



**East Carolina University | Board of Trustees
Athletics and Advancement Committee Meeting
February 16, 2017 | Agenda**

- I. Approval of November 16, 2016 Minutes Action

- II. Athletics
 - A. Coach Update – Courtney Oliver, Head Softball Coach Information
 - B. Athletics Update Information
 - C. Financial Report Information
 - D. Pirate Club Update Information
 - E. Facility Update Information

- III. Advancement
 - A. Fundraising and Campaign Progress / Goal Setting Update Information

- III. Board of Visitors
 - A. Call for Nominations

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Edwin Clark, Chair
Agenda Item	I.
Item Description	Approval of minutes – November 10, 2016
Comments	
Action Requested	Approval
Disposition	
Notes	

Athletics and Advancement Committee
November 2016

Advancement Highlights

Vice Chancellor Chris Dyba provided an update on ECU's fundraising total for the fiscal year since July 1 of over \$18 million. Of that \$18 million, East Campus generated \$6,913,863, West Campus generated \$1,958,023 and Athletics brought in \$9,460,103. He stated these figures are tracking well and are on par with the record year we had last year.

Making a Case for a Comprehensive Campaign was then presented to the committee by Vice Chancellor Chris Dyba and Liza Turcotte from Target Analytics. VC Dyba shared that the previous campaign ended in 2012. The goal of that campaign was \$200 million and nearly \$220 million was raised. Going from \$200 million to \$500 million is ambitious but manageable based on a data driven feasibility study through Target Analytics. Success will come from transformative gifts, an increase in giving and participation as well as the branding and marketing of all the campaign priorities. Campaign Planned Giving projections and Corporate and Foundation projections are \$125 million each which provides for half of the \$500 million goal. The other estimated \$250M will come from alumni and friends of ECU.

Ms. Turcotte explained the process of working with University Advancement over the past year and a half. Target Analytics analyzed 185,000 alumni records in the feasibility study and made projections of revenue potential. University Advancement then evaluated the data and made necessary adjustments.

VC Dyba explained that some major gifts since the last campaign will be included in this campaign as is standard practice in the industry. A good example of "reach backs" for this campaign will be the south side stadium renovation contributions given to date. A resolution to endorse the launch of the planning and quiet phase of the next campaign was read and endorsed by the committee. The projection is a public kickoff in the spring of 2020.

Athletic Highlights

Coach Godwin spoke to the committee and shared that his team ended their year with a 3.31 GPA which is the highest in the conference and the highest male sport at ECU. He said they had a tough schedule last year which has prepared them for this upcoming season. He thanked everyone for their support and said his recruiting wins kids because of the team goal to win championships.

Jeff Compher addressed Hurricane Mathew and its impact on the Navy game and student athletes. He stated we had 30 student athletes displaced and in hotels due to flooding. He shared that Debbie Yow at NC State hosted our volleyball team and soccer team allowing them access to their facilities. Also of note was that 160 of our student athletes were out in the community helping victims of Hurricane Mathew. Jeff shared that as a member of the American Conference we relinquished game time rights. The game time for Navy, November 19 will be determined late Saturday night or Sunday.

This weekend is military appreciation weekend therefore active duty families have been invited to attend this game. In addition to Saturday's football game, this weekend, men's and women's basketball will begin their season Friday night.

J Batt shared Pirate Club fundraising totals. Currently \$7.7 million dollars has been committed which leaves \$150 thousand to attain their goal. Capital campaign commitments to date are \$12.2 million and premium seating commitments are \$12.1 million.

Jeff Compher reported that Isaiah Jones has been placed on the Heisman Trophy ballot. He is 20 catches away from breaking Justin Hardy's record. Isiah is one of the 12 finalists for the William Campbell Trophy. He is a very deserving student athlete who will be traveling to NYC on December 6 to attend the NFF Annual Awards dinner.

Nick Floyd reported that Athletics spent a lot of time analyzing each employee due to the Fair Labor Standards Act. Final budget impact is not known; however, attempts to minimize the effect is ongoing.

Nick also reported to the committee that an athletic fee increase of #27.00 will be considered at the Finance and Facilities Committee meeting. This increase has been approved by the SGA.

Clark LeClair Stadium will undergo some aesthetic improvements once approved by the Finance and Facilities Committee. JJ McLamb listed the following improvements: new foul line turf, wall pads, scoreboard upgrade to video and a graphic historical area showcasing the 12 year history of the stadium.

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Courtney Oliver, Head Softball Coach
Agenda Item	II. A.
Item Description	Coach Update – Women’s Softball
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Jeff Compher, Director of Athletics
Agenda Item	II. B.
Item Description	Athletics Update
Comments	
Action Requested	Information
Disposition	
Notes	

EAST CAROLINA ATHLETICS

2016-2017 Informational Recaps – Winter Update

BASEBALL

- The Pirates officially opened spring practice on January 27 under third-year head coach Cliff Godwin.
- Seniors LHP Evan Kruczynski, 3B Eric Tyler and C Travis Watkins were named team co-captains.
- ECU was picked as the preseason favorites for the American Athletic Conference by the league's eight head coaches. Kruczynski was tabbed as Preseason Co-Pitcher-of-the-Year and was a first-team all-league selection. RHP Joe Ingle (unanimous), Watkins and OF Dwanya Williams-Sutton (unanimous) were also tabbed as preseason all-conference selections.
- Kruczynski was named to a pair of preseason All-America teams (*Collegiate Baseball*/third-team and *Perfect Game*/third-team).
- A trio of Pirates - Evan Kruczynski, Joe Ingle and Dwanya Williams-Sutton – were named Second-Team All-America by the National Collegiate Baseball Writers Association (NCBWA).
- ECU has garnered five preseason national rankings which includes a No. 6 standing by *Baseball America*, the highest to start a season in program history. It was also slotted at No. 10 by *D1Baseball*, *Perfect Game* and *USA Today*/Coaches poll to go along with a No. 13 standing by *Collegiate Baseball*.
- The Pirates sported a 3.41 cumulative GPA in the fall of 2016, their third-straight semester with a 3.00 GPA or higher (3.42/fall 2015 and 3.20/spring 2016). Thirty (30) of 35 players were named to ECU Director of Athletics honor roll, posting a 3.00 GPA or better, while five (Jake Agnos, Hunter Hood, Kirk Morgan, Ryan Ross and Watkins) earned Chancellor List status with a perfect 4.0 GPA and 10 landed on the Dean's List (3.5 or higher).
- The baseball program turned in nearly 900 hours of community service during the fall working with programs in the Pitt County area as the Food Bank of Central and Eastern North Carolina, Team IMPACT, Riley's Army, Cypress Glenn Retirement Community Flood Relief, Red Cross, First Born Community Development Center, ACES for Autism, Make-A-Wish Foundation and the James and Connie Maynard Children's Hospital.
- Kruczynski received the Gaylord Perry Amateur Pitching Award as North Carolina's top non-professional hurler for 2016 by the Wilson Hot Stove League. Student assistant coach and former Pirate letterwinner Parker Lamm was the recipient of the Trot Nixon "Gamer" Award, given annually to the player whose grit, hustle and excellence on the field exemplifies the honor's namesake at the Wilson Hot Stove Banquet.
- ECU players and coaches officially welcomed the Galaska family during a Team IMPACT (Inspire, Motivate, Play Against Challenges Together) Draft Day on Wednesday, Dec. 7. Rhett, a native of Greenville who was diagnosed with Hodgkins Lymphoma in 2014, was joined by his mother and father Tommi and Jeff Galaska as well as his two brothers, Roman and Ryker, at the signing ceremony. Following a press conference and signing of a national letter-of-intent, Godwin, his staff and members of the 2017 Pirate baseball team presented Rhett with an official jersey before closing out the evening with one-on-one interviews and posing for pictures.
- ECU announced its 2017 schedule which includes 34 home games at Lewis Field inside Clark-LeClair Stadium, including the 14th Annual Keith LeClair Classic (ECU, Western Carolina, St. John's and Appalachian State). The slate features 21 games against eight teams that earned a bid to the 2016 NCAA Regionals, 29 against squads with 30-plus wins and eight that finished ranked in the national polls.

BASKETBALL (MEN)

- East Carolina Head Coach Jeff Lebo underwent hip replacement surgery on Jan. 16 and is out indefinitely. Assistant coach Michael Perry is serving as acting head coach in Lebo's absence.
- Lebo became the winningest coach in the school's Division I history (since 1965-66) and became one of only three coaches in program history with more than 100 victories.
- Junior B.J. Tyson became the 28th player in school history to score 1,000 career points.
- Senior Caleb White surpassed the 1,400-point mark for his career, becoming just the sixth player in school history to reach the plateau. White also surpassed 200 career 3-point field goals, one of only six players at ECU record that achievement.
- The Pirates have more than 100 blocked shots as a team for the 11th time in program history. ECU ranks among the top 30 in the nation in total blocks and blocked shots per game. Graduate transfer Andre Washington is on pace for more than 80 blocks this season. The Pirates are on pace to set the program single-season record for blocks, which is currently 156 (posted only 64 a year ago).
- ECU is also on pace to post the best defensive season in school history. If the season were to end today, single-season record for scoring defense (62.3 ppg) and field goal percent defense (.381) would be registered.
- Freshman Jeremy Sheppard was named the American Athletic Conference Rookie-of-the-Week on Dec. 4. B.J. Tyson, Kentrell Barkley, Andre Washington and Caleb White have each been named to the conference's weekly honor roll once this season.
- Senior Clarence Williams was dismissed from the team on Dec. 22.
- ECU recorded its seventh consecutive winning non-conference ledger under coach Lebo.
- The Pirates posted a non-conference home record of 7-1 after going 7-0 inside Williams Arena at Minges Coliseum a year ago.

- After fulfilling his academic requirements during the 2016 fall semester; freshman Shawn Williams became eligible to practice with the team for the 2017 spring semester. He must complete a year of academic residency before being cleared for competition.
- K.J. Davis, a 6-foot-6 guard from I.C. Norcom High School in Portsmouth, Va., signed an NLI to join the Pirates for the 2017-18 campaign.

BASKETBALL (WOMEN)

- Gabrielle Holston was selected as a nominee for the Women's Basketball Coaches Association (WBCA) Good Works Team
- Kristen Gaffney was named American Athletic Conference Player-of-the-Week on November 14 after averaging 27.5 points, seven rebounds and 4.5 steals in a 2-0 week for the Pirates. She became the first AAC Player-of-the-Week for ECU since Jada Payne (December, 2014).
- Seventh-year head coach Heather Macy announced three newcomers signed national letters of intent during the NCAA's Early Signing Period on November 10. Tamia Hicks, Necole Hope and Ariyana Williams will be eligible to play for the Pirates beginning in the 2017-18 season.
- Head coach Heather Macy became the second-winningest coach in program history after ECU's victory over Marist on November 22. She currently has 117 career wins and is 11 away from surpassing all-time leader Sharon Baldwin-Tener (126).
- Bre McDonald was named to the American Athletic Conference Weekly Honor Roll on January 9 after leading the Pirates with 16 points and 10 rebounds (fifth double-double of campaign) in ECU's first AAC win of the season over SMU.
- WZMB Radio (91.3 FM) and East Carolina Athletics announced a seven-week Heather Macy All-Access Radio Show that airs Monday's from 12-1 p.m. from January 16 to February 27.
- Macy was inducted to the Starmount High School Hall of Fame on January 18.
- The women's basketball team has already completed over 650 hours of community service this academic year.

CROSS COUNTRY

- ECU wrapped up the 2016 campaign November 12, competing in the NCAA Southeast Regional at Paramore Farms in Charlottesville, Va. The men took 18th place in the 10K, while the women finished 21st in the 6K. Senior Jorge Montes, a three-time All-American Conference honoree, wrapped up his collegiate career with a 74th place finish, crossing the line in 31:12.9, while sophomore Nick Ciaccia took 84th in a time of 31:24.5. On the women's side, sophomore Grace Sullivan placed a very respectable 54th, recording a time of 21:48.6.
- East Carolina competed in the American Athletic Conference Championship Oct. 29 in Cincinnati. The men took seventh place while the women finished 11th. Senior Jorge Montes captured his third consecutive All-AAC laurel by finishing 12th. Sophomore Victoria Cooke was the top Pirate runner on the women's side, placing 36th.

FOOTBALL

- Under the direction of first-year head coach Scottie Montgomery, East Carolina posted a 3-9 overall mark and stood tied for fourth (along with Cincinnati and Connecticut) in the American Athletic Conference's East Division at 1-7. The Pirates opened the season with a 2-0 record after downing NC State 33-30 at sold-out Dowdy-Ficklen Stadium on September 10, but dropped nine of their last 10 contests to fall short of bowl eligibility for the second consecutive year. ECU was winless on the road (0-6) - a first for the Pirate program since 2004.
- In addition to posting league-leading average attendance figures in eight of the last nine seasons (including 2016), ECU has also stood first among all Group of Five conference member turnstile counts in four of the last five years and ranked 53rd of all 128 FBS programs nationally last fall.
- East Carolina extended its streak of .500 or better non-conference finishes to four straight seasons. In fact, the Pirates have enjoyed a 10-6 mark out of league play the previous four years, with six of the 10 victories coming against Atlantic Coast Conference opponents – North Carolina (twice), NC State (twice) and Virginia Tech (twice) – thanks mostly to a combined 263-point scoring total (43.8 ppg).
- ECU ranked among the nation's Top 25 (of 128 FBS programs) in various 2016 regular season statistical categories – standing 6th in passing offense, 12th in completion percentage, 20th in fourth down conversion percentage, 21st in blocked kicks, 22nd in fewest penalties, fewest penalty yards and blocked punts, 24th in fewest penalties per game average and 25th in fewest penalty yards per game average.
- Individually, two players stood among the top 10 nationally in six combined statistics. WR Zay Jones captured FBS stat titles in receptions (158), receptions per game (13.2), receiving yards (1,746) and receiving yards per game (145.5), while QB Philip Nelson was 8th in completion percentage (67.9) and 10th in completions per game (23.7).
- Jones became the NCAA FBS record-holder in career (399) and single-season (158) receptions, establishing the pair of marks vs. Navy on Nov. 19 and at Temple on Nov. 26, respectively.
- Coach Montgomery directed the second-highest single-season passing attack in school history during the 2016 campaign, averaging 334.7 air yards per game. Additionally, his unit generated 5,605 yards of offense (467.1 ypg), which ranked as the fourth-highest seasonal total in the Pirate record books. East Carolina's 688 total yards against

Western Carolina in the opener on September 3 stands third on the school's single-game list dating back to 1932, while its 488 passing yards vs. UCF on October 1 rates second in the all-time annals. Lastly, ECU racked up 400 or more yards of offense in 11 of 12 contests.

- Coach Montgomery coached two (2) players who earned All-American Athletic Conference honors in 2016, including first-teamer Jones and second-team selection Worth Gregory. Gregory's inclusion on an all-conference squad was the first for an ECU punter since 2009.

- Jones earned selection to a combined 14 All-America squads, earning six first-team nods (Walter Camp, *The Sporting News*, *ESPN.com*, *SB Nation*, *Pro Football Focus*, *College Sports Madness*) and eight second-team picks (*Associated Press*, *FWAA*, *AFCA*, *SI.com*, *CBS Sports*, *Fox Sports*, *Athlon Sports*, *Phil Steele Magazine*)

- Jones was also well-represented on the national award circuit as a CoSIDA Academic All-American, Biletnikoff Award Finalist, William V. Campbell Trophy Finalist, Senior CLASS Award Finalist, Wooden Cup Semifinalist, Earl Campbell Tyler Rose Award Semifinalist

- A total of 18 players made their initial career starts during the course of the 2016 season and the Pirates did not feature the same starting lineup in successive games.

- A total of seven (7) Pirates played their "senior" seasons in 2016 as East Carolina University graduates, which ranked among the Top 20 nationally at the FBS level. In addition, five (5) more earned their bachelor's degree during Commencement Exercises in December to push the total number of graduates to 12 during the entire fall semester (from start to finish).

- ECU announced the hiring of defensive backs coach Brandon Lynch and defensive line coach Robert Prunty in January to replace Rick Smith (retirement) and Deke Adams (UNC), respectively.

- East Carolina and Appalachian State, two programs which share a competitive rivalry dating back to its roots in the Southern Conference, have agreed to a four-year home-and-home football series in 2021, 2024, 2025 and 2026 according to a joint announcement by both institutions on January 17.

GOLF (MEN)

- Three North Carolina high school golfer student-athletes - Tim Buntun (Concord), Stephen Carroll (Concord) and Jimbo Stanley (Raleigh) - have each signed a national letter-of-intent with East Carolina University.

- Press McPhaul's Pirates will open the spring portion of their schedule February 6-7 at the Sea Best Invitational in Ponte Vedra Beach, Fla. That's the first of seven tournaments scheduled for the spring season.

- The 2017 East Carolina Intercollegiate will be played at Brook Valley Country Club, April 3-4.

GOLF (WOMEN)

- Kevin Williams' squad returns to action February 5-7 when it participates in the UCF Challenge in Orlando, Fla.

- The Pirates enter the spring portion of their schedule ranked No. 42 nationally by *Golfstat* with a 59-15-1 record.

- Senior Lisa Pettersson is ranked No. 80 by *Golfstat* entering the Pirates' spring schedule.

- Mary Katherine Donovan was named the assistant coach on Jan. 3, 2017.

LACROSSE

- Amanda Barnes, who was named the program's first head coach on June 27, 2016, signed the first-ever recruiting class in program history. The group is comprised of student-athletes hailing from 11 different states, including four from North Carolina.

SOCCER

- The Pirates concluded the 2016 season with a 5-12-1 overall record and 1-7-1 mark in American Athletic Conference contests.

- Senior forward Lana Spitler, who finished her career with the fifth-most points (60) and goals (23) in program history, earned American Athletic Conference Second-Team honors and freshman defender Jayda Hylton-Pelaia was named to the league's All-Rookie Team.

- Assistant coach Sharolta Nonen announced her resignation on January 17 to accept the head coaching position at Florida International after two years of service with the Pirates.

SOFTBALL

- East Carolina announced its 2017 schedule in November. The Pirates will play a total of 27 home games as well as host the American Athletic Conference tournament on May 11-13. The campaign kicks off February 10-12 when ECU takes part in the Red and Black Showcase hosted by the University of Georgia. The Pirates will face Syracuse, Winthrop and UGA during the two-day event.

- ECU's 2017 signing class garnered a No. 22 national ranking by *FloSoftball.com*. It is the first nationally-ranked recruiting class in program history and includes infielder Ashleigh Inae, who is regarded as the No. 84 prep player in the country.

- East Carolina's recently announced 2016 recruiting class is comprised of five student-athletes – pitcher Megan Mills (Garner, N.C./West Johnston), utility player Olivia Narron (Kenly, N.C./North Johnston) and infielders

Logan Wood (Yadkinville, N.C./Forbush), Kendra Ziembra (Wilmington, Del./Hodgson Technical) and Caelyn Elwin (Dallas, Ga./South Paulding).

- Emily Weiman, a former Atlantic Coast Conference Pitcher-of-the-Year as well as a current professional in the National Pro Fastpitch league, has been named the team's graduate assistant coach. She served as a volunteer assistant last spring.

- Oliver has added transfer infielder Meredith Burroughs for the 2017 campaign. Burroughs enjoyed a successful two seasons at NC State as the Wolfpack's everyday first baseman. She started all 57 games as a freshman on a NC State squad that won the NCAA Harrisonburg Regional and was just two games away from reaching the Women's College World Series.

SWIMMING & DIVING

- East Carolina Head Coach Rick Kobe announced in December that the 2016-17 campaign would be his final season after 35 years at the helm of the Pirate swimming and diving program. He is set to retire once his contract expires at the end of June. Kobe ranks fourth on the NCAA all-time dual meet wins list with 534 victories.

- The men's team has compiled a 5-1 dual meet record, while the ladies have put together a 6-2 season.

- Diver Alicia Roueche and swimmers Marion Abert and John Myhre have each been the recipient of an American Athletic Conference weekly award this semester.

- Abert set the women's varsity record in the 200 and 500-yard freestyle and Matt Mullen set the school record on the 3-meter springboard.

- The women's swimming and diving team was named a College Swimming and Diving Coaches Association of American (CSCAA) Scholar All-America Team for the 2016 fall semester with a 3.41 team GPA.

- Senior Ashley Sams qualified for the NCAA Zone Regional Championships in the 1-meter springboard competition.

- East Carolina will compete at the 2017 American Athletic Conference Championships in Houston, February 15-18. The men's team will be looking to win its third consecutive conference title.

TENNIS

- Shawn Heinchon and his men's tennis team began its 2017 spring campaign January 20 with a 7-0 win over North Carolina Central.

- After following the home opener with a 4-3 victory over Presbyterian and a 7-0 shutout of George Mason, the Pirates are 3-0 for the second time in as many years. It also marked the first time ECU has begun 3-0 in back-to-back seasons since 2010 and 2011.

TENNIS (WOMEN)

- Sophomore Celia Ruiz placed third among all singles players at the Kitty Harrison Invitational in Chapel Hill, the Pirates' final competition of the fall season.

- Head coach Tom Morris, who will begin his 19th spring directing the ECU women's squad, announced that Germany native Alisa Dierksen signed a national letter-of-intent to attend East Carolina and play tennis beginning in the fall of 2017.

TRACK & FIELD

- East Carolina, under the direction of 12-year head coach Curt Kraft, began its indoor season in the middle of January with a pair of meets at North Carolina and Virginia Tech. The Pirates won two events in Chapel Hill before capturing three in Blacksburg.

- Sophomore Stefano Migliorati broke the school record in the 600m with a time of 1:18.84. He is currently ranked second in the American Athletic Conference in the 800m with a season-best time of 1:53.02.

- The Pirates' 2016 signing class includes 27 student-athletes and numerous New Balance national meet qualifiers as well as a handful of USA Track and Field Junior Olympic All-America selections.

- Tamarack Bolden, Janieyah Collins, Vincent Ragland, Madison Rayfield and Courtney Warner were named to the United States Track and Field and Cross Country Coaches Association (USTFCCA) All-Academic Team. To qualify, a student-athlete must carry at least a 3.25 grade point average as well as rank in the top 96 in an individual indoor event or participate in any round of the NCAA Division I Championships during the outdoor season.

VOLLEYBALL

- Maggie Hallow, who spent her freshman year as a member of the West Virginia volleyball program, has transferred to East Carolina and is eligible to compete for the Pirates beginning with the 2017 season. The Greenville, N.C., native enjoyed a standout career at J.H. Rose High School, leading the Rampants to the 2014 North Carolina 4A state title after which she was named the tournament MVP. A three-time all-conference honoree, Hallow picked up Under Armour All-America Honorable Mention recognition and was nominated for the North Carolina Gatorade Player-of-the-Year award.

- ECU finished the 2016 campaign with a 15-15 overall record, its first non-losing season since 2006.
- The Pirates started the season 10-0, good for the longest winning streak in school history, and won every non-conference match for the first time ever.
- East Carolina had players appear on the AAC Weekly Honor Roll six times during the season.
- The Pirates knocked off five teams ranked higher than them in the Pablo index, including Tulane on the road as well as Navy, Campbell, Memphis and UConn.
- ECU won 12 matches away from Greenville, including victories in seven true road contests.
- Senior middle hitter Ashley McCrae finished her career with the best hitting percentage (.326) of any Pirate in program history. She also broke the single-season record for hitting percentage (.369) and now owns the first and third-best single-season marks.
- Senior setter Sabrina Gonzalez racked up 2,114 assists in just two seasons to finish her East Carolina career ranked sixth on the program top 10 list. She tallied 1,116 assists this year to rank 10th on the single-season chart as well as ended the season with 16 double-doubles to rank among the American Conference leaders.
- Freshman libero Brandee Markwith collected 448 digs - the sixth most in a single season in school history.
- Head coach Julie Torbett upped her win total to 55 at East Carolina, just 17 away from becoming the winningest head coach in program history. She enters the 2017 season needing just seven victories to reach 400 for her career.

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Nick Floyd, Associate Director of Athletics
Agenda Item	II. C.
Item Description	Financial Report
Comments	
Action Requested	Information
Disposition	
Notes	



EAST CAROLINA

DEPARTMENT OF ATHLETICS

MEMORANDUM

TO: Board of Trustees
Athletics & Advancement Committee

FROM: Nick Floyd
Executive Associate Director of Athletics

DATE: January 31, 2017

RE: Athletics Financial Report

The attached financial report contains information for the current fiscal year through January 25, 2017.

At this time, we are still projecting a breakeven operational budget for FY17 and are beginning the budget formulation process for next year. To date, there are no major deviations from the various revenue and expense lines, and none are expected through the remainder of the year.

As noted on the report, several repair projects are being carried in the Repairs and Replacements line. These expenses will be managed through other cost savings or additional revenues as they become available.

Among some items of interest, the Clark-LeClair Stadium improvements are on schedule and will be a great addition to the facility (additional detail of this work will be provided in the course of the meeting). Also, we anticipate that the 2017 football schedule will be released prior to this meeting which includes seven home games for the first time in our modern football history. Season tickets went on sale on February 1.

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

NICK FLOYD

EXECUTIVE ASSOCIATE DIRECTOR OF ATHLETICS

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C.S. 14-351



EAST CAROLINA UNIVERSITY ATHLETIC FUND
FINANCIAL REPORT FY 2016 - 17

REVENUE	Budgeted 7/1/2016	Actual 1/25/2017	Projected 6/30/2017	Projected Over/(Under) Budget
Student Fees	\$ 15,194,400	14,370,182	15,194,400	0
Football Ticket Revenue	6,300,000	6,254,795	6,259,168	(40,832)
Men's Basketball Ticket Revenue	475,000	419,034	440,000	(35,000)
Women's Basketball Ticket Revenue	44,500	34,943	40,000	(4,500)
Baseball Ticket Revenue	300,000	168,843	350,000	50,000
Pirate Club Scholarship Pledge	5,967,800	1,050,000	5,967,800	0
NCAA / AAC Distributions	4,635,000	10,000	4,635,000	0
Concessions and Licensing	1,175,000	376,419	1,175,000	0
Athletic Guarantees	1,200,000	90,000	1,200,000	0
Sports Marketing	1,750,000	8,531	1,750,000	0
Gifts In Kind	2,217,975	0	2,217,975	0
Other Sports Fundraising / NCAA SAF	387,000	452,276	450,476	63,476
Other (Bowl game, Other Sports tickets, Football parking, Processing fees, Non Athletic events, Transfers, Restricted Private Gifts, Misc.)	<u>\$ 1,118,325</u>	<u>720,982</u>	<u>1,149,651</u>	<u>31,326</u>
	<u>\$ 40,765,000</u>	<u>23,956,006</u>	<u>40,829,470</u>	<u>64,470</u>
EXPENDITURES				
	Budgeted 7/1/2016	Actual 1/25/2017	Projected 6/30/2017	Projected Under/(Over) Budget
Administration	\$ 6,679,700	2,986,983	6,679,700	0
Repairs / Replacements	319,000	699,542 #	371,170	(52,170)
Facilities	883,250	541,011	883,250	0
Home Game Operations	1,375,350	922,214	1,375,350	0
Conference Championship Travel	634,500	55,639	634,500	0
Spirit Groups	289,750	162,525	289,750	0
Other Support Services	6,574,200	4,406,244	6,574,200	0
Football	9,200,300	6,096,368	9,200,300	0
Men's Basketball	3,024,800	2,201,338	3,024,800	0
Other Men's Sports	3,599,350	2,509,538	3,602,150	(2,800)
Women's Basketball	2,228,300	1,413,852	2,228,300	0
Other Women's Sports	5,569,500	4,222,087	5,579,000	(9,500)
Other Sports Fundraising / NCAA SAF	<u>387,000</u>	<u>219,578</u>	<u>387,000</u>	<u>0</u>
Total	<u>40,765,000</u>	<u>26,436,920</u>	<u>40,829,470</u>	<u>(64,470)</u>
Net Operating Income / (Loss)	0	(2,480,914)	0	0
Fund Balance Increase/(Decrease)	\$ <u>0</u>	<u>(2,480,914)</u>	<u>0</u>	<u>0</u>
Beginning Fund Balance	(1,880,317)		(1,880,317)	
Ending Fund Balance	<u>\$ (1,880,317)</u>		<u>(1,880,317)</u>	

- Includes approximately \$ 400,000 for Clark-LeClair Stadium waterproofing and other repairs that will be offset against excess revenue, operational savings, or moved to a non-budget capital reserve account.

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	J Batt, Associate Director of Athletics; Director of Pirate Club
Agenda Item	II. D.
Item Description	Pirate Club Report
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Jeff Compher, Director of Athletics
Agenda Item	II. E.
Item Description	Facilities Update
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Chris Dyba, Vice Chancellor for University Advancement
Agenda Item	III. A.
Item Description	Fundraising and Campaign Progress Goal Setting Update
Comments	
Action Requested	Information
Disposition	
Notes	

Advancement Update

Board of Trustee Meeting
February 16, 2017



Fundraising Totals

As of December 31, 2016

East Campus Funds	\$10,581,109
West Campus Funds	\$ 4,664,288
Athletics	\$12,507,127
Total	\$27,752,524

Campaign Progress

	TOTAL O UTRIGHT (INDIVIDUAL AND CFR)	PLANNED GIVING	RAMSES (CFR RESEARCH)	TOTAL	PROGRESS 11/1/20 16 - 12/31/20 16 (INCLUDING REACHBACKS)	REMAINING
					TOTAL TO DATE	
ATHLETICS - PIRATE CLUB	\$ 95,000,000.00	\$ 42,500,000.00		\$ 137,500,000.00	\$ 37,776,571	\$99,723,429
ALUMNI ASSOCIATION	\$ 6,000,000.00	\$ 1,000,000.00		\$ 7,000,000.00	\$ 557,763	\$6,442,237
ECU FOUNDATION, INC.						
COLLEGE OF ARTS AND SCIENCES	\$ 12,000,000.00	\$ 8,000,000.00	\$ 7,000,000.00	\$ 27,000,000.00	\$ 8,189,779	\$18,810,221
COLLEGE OF BUSINESS	\$ 24,000,000.00	\$ 6,000,000.00	\$ 1,000,000.00	\$ 31,000,000.00	\$ 6,810,612	\$24,189,388
COLLEGE OF EDUCATION	\$ 11,000,000.00	\$ 18,000,000.00	\$ 1,000,000.00	\$ 30,000,000.00	\$ 12,198,485	\$17,801,515
COLLEGE OF FINE ARTS & COMMUNICATION	\$ 10,000,000.00	\$ 8,000,000.00		\$ 18,000,000.00	\$ 4,021,246	\$13,978,754
COLLEGE OF HEALTH & HUMAN PERFORMANCE	\$ 8,000,000.00	\$ 4,000,000.00	\$ 2,000,000.00	\$ 14,000,000.00	\$ 2,473,532	\$11,526,468
COLLEGE OF ENGINEERING AND TECHNOLOGY	\$ 10,000,000.00	\$ 2,000,000.00	\$ 1,000,000.00	\$ 13,000,000.00	\$ 703,958	\$12,296,042
HONORS COLLEGE / EC SCHOLARS	\$ 15,000,000.00	\$ 5,000,000.00		\$ 20,000,000.00	\$ 2,385,117	\$17,614,883
JOYNER LIBRARY	\$ 5,000,000.00	\$ 3,000,000.00		\$ 8,000,000.00	\$ 1,661,380	\$6,338,620
STUDENT LIFE	\$ 8,000,000.00	\$ 2,000,000.00		\$ 10,000,000.00	\$ 1,417,995	\$8,582,005
ACADEMIC AFFAIRS	\$ 5,000,000.00		\$ 6,000,000.00	\$ 11,000,000.00	\$ 1,351,027	\$9,648,973
ACCESS SCHOLARSHIPS	\$ 10,000,000.00	\$ 10,000,000.00		\$ 20,000,000.00	\$ 5,125,492	\$14,874,508
ECU FOUNDATION	\$ 4,000,000.00	\$ 5,000,000.00		\$ 9,000,000.00	\$ 3,600,660	\$5,399,340
OTHER	\$ 2,000,000.00	\$ -	\$ 1,000,000.00	\$ 3,000,000.00	\$ 804,800	\$2,195,200
RESEARCH & GRADUATE STUDIES	\$ 500,000.00		\$ 8,000,000.00	\$ 8,500,000.00	\$ 1,570,597	\$6,929,403
STEPP PROJECT	\$ 1,500,000.00		\$ 3,000,000.00	\$ 4,500,000.00	\$ 1,451,777	\$3,048,223
TOTAL				\$227,000,000.00	\$ 53,766,458	\$173,233,542
ECU MEDICAL & HEALTH SCIENCES FDN, INC.						
BRODY SCHOOL OF MEDICINE	\$ 27,500,000.00	\$ 20,000,000.00	\$ 35,000,000.00	\$ 82,500,000.00	\$ 22,964,712	\$59,535,288
EAST CAROLINA DIABETES & OBESITY INST.	\$ 500,000.00			\$ 500,000.00	\$ 1,250	\$498,750
EAST CAROLINA HEART INSTITUTE	\$ 500,000.00			\$ 500,000.00	\$ 58,275	\$441,725
WILLIAM E. LAUPUS HEALTH SCIENCES LIBR	\$ 500,000.00	\$ 500,000.00		\$ 1,000,000.00	\$ 412,692	\$587,308
MEDICAL & HEALTH SCIENCES FOUNDATION	\$ 500,000.00	\$ 500,000.00		\$ 1,000,000.00	\$ 360,485	\$639,515
COLLEGE OF ALIED HEALTH SCIENCES	\$ 6,000,000.00	\$ 4,000,000.00	\$ 4,000,000.00	\$ 14,000,000.00	\$ 2,641,003	\$11,358,997
COLLEGE OF NURSING	\$ 8,000,000.00	\$ 2,000,000.00	\$ 6,000,000.00	\$ 16,000,000.00	\$ 3,242,028	\$12,757,972
SCHOOL OF DENTAL MEDICINE	\$ 8,000,000.00	\$ 2,000,000.00	\$ 1,000,000.00	\$ 11,000,000.00	\$ 1,725,587	\$9,274,413
OTHER	\$ 1,000,000.00		\$ 1,000,000.00	\$ 2,000,000.00	\$ 610	\$1,999,390
TOTAL				\$128,500,000.00	\$ 31,406,643	\$97,093,357
TOTAL	\$ 279,500,000.00	\$ 143,500,000.00	\$ 77,000,000.00	\$ 500,000,000.00	\$ 123,507,435	\$376,492,565

Mini-Campaigns

- All schools, colleges, divisions will have a goal
- Thematic goals such as scholarships, cross disciplinary academic priorities, and a big idea or two
- Capital projects (south-side stadium renovation, new medical building, alumni center)
- Endowment goal
- Bequest intention goal
- “Annual Fund” or unrestricted goal focused on fiscal sustainability

A campaign is more than a number

- Campaign frames the story
- Campaign seeks investment in our mission
- Campaign articulates our priorities
- Campaign pulls together the campus around big ideas
- Campaign invites all to participate
- Campaign builds pride
- Campaign creates urgency
- Campaign transforms

Campaign Timeline

	FY 15				FY 16				FY 17				FY 18				FY 19				FY 20				FY 21				FY 22				FY 23				FY 24							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
PRE-PLANNING & ASSESSMENT	█	█	█	█	█	█	█	█																																				
NEW CHANCELOR									█																																			
READINESS & GOVERNANCE APPROVAL									█	█																																		
CAMPAIGN COUNTING STARTS*																																												
QUIET PHASE																																												
PUBLIC KICKOFF																																												
PUBLIC PHASE																																												
CAMPAIGN ENDS																																												
UNIVERSITY STRATEGIC PLANNING	█	█	█	█																																								
REVIEW OF NEEDS/PRIORITIES					█	█	█	█	█	█	█	█																																
KEY CONSTITUENT MTGS & SURVEY									█	█	█	█																																
MARKETING ASSESSMENT & PLANNING									█	█	█	█									█	█																						
CASE STATEMENT & MARKETING													█	█	█	█									█	█	█	█																

*Including reach backs not counted in previous campaign

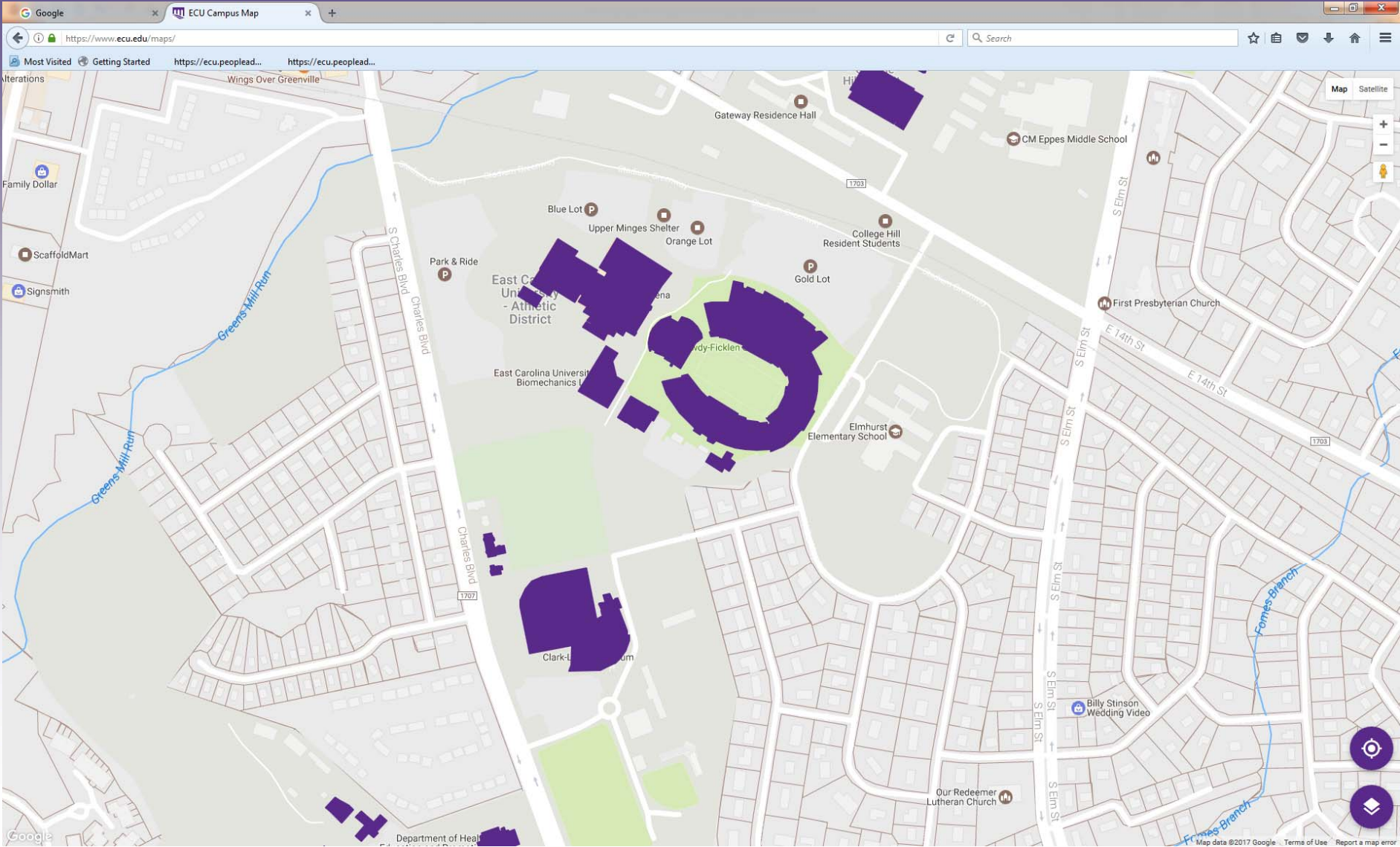
Next Steps

- Continued review of funding priorities and needs
- Continued work on marketing assessment
- Marketing planning with Cooperworks and University Communication
- Fundraising!

Naming Approval

- Bar inside the scholarship club level as a naming opportunity at \$250,000.
- Addition of 2 naming opportunities to the Dowdy Ficklen Stadium South Side Renovation list. \$500,000 naming of the 2 internal streets to the athletic campus. Street one is currently Blackbeard's Alley (road off Berkley Dr. which runs behind the Stadium on the South Side) and the road that runs from Charles Blvd. between the track and baseball stadium down to Ward Sports Medicine Building.

Naming Approval



East Carolina University
Board of Trustees
Athletics & Advancement Committee
February 16, 2017

Session	Athletics & Advancement Committee
Responsible Person	Steve Duncan, Special Assistant to the Chancellor
Agenda Item	IV. A.
Item Description	Call for Board of Visitors Nominations
Comments	
Action Requested	Information
Disposition	
Notes	



Board of Visitors Nomination Form

Name of Nominee: _____

Spouse's name: _____

Home Address: _____

Home Phone: _____ Cell Phone: _____

Email Address: _____

Business/Company Name: _____

Business Address: _____

Business Phone: _____ Alt. Phone: _____

Profession: _____

Title: _____

Areas of particular interest in higher education (Example – student recruitment, marketing, academic programs, student scholars, athletics, etc.):

ECU Alum (Please check one): Yes No

If yes, Year: _____ Degree(s): _____ Major: _____

Nominee has agreed to serve if appointed: Yes No

Name of sponsor: _____

Please attach resume to this form, if possible.