

5.5.8 Transfer of Donations

5.5.8.1 When a facility or activity is to be named in consideration of a financial contribution, the money or other property constituting the donation shall be transferred to the university or one of its related foundations, or its future transfer shall be assured through signed documentation before official action shall be taken.

5.5.8.2 Non-cash gifts.

5.5.8.2.1 Gifts of real estate. The valuation of real estate shall follow Internal Revenue Service (IRS) regulations and Council for Advancement and Support of Education (CASE) Management Reporting Standards for establishing value.
The valuation for the gift shall be based on a qualified current Member of the Appraisal Institute (MAI) appraisal (less than six months of age).

5.5.8.2.2 Gifts-in-Kind. In accordance with IRS regulations and CASE Management Reporting Standards, gifts of real and personal property are to be counted at full fair market value regardless of the value the donor may be able to take as a charitable deduction. Gifts of $5,000 or more shall be valued by qualified, independent appraisers.

5.5.8.2.3 Additional requirements. When an opportunity to name a facility or service is expected in return for a non-cash gift, the Trustees may require additional agreements from a donor to assure the eventual net from the sale of real estate or other valuables is not less than the value required for naming. Some examples of potential requirements could include a delay in naming until the article of value is sold, the requirement of multiple appraisals, or the requirement of a make-up provision in which the donor commits to make up the difference between the net received from the sale of the asset and the minimum amount required for naming.

5.5.8.2.3.1 Commitment periods may not extend more than five years.

5.5.8.2.3.2 Once a designated level of giving has been established for naming, no portion of "annual gifts" or "membership fees" may be counted toward the total required for naming purposes.

5.5.9 Shared Funding for Naming Opportunities

5.5.9.1 Naming opportunities are intended to recognize individuals, organizations or families for their efforts on behalf of the university. Required gift levels may not be split into units among unrelated individuals, with recognition conferred in multiple or hyphenated name fashion, without prior permission of the Board of Trustees.

5.5.10 Buildings or Facilities Constructed By Public Funds
5.5.10.1 When a building or facility that is currently standing or one to be built is funded entirely from non-gift resources (state allocations, federal grants, or fees), the Board of Trustees may require the proceeds to be placed in unrestricted endowment funds within any one or multiples of its related foundations for the general benefit of an area or the entire university.

5.6 Honorary Namings

5.6.1 Naming a facility to honor individuals should be extraordinary, and made if:
5.6.1.1 the individual has had a University-wide influence, or the individual has made exceptional contributions to the nation or world;
5.6.1.2 the individual being honored has been separated from the university for at least two years.

5.6.2 Proposals for naming facilities and activities based on honorary service shall be forwarded to the Vice Chancellor for University Advancement who shall review the proposal.

5.6.3 Proposals for honorary facilities namings shall be accompanied by sufficient justification of the naming as well as the naming proposal form.

5.6.4 Upon receipt and review of all applicable materials, the Vice Chancellor for University Advancement will forward the official naming recommendation to the Chancellor.

5.6.5 Upon receiving a formal recommendation, the Chancellor will review the honorary naming proposal, and if approved, will make a recommendation to the Athletics and Advancement Committee of the Board of Trustees.

5.6.6 The Athletics and Advancement Committee of the Board of Trustees shall review recommendations from the Chancellor and select those to be recommended to the Board of Trustees for final approval.

6 Criterion for Renaming

6.1 It shall be the policy of East Carolina University that all namings of campus facilities and activities, are in accordance with the University’s vision, mission, and core values.

6.2 The decision to change or alter in any way the name of a campus facility or activity rests with the Board of Trustees, acting on the recommendation of the Chancellor. Any person may submit a proposal to the Chancellor requesting that a campus facility or activity be renamed.
6.3 Circumstances that may lead to consideration of a name change may include, but shall not be limited to such items as:

6.3.1 the University significantly renovates or adds space;
6.3.2 the University demolishes a facility or discontinues an activity;
6.3.3 an honored person fails to fulfill an agreed upon obligations; or
6.3.4 a benefactor's or honoree's reputation changes substantially so that the continued use of that name may compromise the public trust, dishonor the University's standards, or otherwise be contrary to the best interest of the University. Caution must be taken when, with the passage of time, the standards and achievements deemed to justify a naming action may change and observers of a later age may deem those who have conferred a naming honor at an earlier age to have erred. Names should not be altered simply because later observers would have made different judgments.

6.3.5 Student, faculty, and staff concerns should be given particular emphasis.

6.4 Upon receipt of a proposal to rename a facility or activity, the Chancellor may appoint an ad hoc Naming Committee to consider the proposal. The Chancellor will notify the Board of Trustees of the committee appointment.

6.5 The ad hoc Naming Committee shall include at least one representative from the University Counsel’s Office, the faculty, the staff, the student body, and the Office of University Advancement.

6.6 Once appointed, the ad hoc Naming Committee shall convene at the earliest reasonable date to review the merits of the proposal.

6.7 The ad hoc committee will solicit substantial input from all stakeholders in considering the proposal.

6.8 The ad hoc Naming Committee will submit a recommendation to the Chancellor regarding the proposal. The Chancellor will in turn submit his recommendation to the Board of Trustees.

6.9 Authority to Rename

6.9.1 Final authority for renaming campus facilities and activities rests with the Board of Trustees in response to the Chancellor’s recommendations.

6.9.2 The Board of Trustees will review the Chancellor’s recommendation. The Board will decide to accept or decline the Chancellor’s recommendation.

6.9.3 If a recommendation to rename a facility or activity is declined, the existing name will remain intact.
6.9.4 Once a request has been declined, there is a rebuttable presumption that the Board will not reconsider the decision for two years absent a recommendation from the Chancellor supporting reconsideration based on a material change in circumstances or discovery of material information previously unknown or that did not exist when the prior decision was made.

6.9.5 If a contractual agreement with an honoree or donor exists providing for the removal of the honoree’s or donor’s name from a campus facility or activity, then such provision may be acted upon by the Chancellor. Such action shall be reported to the Board of Trustees.

7 List of Named Facilities

7.1 The Assistant Secretary to the Board of Trustees shall maintain a record of officially named facilities and activities.
NAMING PROPOSAL TO EAST CAROLINA UNIVERSITY
BOARD OF TRUSTEES

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<th>Name of Originator</th>
<th>__________________________</th>
<th>__________________________</th>
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<tr>
<td>Department/Division</td>
<td>__________________________</td>
<td>Phone</td>
<td>Email</td>
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Proposed Name(s) to Honor: _____________________________________________________

______________________________________________________________________________

______________________________________________________________________________

______________________________________________________________________________

Address:   City     State    Zip

Telephone:  ___________________________________________________________________

Home       Business

Relationship to the University: ____________________________________________________

Proposed Object for Naming: ____________________________________________________

Purpose for recommendation:

- ☐ Honorary   (Attach background materials as appropriate to justify the recommendation)
- ☐ Gift      (Attach background materials as appropriate to justify the recommendation and complete the section below)

  Purpose of Gift:  ☐ Annual  ☐ Capital  ☐ Endowment

  Date of Original Commitment: __________________________

  Amount of the Total Commitment: __________________________

  Amount Paid:  __________________________

  Current Pledge Balance:  __________________________

  Status of Payments:  __________________________

  Was the gift part of a campaign:  ☐ Yes  ☐ No  Define:  __________________________

  Was the project pre-approved:  ☐ Yes  ☐ No

  Directed to:  ☐ ECU Foundation  ☐ Educational Foundation

  ☐ Medical Foundation  ☐ Other

If the Gift was more than $25,000:

1. Attach a copy of the signed Letter of Intent.
2. Define in detail any special arrangements or expectations the donor may have resulting from this Gift.
3. If the Gift is other than cash or cash equivalent, explain the method of valuation, and the plan for liquidation.

Signature of Originator __________________________    Date __________________________
PROPOSAL TO EAST CAROLINA UNIVERSITY BOARD OF TRUSTEES
TO NAME A FACILITY OR ACTIVITY

ROUTING SHEET

Office of Vice Chancellor for University Advancement:
Received _________________________
Action / _________________________ Date
Vice Chancellor’s Signature
Forwarded or returned _________________________ Date
Comments________________________________________________________________________
___________________________________________________________________________

Chancellor’s Office:
Received _________________________
Action / _________________________ Date
Chancellor’s Signature
Forwarded or returned _________________________ Date
Comments________________________________________________________________________
___________________________________________________________________________

Athletics and Advancement Committee of the Board of Trustees:
Received _________________________
Action / _________________________ Date
Chair’s Signature
Forwarded or returned _________________________ Date
Comments________________________________________________________________________
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Board of Trustees:
Received _________________________
Action / _________________________ Date
Chair’s Signature
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Comments________________________________________________________________________
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Advancement Update

ECU Board of Trustee Meeting
November 20, 2014
Fundraising Highlights
as of Oct. 31, 2014

• ECU Foundation $  9,591,194
• ECU Medical & Health Sciences $  568,066
• Athletics $  7,000,000*
• Sponsored Research $  2,412,693

• Total $19,571,953

*estimated total for Athletics for the year
## Fundraising Highlights
### as of Oct. 31, 2014

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<tr>
<th>Reporting Period</th>
<th>Gifts Received</th>
<th>New Pledges / Proposals Booked</th>
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<td>Annual Fund</td>
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<td>7/1/2014-10/31/2014</td>
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<td>7/1/2012-6/30/2013</td>
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<td>7/1/2011-6/30/2012</td>
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<td>$ 1,875,604.68</td>
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<td>7/1/2010-6/30/2011</td>
<td>$ 382,269.73</td>
<td>$ 4,940,836.37</td>
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<td>7/1/2009-6/30/2010</td>
<td>$ 458,470.06</td>
<td>$ 3,503,850.84</td>
<td>$ 2,109,014.48</td>
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*Current Fiscal Year thru 10/31/2014*

Please note FY15, FY14 and FY13 Irrevocable and Revocable planned gifts were counted at face value

Please note FY12, FY11 and FY10 Irrevocable planned gifts were counted at face value and Revocable planned gifts were counted at campaign amount
Advancement Highlights

• Mixed success in fundraising
• Increase number of calls
• Metric/goals
• Increased focus on annual giving and individual giving
• Collaboration across campus and foundations
• Communications/Marketing/Branding
• Endowment reports
• Stewardship efforts
Advancement Highlights

• Hires and reorganization
  – AVC/President of the M&HS Foundation
  – AVC for Development and Campaign
  – AVC/President of the Alumni Association
  – Women’s Philanthropy & Constituent Relations
  – MGOs and officers (Medicine, Business)
  – Corporate & Foundation Relations
  – 2 open Alumni positions
  – Communications

• Office moves
Advancement Highlights

• Getting Campaign ready: feasibility, data, create momentum
• Identification of transformational gift opportunities and prospects
  – Business/Hospitality/Honors College/Engineering/School of the Coast/Performing Arts Center/Public Health/……
• Strategic Planning at university and unit level
• Alignment of ECU Foundation with university strategic plan
Long-Term Goals

The Next Campaign (based on *Beyond Tomorrow: Our Commitment to the Future*)

- 1-3 years – Organize, Assess, Plan, Align with strategic plan, and do a feasibility study
- 3-7 years – Quiet Phase of the campaign
- 7-10 years – Public Phase of the campaign
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EAST CAROLINA ATHLETICS
2014-2015 Informational Recaps – Fall Update

BASEBALL
• Cliff Godwin was named ECU’s 16th head baseball coach on June 25, 2014. Godwin, a four-year letterman for the Pirates (1998-01), had been part of seven NCAA Regional and two College World Series appearances at the Division I level – most recently at Ole Miss.
• Joining Godwin’s staff were Jeff Palumbo (assistant coach, recruiting coordinator), Pete Buscaino (director of operations) and Frankie Everitte (volunteer coach). Dan Roszel (pitching coach) was retained from the previous staff.
• Eleven Pirates played across the country in various summer leagues with five returnees helping their respective teams to pennants: Garrett Brooks, Evan Kuczynski, Kirk Morgan, Cam Snow and Eric Tyler.
• Brooks was named an all-star for the Peninsula Pilots of the Coastal Plain League, while Luke Lowery participated and finished second in the Cape Code League Home Run Derby.
• The Pirates started fall workouts on Oct. 3 welcoming back 16 lettermen, including 2014 All-Conference USA Freshman Team selections Bryce Harman and Charlie Yorgen, as well as 2013 All C-USA performers David Lucroy and Travis Watkins.
• Also stepping onto the diamond are 13 newcomers, which consist of four junior college transfers in Jimmy Boyd (Brunswick CC), Parker Lamm (Pitt CC), Jeff Nelson (Pierce College) and Tyler Straw (Laney College).
• East Carolina also welcomed eight true freshmen and one sophomore to the program in Ryan Clinch, Ross Gardner, Joe Ingle, Mason Keen, Jackson Mims, Jack Owens, Chris Perry, Bailey Sugg and Evan Voliva to go along with three redshirts from a year ago in T.J. McDonald, Brandon Saunders and Cameron Snow.
• The Pirates released their 2015 schedule in early November, which consists of 56 games (34 home, 22 road). East Carolina will host College World Series runner-up Virginia (Feb. 13-15) to open the season before hosting the 12th Annual Keith LeClair Classic (Feb. 20-22), which includes games against St. Johns, Michigan and Liberty. ECU will participate in the USA Baseball-Irish Classic in Cary, N.C. (Feb. 27-Mar.1), squaring off against co-host Notre Dame, NC State and Richmond. Other non-conference opponents are Monmouth (3 games), Campbell (2 games), Elon (4 games), Princeton (2 games), Virginia Commonwealth (3 games), UNC Wilmington (2 games), NC State (3 games), High Point and Duke. The Pirates will open American Athletic Conference play at home against Memphis (March 27-29) and will also host Tulane (April 2-4), UCF (April 24-26) and UConn (May 1-3), while traveling to USF (April 10-12), UConn (April 17-19), Houston (May 8-10) and Cincinnati (May 14-16) to close out the season. The AAC Championships will be held in Clearwater, Fla., from May 20-24 at Bright House Field.

BASKETBALL (MEN)
• East Carolina was picked to finish 10th in the American Athletic Conference by a vote of the league’s 11 head coaches.
• The Pirates will appear on television a record 18 times between the platforms of ESPNews, ESPNU and CBS Sports Network. ECU will also have an additional seven games broadcast on ESPN3 this season.
• The Pirates opened practice on Oct. 3 with 16 players on the roster: three seniors, six juniors, four sophomores and three freshmen.
• East Carolina has 16 homes games slated for the 2014-15 season, which begins Nov. 14 at home against N.C. Wesleyan.
• Former ECU guard Akeem Richmond signed a contract with the NBA’s Houston Rockets on Oct. 24.

BASKETBALL (WOMEN)
• Head Coach Heather Macy and redshirt junior Jada Payne attended the American Athletic Conference’s annual media day at the New York Athletic Club in New York City on Oct. 30.
• The Pirates were picked to finish third in their new conference in a vote conducted by the league’s head coaches behind UConn and USF, who were picked to finish first and second, respectively.
• Jada Payne was one of 10 players selected to the America’s preseason all-conference squad as a second team selection.
• Freshman Felicity Havens, originally slated to sit out the 2014-15 season due to NCAA transfer rules, was granted a waiver and is eligible to compete this season.
• East Carolina will open the season Nov. 14-15 in Kingston, R.I., at the URI Invitational. The team will take on Fairfield in game one, before challenging host Rhode Island the following day.

CROSS COUNTRY
• Both the men’s and women’s teams have competed four times, respectively, this season, including the Covered Bridge Invitational in Boone, N.C., the Wolfpack/Adidas Invitational in Cary, N.C., the Paul Short Invitational in Bethlehem, Pa., and the Blue Ridge Invitational in Boone, N.C.
• Both the men’s and women’s teams posted respective season-best third-place showings at the Wolfpack/Adidas Invitational on Sept. 19.
• The Pirates will compete in their first American Athletic Conference Championships on Friday, Oct. 31 at the University of Tulsa.

FOOTBALL
• East Carolina, which currently owns an overall record of 6-1 heading into the Temple game (Nov. 1), earned bowl eligible status for the eighth time in the last nine years when it downed Connecticut 31-21 on Oct. 23 at Dowdy-Ficklen Stadium. In all, the Pirates have now qualified for 10 bowl appearances since 2000.
• In its first year of American Athletic Conference membership, ECU has jumped out to a first-place standing (along with UCF) with a 3-0 mark after defeating SMU, USF and UConn. While the Pirates have outscored their first trio of AAC foes 104-62, it also has posted a combined 34-0clip in fourth quarter action.
• East Carolina’s 6-1 mark under head coach Ruffin McNeill is the program’s best season-opening seven-game record since 1999.
• The Pirates returned to the national polls for the first time since 2008 on Sept. 21 after capturing wins against Atlantic Coast Conference members Virginia Tech (28-21) and North Carolina (70-41). ECU broke into the Associated Press Top 25 rankings at No. 23 and moved as high as No. 18 following its victory at USF on Oct. 11. The College Football Playoff Committee released its first-ever poll on Oct. 28 and East Carolina was the only “Group of Five” member included (No. 23).
• For the third-straight year, ECU is topping all Group of Five conference (formerly non-AQ BCS) members in attendance. Overall, East Carolina currently ranks 50th nationally in average attendance (44,755) and 56th in capacity percentage (89.51) so far in 2014.
• The Pirates rank among the nation’s top 20 programs in the following statistical categories – pass offense (3rd/381.9 ypg), total offense (4th/566.9 ypg), rush defense (10th/101.3 ypg), first down offense (10th/204), scoring offense (13th/396.6 ppg), third down conversions (14th/47.9 percent), fewest fumbles lost (16th/3) and fewest turnovers lost (20th/9).
• Individually, QB Shane Carden is 3rd nationally in passing yards per game, 4th in total offense, 4th in completions per game, 8th in passing yards, 13th in points responsible for per game, 20th in points responsible for, 20th in passing TDS; IR Justin Hardy is 6th in receptions per game, 10th in receiving yards per game, 14th in receiving yards; IR Isaiah Jones is 10th in receptions per game; RB Breon Allen is 5th in rush yards per carry; ILB Zeek Bigger is 9th in tackles per game; CB Josh Hawkins is 19th in passes defended and 10th in interceptions.
• A total of 10 Pirates are competing as East Carolina graduates this season, a number which ranks seventh nationally among all FBS programs. Among the ECU grads are DB Detric Allen, QB Shane Carden, DS Charlie Coggins, OLB Maurice Falls, OLB Jake Geary, WR Justin Hardy, OL Taylor Hudson, QB Cody Keith, DB Greg Robinson, DL Chrismon Rose

GOLF (MEN)
• Junior Wes Conover was named American Athletic Conference Golfer-of-the-Month for September. He finished in the top six in four of five tournaments played during the fall.
• Junior George Kilgore won medalist honors for the first time in his career with a victory at the Rod Myers Invitational at the Duke Golf Club in Durham.
• Junior Al Dickens tied the school record for lowest single round score, shooting an 8-under 64 during the first round of the Rees Jones Invitational.
• The Pirates captured the team title at the Rod Myers Invitational, besting No. 2 Baylor and No. 25 North Carolina. They also recorded runner-up finishes at the Tar Heel Intercollegiate and Rees Jones Invitational. ECU finished in the top three in four of its five fall tournaments.
• ECU is ranked No. 36 in the latest Golfweek/Sagarin power ratings (as of Oct. 27, 2014).
• East Carolina will open its spring season on Feb. 27 at the John Hayt Invitational in Ponte Vedra Beach, Fla.

GOLF (WOMEN)
• The Pirates currently own a 35-12 record after three fall events and are currently ranked 52nd nationally by Golfstat and GolfWeek.
• Junior Frida Gustafsson Spang claimed American Athletic Conference Golfer-of-the-Month honors for September after claiming her third career individual title by setting a new Minnesota Invitational record with a 9-under par 207. During the two-day event, she posted a tournament-best 12 birdies and led the 75-person field in par-4 scoring (3.80). She currently holds owns ECU’s career stroke average of 73.52.
• Senior Katie Kirk earned all-tournament honors at the 2014 Lady Pirate Intercollegiate after finishing tied for fifth with a 5-over 221 (her fourth career top five finish). She led the 95-person field with 41 pars, while ranking third in par-4 scoring (4.13). She currently sports a 75.44 stroke average playing at a plus-3 to relative par this fall.
• During the summer, Kirk also played in the 114th U.S. Women’s Amateur Championship where she carded a 4-over (149) - missing the cut by one shot.
Kirk (a three-time selection), Nicoline Engstroem Skaug (first time) and Fanny Wolte (four-time) were named 2013-14 Division I All-America Scholars by the Women’s Golf Coaches Association (WGCA).

The Pirates were one of 25 teams recognized by the WGCA for having a collective GPA of 3.635, which ranked 25th nationally. It was the third time in the programs history that they garnered a Top 25 ranking following the 2007-08 (21st/3.531 GPA) and 2010-11 (18th/3.658 GPA) seasons.

ECU claimed its first team title of the 2014-15 season at the Minnesota Invitational, finishing 21 strokes ahead of second place Colorado. The win was the 23rd in school history and the first since the 2011-12 campaign.

**SOCCER**

• The Pirates finished the regular season with a 10-7-1 overall record and a 4-5-0 mark in league matches to garner the No. 7 overall seed in the 2014 American Athletic Conference Championship.

• ECU has recorded 11 shutouts this season, 10 of which came with wins and one in a scoreless draw. The 11 shutouts are tied with the 2007 team for the most in a single season in program history.

• East Carolina recorded a five-match win streak, including four-straight on the road at Western Carolina (Aug. 24), George Mason (Aug. 29), Francis Marion (Sept. 1) and UNC Greensboro (Sept. 12). The last time the Pirates won five-straight games via shutout was in 1999.

• Sophomore forward Lana Spitler leads the team with seven goals, three of which have been game-winners, and 15 total points. Junior forward Kendall Frey ranks second with five goals and two assists for 12 points.

• Goalkeeper Erika Lenks has been named the American Athletic Conference’s Goalkeeper-of-the-Week twice this season (Sept. 29 and Oct. 20).

• Lana Spitler was named the American Athletic Conference Offensive Player-of-the-Week on Sept. 29.

• Forward Brittany Fary was named the American Athletic Conference’s Rookie-of-the-Week on Sept. 8.

• ECU faced 10th-seeded Houston in the opening round of the AAC Tournament on Oct. 31.

**SOFTBALL**

• East Carolina went 6-0 during its fall season as the Pirates swept doubleheaders against USC-Beaufort, Pitt Community College and Louisburg College.

• Seven Pirates (Gabby Andino, Sarah Christian, Alex Fieldhouse, Jill Jelnick, Lydia Ritchie, Caroline Umphlett and Abby Wynne) were recognized by the National Fastpitch Coaches Association (NFCA) as 2013-14 All-America Scholar Athletes with GPA’s of 3.5 or higher.

• Gabby Andino was one of 20 players who trained with the Puerto Rican National Softball Team in July.

**SWIMMING & DIVING**

• The men’s and women’s squads are each currently 2-0 in dual meet competition with wins over College of Charleston and Davidson.

• Coach Rick Kobe ranks fifth on the NCAA all-time wins list with 505 dual meet victories.

• Nikola Simic was named American Athletic Conference Male Swimmer-of-the-Week, while divers Will Beliveau and Ashley Sams also received weekly accolades.

• Both the men’s and women’s team finished in second-place at the All-North Carolina Invitational.

**TENNIS (MEN)**

• The Pirates competed in four events during the fall season, hosting the Pirate Fall Shootout as well as participating in the Elon Invitational, Wake Forest Invitational and the ITA Carolinas Regional Championships.

• Seniors Ross Nigro and Nicolas Soriano led the Pirates with five and four wins, respectively.

**TENNIS (WOMEN)**

• The Pirates have competed at five different tournaments as part of their 2014 fall season, including the UNC Wilmington Invitational (Sept. 12-14), the Wake Forest Invitational (Oct. 3-5), the Georgia Bulldog Tennis Classic (Oct. 10-12), the ITA Carolinas Regional (Oct. 16) and the ECU Invitational (Oct. 24-25) at the River Birch Tennis Park.

• While hosting its lone tournament of the fall campaign, Neena Wanko, Dana Gray, Betsy Zuravel and Katie Hoch each recorded perfect 3-0 singles records at the ECU Invitational. Among numerous other singles and doubles wins, the Pirates swept Norfolk State, 6-0, in singles play before taking four of six contests from UNC Wilmington during the weekend.

• ECU will wrap up its fall season Nov. 7-9 at North Carolina’s Kitty Harrison Invitational in Chapel Hill.

**TRACK & FIELD**

• Tynita Butts finished her collegiate career with a fifth-place finish in the high jump at the USATF Outdoor National Championships on June 29 with a mark of 1.85-meters (6’ 0.75”).

• Head Coach Curt Kraft announced the signing of 17 student-athletes for the 2014-15 school year.
**VOLLEYBALL**

* East Carolina currently owns an 11-9 overall record and a 3-7 American Athletic Conference mark.
* The Pirates started off the season on a five-match winning streak as they defeated Tennessee Tech (3-0), Norfolk State (3-0), Morgan State (3-2), North Carolina A&T (3-0) and Eastern Illinois (3-2).
* ECU opened the 2014 campaign with the East Carolina Invitational and finished the tournament with a 3-0 record as the Pirates, along with UNC Wilmington, were named co-champions.
* Senior setter Zarah Cecich and junior middle blocker Kierra Lee-Dunson were named to the All-Tournament Team at the East Carolina Invitational.
* ECU turned in a 2-2 record at the Penn State Alumni Classic as sophomore outside hitter Sydney Darden earned all-tournament team honors.
* ECU tallied its inaugural American Conference victory on October 5 by downing Houston 3-2.
* Cecich owns 2,514 career assists to rank third in the ECU career record book.
* East Carolina picked up 98 team digs in a 3-2 loss against Memphis, which ranked third in the school’s single-match record book.
* Head coach Julie Torbett added volunteer assistant coach Rachel Dodson to her staff at the start of the season.
<table>
<thead>
<tr>
<th>Session</th>
<th>Athletics &amp; Advancement Committee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsible Person</td>
<td>Mr. Nick Floyd, Associate Director of Athletics</td>
</tr>
<tr>
<td>Agenda Item</td>
<td>III. D.</td>
</tr>
<tr>
<td>Item Description</td>
<td>Athletics Financial Report</td>
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<tr>
<td>Comments</td>
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<td>Action Requested</td>
<td>Discussion</td>
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<td>Disposition</td>
<td></td>
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<td>Notes</td>
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MEMORANDUM

TO: Board of Trustees  
Athletics & Advancement Committee

FROM: Nick Floyd

DATE: November 5, 2014

RE: Athletics Financial Report

The attached financial report contains information for the current fiscal year through October 24, 2014.

One primary change to the budget, as discussed at the September meeting, is the addition of an estimated $175,000 expense to augment the meal allowance for our student-athletes which is permissible due to the deregulation of NCAA rules governing this topic. This expense will be partially offset by a projected modest surplus in football ticket revenue of $50,000 as shown on the report, and at this time the remaining amount will be covered by a reduction in the projected year-end surplus.

In addition, we are currently on track to meet the budgeted projection for men’s basketball season ticket sales, and women’s basketball season ticket sales have already exceeded the budgeted amount. Other revenue categories are also on schedule, and to date there are no major variations in the expense lines.

Two items that will also be discussed during the course of the meeting are future student athletic fee revenues and bowl game opportunities for this year now that the football team has reached the minimum six-win threshold for bowl eligibility.

As always, thank you for your support of our program and please let us know if you would like to discuss this report in greater detail.
## REVENUE

<table>
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<tr>
<th>Revenue Description</th>
<th>Budgeted 7/1/2014</th>
<th>Actual 10/24/2014</th>
<th>Projected 6/30/2015</th>
<th>Projected Over/(Under) Budget</th>
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<td>Other Sports Fundraising / NCAA SAF</td>
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<td>385,201</td>
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<td>Other (Bowl game, Other Sports tickets, Football parking, Processing fees, Non Athletic events, Miscellaneous)</td>
<td>236,000</td>
<td>174,046</td>
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<td><strong>Total Revenue</strong></td>
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<td><strong>13,913,459</strong></td>
<td><strong>35,673,400</strong></td>
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## EXPENDITURES

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<tr>
<th>Expense Description</th>
<th>Budgeted 7/1/2014</th>
<th>Actual 10/24/2014</th>
<th>Projected 6/30/2015</th>
<th>Projected Under/(Over) Budget</th>
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<td>(175,000) #</td>
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<td><strong>Total Expenses</strong></td>
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<td><strong>13,229,572</strong></td>
<td><strong>35,394,800</strong></td>
<td><strong>(175,000)</strong></td>
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### Net Operating Income / (Loss)

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<th>Income Description</th>
<th>Budgeted 7/1/2014</th>
<th>Actual 10/24/2014</th>
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<td>Fund Balance Increase/(Decrease)</td>
<td><strong>403,600</strong></td>
<td><strong>663,887</strong></td>
<td><strong>278,600</strong></td>
<td><strong>(125,000)</strong></td>
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</table>

**Beginning Fund Balance**

| Beginning Fund Balance | (847,187)         |

**Ending Fund Balance**

| Ending Fund Balance   | (443,587)         |

@ - Total includes $ 439,191 in transfers for Minges Pool and Minges Scoreboard projects to be reimbursed back to Athletics budget.

# - Incremental meal allowance for Student-Athletes
<table>
<thead>
<tr>
<th>Session</th>
<th>Athletics &amp; Advancement Committee</th>
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<tbody>
<tr>
<td>Responsible Person</td>
<td>Mr. Jeff Compher, Director of Athletics</td>
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<tr>
<td>Agenda Item</td>
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<tr>
<td>Item Description</td>
<td>Master Facility Plan Update</td>
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<td>Session</td>
<td>Athletics &amp; Advancement Committee</td>
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<td>Item Description</td>
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<tr>
<td>Notes</td>
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</tbody>
</table>
This season, college football enters a new four-team playoff era. The format is simple: the best four teams, two semifinals played in bowl games and a championship game played in a different city each year. It's the biggest innovation in the sport in decades.

How It Works
A 13-member selection committee will rank the top 25 teams. The top four ranked teams will play in two semifinal games on New Year's Day. The two winning teams will play in the championship game in North Texas Jan. 12, 2015.

Criteria
The committee will rank each team based on championships won, strength of schedule, head-to-head results, comparative outcomes of common opponents and other factors.

Rankings
On Oct. 28, the committee will release the first of seven weekly rankings of the top 25 teams. The final ranking will be released Dec. 7. It will be the seeding for the playoff.

Access
Every FBS team will have equal access to the playoff based on its performance. No team or conference will qualify automatically. There will be no limit on the number of teams from a conference that can make the playoff.

Championship Monday
The championship game will be on Monday night every year.

Conferences Manage The Event
The FBS conferences will manage the College Football Playoff. All 10 conferences are members of the new entity CFP Administration, LLC.

Selection Committee Responsibilities
- Select the top four teams for the playoff, rank them and assign them to semifinal sites.
- Rank the next group of teams to play in other New Year's bowls if berths are available.
- Select the highest-ranked champion from the five conferences without New Year's bowl contracts.
- Assign teams to New Year's bowls
- Create competitive matchups
- Attempt to avoid rematches of regular-season games and repeat appearances
- Consider geography

Participants In New Year's Bowls
Both participants in the Orange, Rose and Sugar bowls are contracted outside the playoff arrangement (Big Ten and Pac-12 to Rose Bowl; SEC and Big 12 to Sugar Bowl; ACC to Orange Bowl against the highest ranked available team from the SEC, Big Ten and Notre Dame). If a conference champion qualifies for the playoff, then the bowl will choose a replacement from that conference. When those bowls host the semifinals and their contracted conference champions do not qualify, then the displaced champion(s) will play in the other New Year's bowls.

The Fiesta, Cotton and Peach Bowls will host displaced conference champions and the top-ranked champion from a non-contract conference. The highest-ranked available teams will fill any other berths. The Selection Committee will make the pairings.

2004-15 College Football Playoff Schedule

**SEMI-FINAL**
**Allstate Sugar Bowl**
January 1, 2015
8 p.m. ET, ESPN
Mercedes-Benz Superdome, New Orleans, La.

**SEMI-FINAL**
**Rose Bowl Game**
presented by Northwestern Mutual
January 1, 2015
5 p.m. ET, ESPN
Rose Bowl Stadium, Pasadena, Calif.

Orange Bowl
December 31, 2014
1 p.m. ET, ESPN
Sun Life Stadium, Miami Gardens, Fl.

Chick-Fil-A Peach Bowl
December 31, 2014
1 p.m. ET, ESPN
Georgia Dome, Atlanta, Ga.

Fiesta Bowl
December 31, 2014
1 p.m. ET, ESPN
Mercedes-Benz Superdome, New Orleans, La.

AT&T Cotton Bowl
January 1, 2015
1 p.m. ET, ESPN
AT&T Stadium, Arlington, Texas

**COLLEGE FOOTBALL PLAYOFF NATIONAL CHAMPIONSHIP**
January 12, 2015
8 p.m. ET, ESPN
AT&T Stadium, Arlington, Texas

COLLEGE FOOTBALL PLAYOFF
The Lineup

In addition to the College Football Playoff and Host Bowls, the American will have either a primary or secondary affiliation with 12 bowl games spanning the next six years. The American will work annually with its member schools and bowl partners to create the most sensible and attractive matchups during the new cycle.

The Miami Beach Bowl will be played for the first time in 2014 at state-of-the-art Marlins Park in Miami, which sits on the site of the historic Orange Bowl stadium. An American Athletic Conference team will play in the bowl each year, beginning with the 2014 matchup against Brigham Young. Conference USA, the Mid-American Conference and the Sun Belt Conference are scheduled for future years, though institutions from other conferences also will have the opportunity to participate.

The Military Bowl presented by Northrop Grumman will take place at Navy-Marine Corps Memorial Stadium in Annapolis, Md., while the events and activities surrounding the game will be based in Washington, U.C. The American Athletic Conference will face an opponent from the Atlantic Coast Conference in all six years of the coming cycle.

The Birmingham Bowl takes place at Legion Field in Birmingham, Ala., The American/Big East has partnered with the bowl since its inception in the 2006 season. The American Athletic Conference will annually face an opponent from the Southeastern Conference.

The Bitcoin St. Petersburg Bowl is played at Tropicana Field in St. Petersburg, Fla. The American Athletic Conference will supply a team to the bowl during each year of the six-year cycle. The Atlantic Coast Conference will provide the opposing team in 2014, 2016 and 2018, while Conference USA will play in the game in 2015, 2017 and 2019.

The Lockheed Martin Armed Forces Bowl is played at Amon G. Carter Stadium on the campus of Texas Christian University. The American Athletic Conference will send a team to the bowl in 2014, 2016 and 2018. The opponent will be Army in 2014 and a Big 12 team in 2016 and 2018, with Conference USA as a secondary affiliation.

The Sheraton Hawaii Bowl will be played on Hawaiian Airlines Field at Aloha Stadium on the campus of the University of Hawaii. The American Athletic Conference will participate in the bowl in 2015, 2017 and 2019. The Boca Raton Bowl will be a pre-Christmas game that will feature an American Athletic Conference team three times during the six-year cycle at FAU Stadium in Boca Raton, Fla.

The Bahamas Bowl will be played in at Thomas A. Robinson Stadium in Nassau, Bahamas. The American Athletic Conference will face the Mid-American Conference in 2016 and Conference USA in 2018.

The R&L Carriers New Orleans Bowl is held at the Mercedes-Benz Superdome in New Orleans. The American Athletic Conference has agreed to play in the bowl in 2018 and 2019.

The Cure Bowl will debut in 2015 at the newly renovated Citrus Bowl in Orlando, Fla. An American Athletic Conference team would face an opponent from the Sun Belt Conference.

In addition to the conference’s primary bowl affiliations, The American holds secondary partnerships with the AutoZone Liberty Bowl in Memphis, Tenn., the Duck Commander Independence Bowl in Shreveport, La., and the San Diego County Credit Union Poinsettia Bowl in San Diego.

Future Lineups

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