



East Carolina University | Board of Trustees Athletics and Advancement Committee Meeting | September 29, 2016 Agenda

- | | |
|--|-------------|
| I. Approval of July 14, 2016 Minutes | Action |
| II. Athletics | |
| A. 2016-17 Annual Goals (Jeff Compher) | Information |
| B. Outside Events Update (Jeff Compher / JJ McLamb) | Information |
| C. Financial Report / NCAA Presidential Dashboard
(Nick Floyd / Rick Niswander) | Information |
| D. 2016 Football Season Ticket Sales | Information |
| E. Compliance Update (Jamie Johnson) | Information |
| III. University Advancement | |
| A. Advancement Update (Chris Dyba) | Information |
| B. Philanthropic Grants (Chris Dyba) | Information |
| IV. Closed Session | |

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Edwin Clark, Chair
Agenda Item	I.
Item Description	Approval of minutes – July 14, 2016
Comments	
Action Requested	Approval
Disposition	
Notes	

Athletics & Advancement Committee
July 14, 2016

MINUTES

University Advancement

The first item on the agenda was an advancement update by Vice Chancellor Dyba. Vice Chancellor Dyba reported a fundraising total of over \$56M including \$18.4M to the ECU Foundation, \$15.3M to the Medical and Health Sciences Foundation and \$22.3M to Athletics.

VC Dyba thanked those involved with the advocacy that resulted in the repeal of the legislation that would have resulted in a \$1M cap of state expenditures on advancement programs. This repeal allows for greater flexibility in budgeting however, it is important to note that there was a significant cut in state appropriations. As a result of the cuts, certain state funded positions were eliminated; however, the ECU Foundational and the Medical & Health Sciences Foundation created and funded fundraising positions and employees were transferred to those positions where possible.

VC Dyba briefly talked about campaign planning and said that in a future meeting campaign readiness, feasibility marketing etc. will be discussed.

Greg Abeyounis, Associate Vice Chancellor in Advancement gave a presentation about Planned Giving. In the past 10 years ECU has gone from \$40M in planned giving gifts to \$160M. Currently 90% of our gifts are utilized for endowments in the future.

Vice Chancellor Dyba shared the schematics of the proposed Hotel and Alumni Center in Uptown Greenville. The proposed center would be a joint venture with the Hilton and the ECU Alumni Association and would be located in close proximity to the proposed Student Services building in Uptown Greenville. The Alumni Association's part of the estimated \$20M project is \$5M. No state funds will be used for this project and the project will be funded through private sources.

The committee received several recommendations from the ECU Board of Visitors. Dr. Steve Duncan presented the recommendations from the ECU Board of Visitors for reappointments and new appointments to the board. There are 6 members seeking reappointment and recommendations for 9 new appointments. Dr. Duncan also presented a slate of officers for consideration from the BOV: He recommended Mark Garner as chair, Sabrina Bengel as Vice Chair and Linda Thomas as secretary.

Finally, Dr. Duncan, on behalf of the BOV, proposed a charter revision that would create a required giving amount for service on the Board of Visitors, bringing it more in line with the practices of the other foundations. I'll have motions at the end of my report related to the BOV.

Athletics

The committee received a presentation from Mike Hanley, Associate Athletics Director for Student Services. He talked about the Life Skills program in Athletics. This program focuses on the main areas of Academic Success, Athletic Excellence, Career Development, Community Outreach, Personal Development and Teams for Teams. Through this program, student athletes receive mentoring and advice on a number of topics included personal finance, Leadership, Public Speaking, Social media training and nutrition, just to name a few.

Mr. Hanley reported that student athletes posted over 10,000 hours of community service – including Austin Allen from Men’s Tennis who was actually inducted into ECU’s Servire Society this year. Another point to note is the importance of the Campus and Community Partnership to the Life Skills Program. A few of the partners include Career Services, Student Health Services, American Red Cross, Pitt County Special Olympics and Aces for Autism. Mike also reported that this was the first year of the Athletics Leadership Living Learning Community in the new Gateway Residence Hall. 43 Student Athletes lived in Gateway, having an average of 3.3 GPA and performing 971 hours of community service.

The committee received a Pirate Club update from J Batt. He reports that Pirate Club giving remains strong with a record of \$22.3 million in funds raised this year, which is a 58% over last year. The Annual funds remain on track to reach the goal of \$7.9 million by the end of the calendar year. The Capital Campaign for the Dowdy Ficklen Southside Renovation continues to go well. J reports that Athletics will be back before our committee in September to ask for support to move this project forward.

The committee also viewed a great “Year-In-Review” video produced by ECU Athletics.

MOTIONS

Mr. Chairman, I have several motions for the board:

1. I move that the board approve the appointment of Board of Visitors members as presented in board materials. – Approved unanimously
2. I move that the board approve the slate of officers for the ECU Board of Visitors as presented in board materials. – Approved unanimously
3. I move that the board approve the charter revision for the Board of Visitors as presented in board materials. – Approved unanimously

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Jeff Compher, Director of Athletics
Agenda Item	II. A.
Item Description	2016-17 Annual Goals
Comments	
Action Requested	Information
Disposition	
Notes	



EAST CAROLINA

DEPARTMENT OF ATHLETICS

2016-17 ANNUAL GOALS

1. Increase at least 10 team's average single year GPA (fall/spring GPA) with goal of achieving 3.0 annual GPA encompassing all teams. (Mike Hanley)
2. Achieve required fundraising and construction timelines to continue approval process to keep Dowdy-Ficklen Stadium Southside Renovation project on time (J Batt & JJ McLamb)
3. Meet or exceed all revenue goals for seven ticketed sports (Shelley Binengar)
4. Achieve balanced budget with fiscal accountability by all areas to stay within budget expense items. (Nick Floyd)
5. Continue to host non-athletic events to reach revenue goals. (JJ McLamb)
6. Incorporate results from season ticket holder surveys to increase customer service and improve game day experience (Shelley Binengar, J Batt, JJ McLamb)
7. Win at least three AAC championships with all teams finishing in the top half of conference standings. (All ELT members)
8. Establish new employee orientation session specific to athletics to educate new employees to department culture, operations and procedures expectations. (Lee Workman)
9. Implement new FLSA guidelines in a fiscally responsible manner. (Lee Workman)



East Carolina University
Board of Trustees
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September 29, 2016

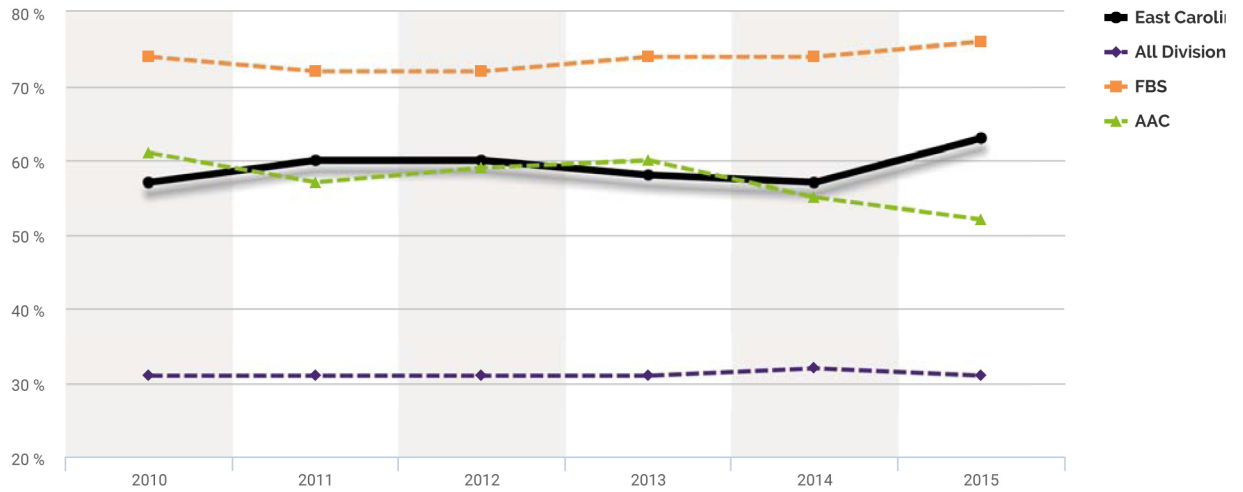
Session	Athletics & Advancement Committee
Responsible Person	Jeff Compher, Director of Athletics JJ McLamb, Associate Athletics Director - Operations
Agenda Item	II. B.
Item Description	Outside Events Update
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Nick Floyd, Associate Director of Athletics Rick Niswander, Vice Chancellor for Administration & Finance
Agenda Item	II. C.
Item Description	Financial Report / NCAA Presidential Dashboard
Comments	
Action Requested	Information
Disposition	
Notes	

INSTITUTION DATA

Gen. Rev. as a % of Revenues



PERCENTILE RANK IN DIVISION I

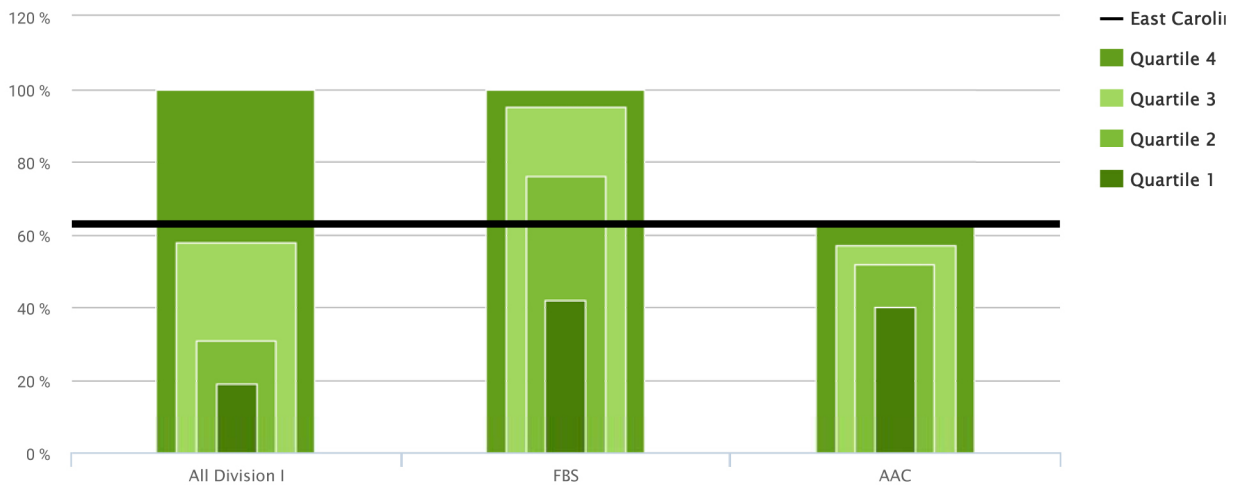


73% 76% 75% 75% 75% 77%

2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Gen. Rev. as a % of Revenues



PERCENTILE RANK IN PEER GROUP

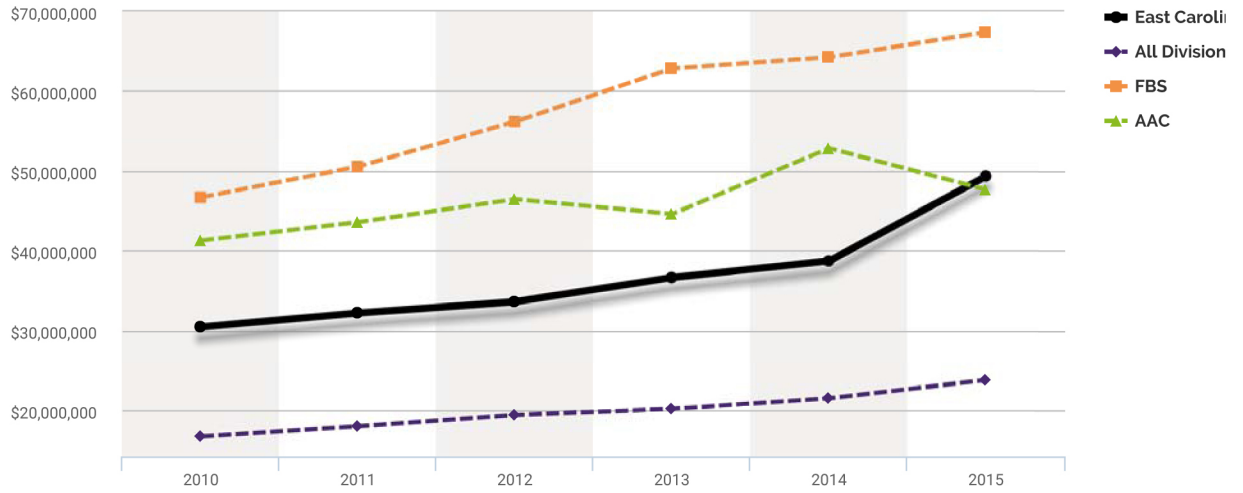


77% 40% 95%

ALL DIVISION I FBS AAC

INSTITUTION DATA

Total Athletics Expenses



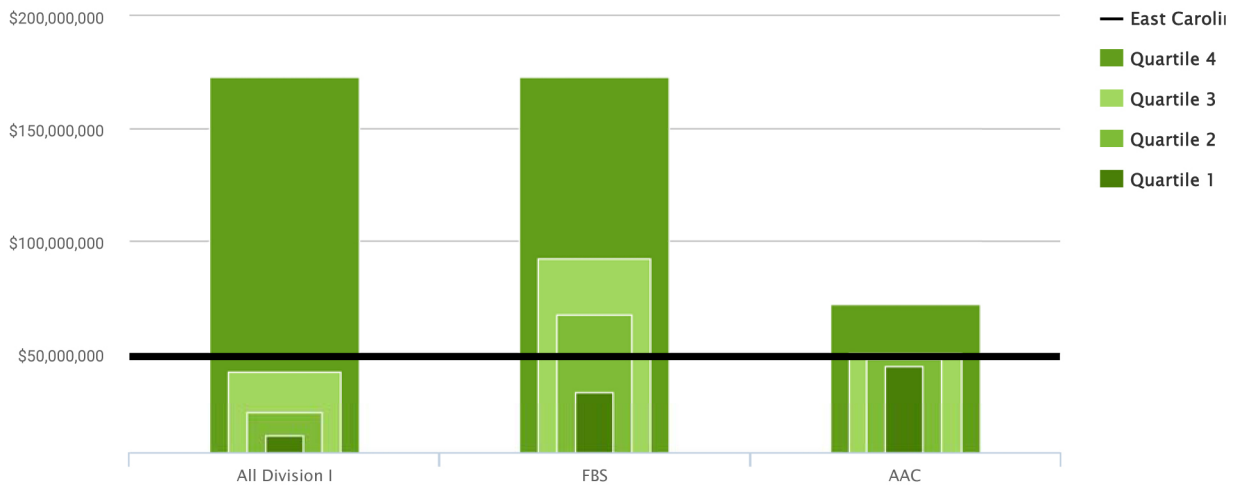
PERCENTILE RANK IN DIVISION I



74% **74%** **73%** **76%** **75%** **79%**
 2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Total Athletics Expenses



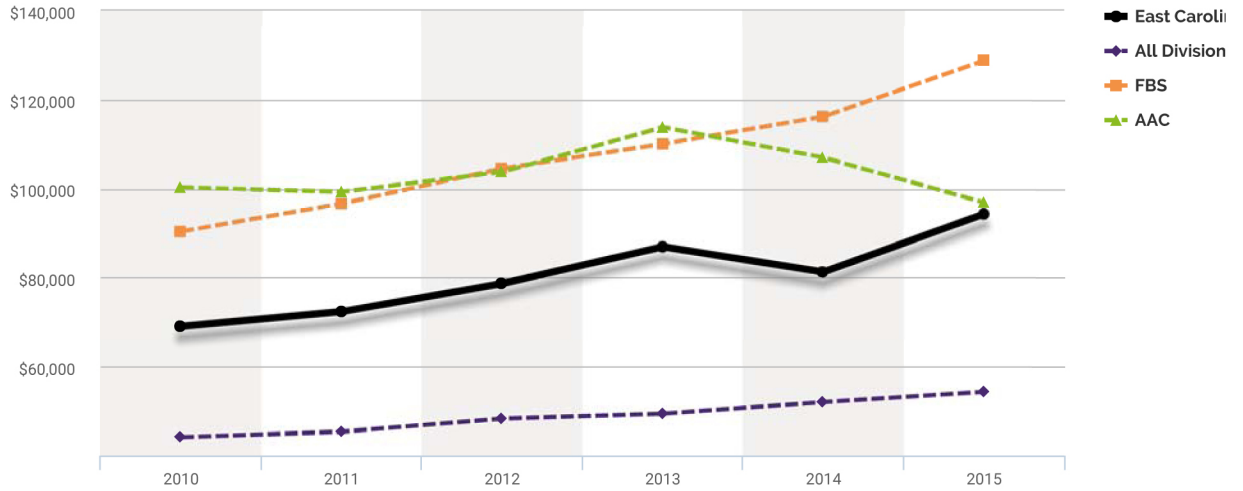
PERCENTILE RANK IN PEER GROUP



79% **44%** **68%**
 ALL DIVISION I FBS AAC

INSTITUTION DATA

Athletics Expenses per Student-Athlete



PERCENTILE RANK IN DIVISION I

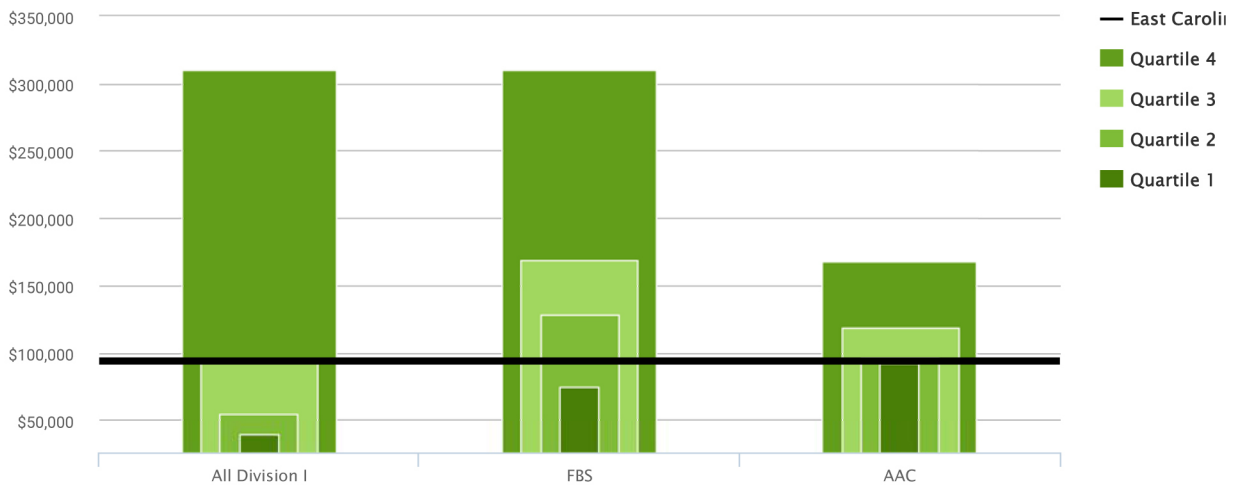


73% 73% 74% 76% 72% 75%

2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Athletics Expenses per Student-Athlete



PERCENTILE RANK IN PEER GROUP

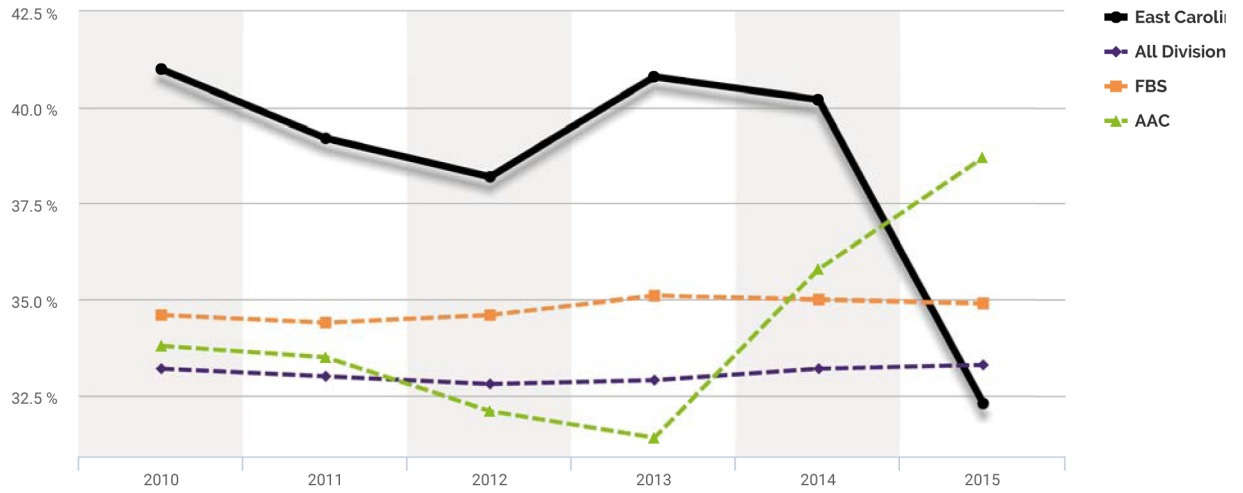


75% 37% 41%

ALL DIVISION I FBS AAC

INSTITUTION DATA

Salaries, Benefits and Severance as a % of Expenditures



PERCENTILE RANK IN DIVISION I

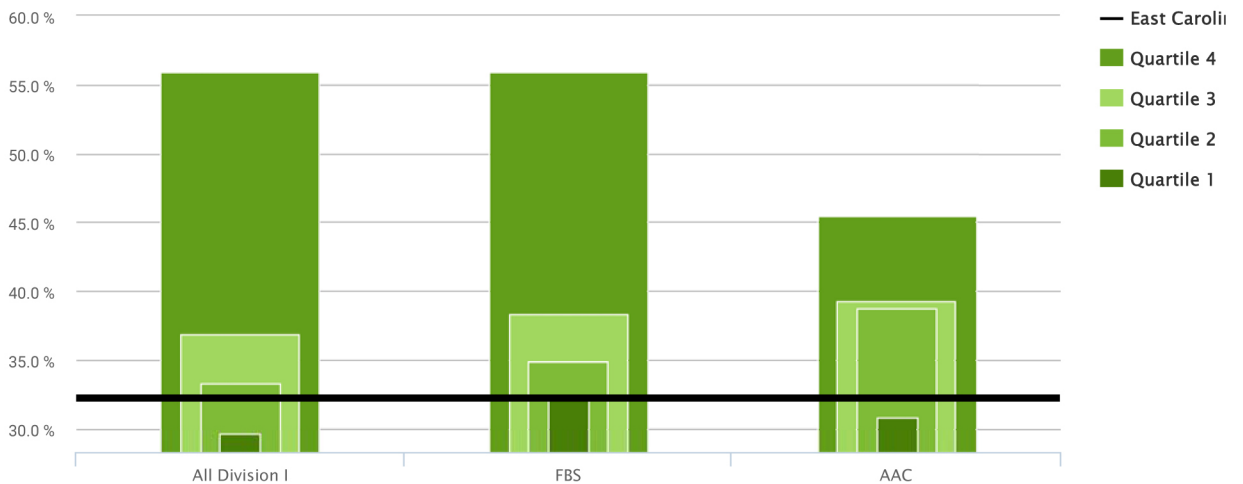


92% 85% 81% 91% 90% 41%

2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Salaries, Benefits and Severance as a % of Expenditures



PERCENTILE RANK IN PEER GROUP

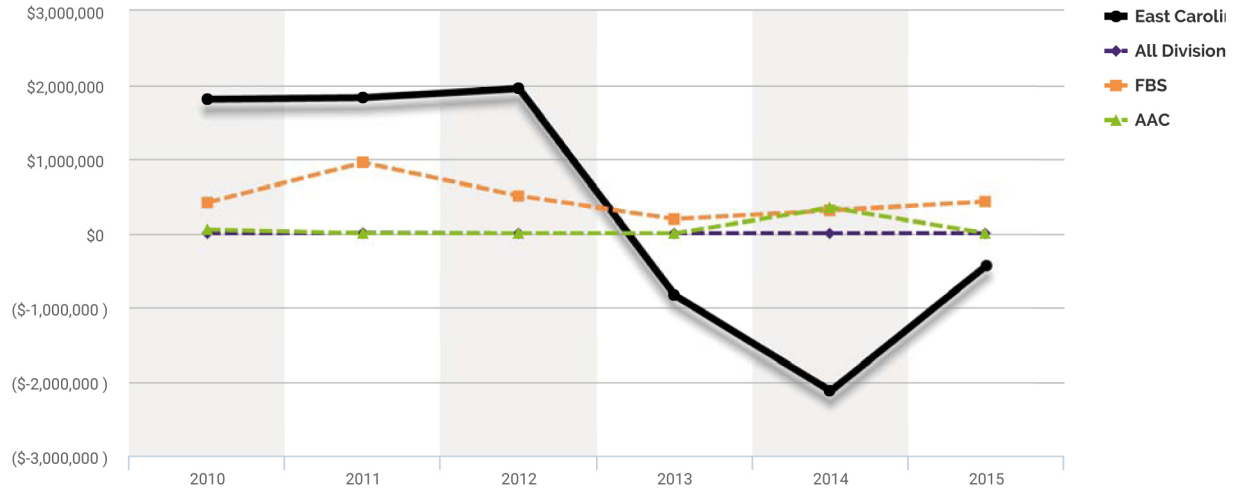


41% 27% 32%

ALL DIVISION I FBS AAC

INSTITUTION DATA

Total Athletics Net Revenue



PERCENTILE RANK IN DIVISION I

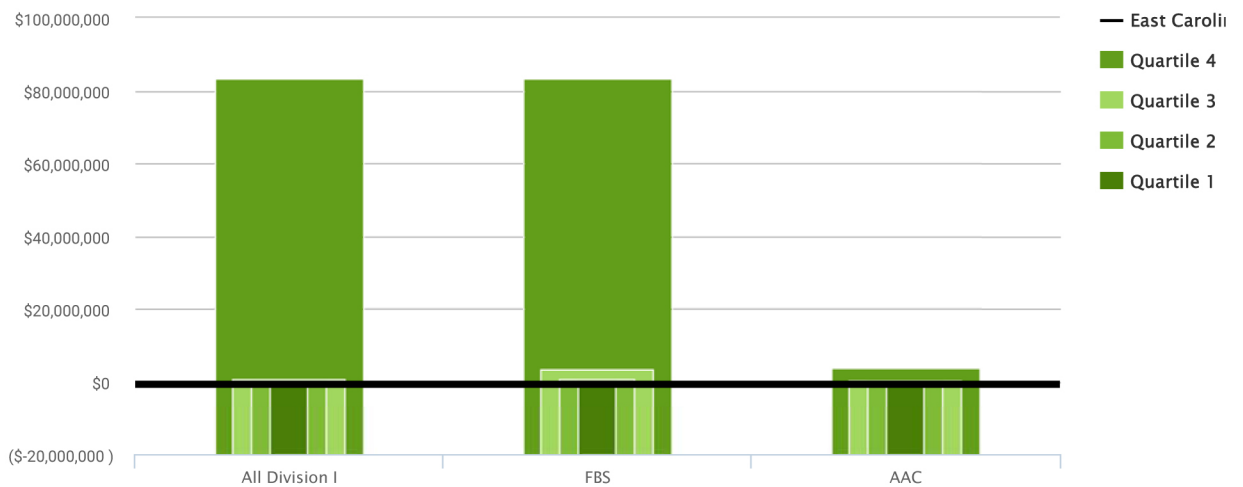


88% 84% 86% 9% 6% 13%

2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Total Athletics Net Revenue



PERCENTILE RANK IN PEER GROUP

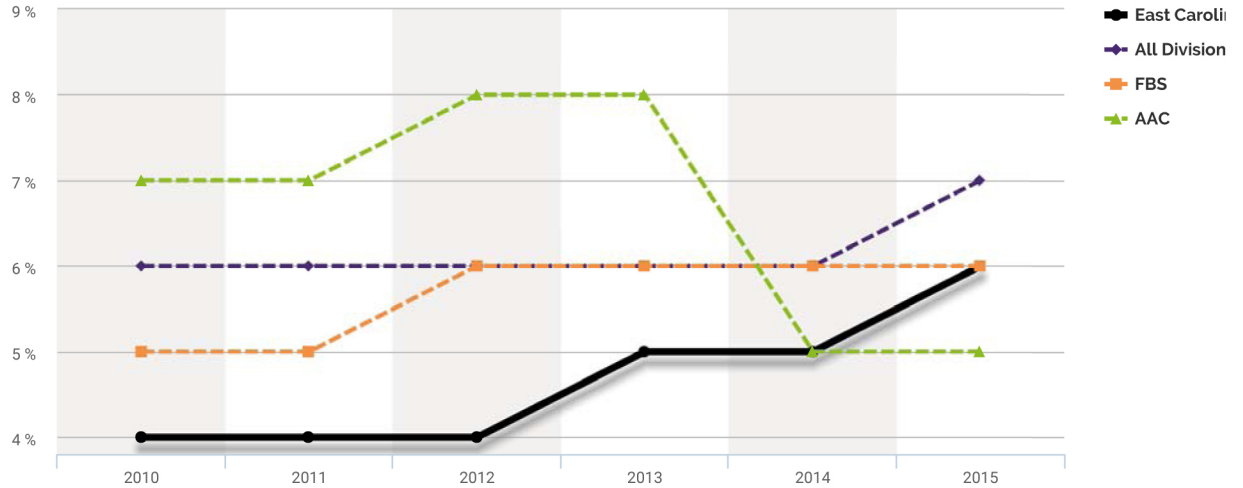


13% 16% 32%

ALL DIVISION I FBS AAC

INSTITUTION DATA

Athletics as a % of Institutional Expenditures



PERCENTILE RANK IN DIVISION I

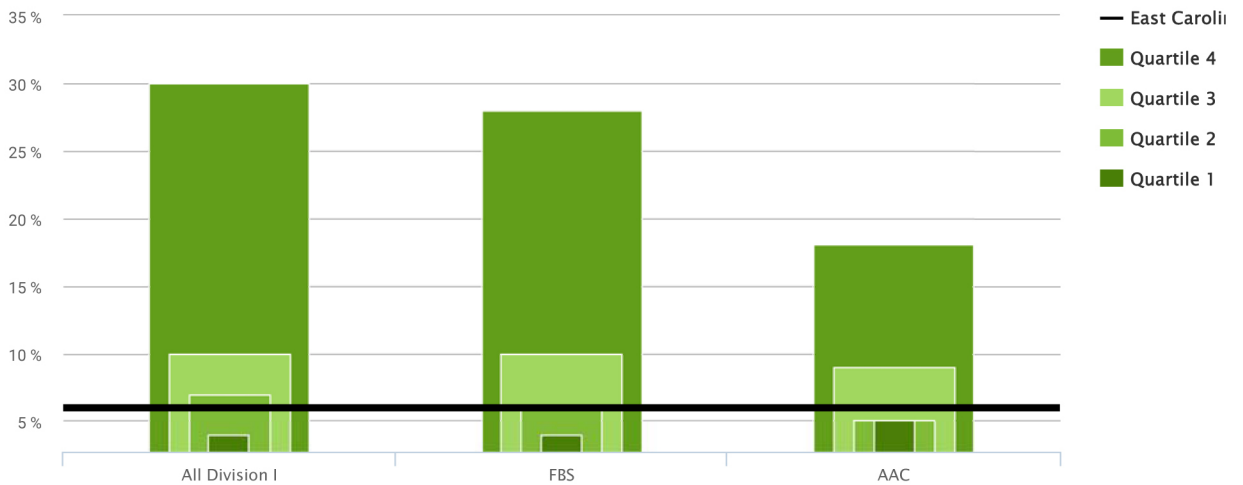


32% 32% 31% 32% 30% 44%

2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA FINANCIAL REPORTING SYSTEM

Athletics as a % of Institutional Expenditures



PERCENTILE RANK IN PEER GROUP

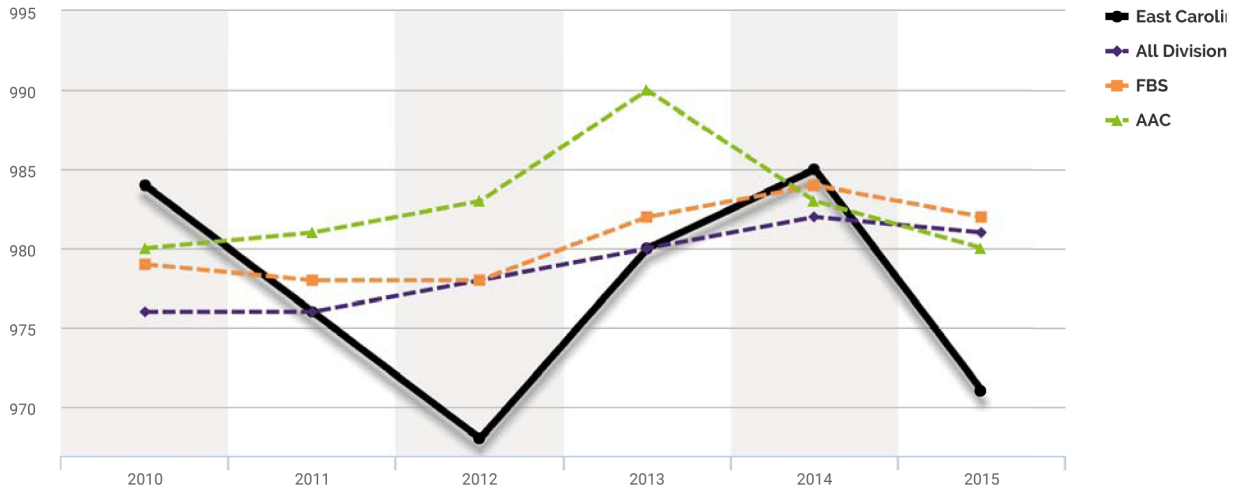


44% 50% 59%

ALL DIVISION I FBS AAC

INSTITUTION DATA

Single Year Academic Progress Rate (APR)



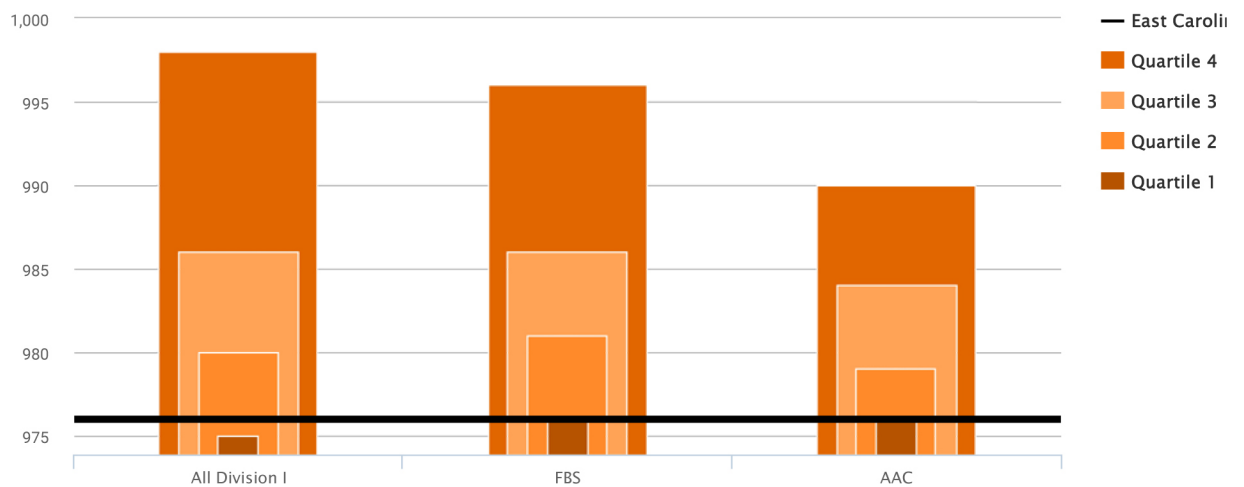
PERCENTILE RANK IN DIVISION I



80% **51%** **24%** **49%** **64%** **18%**
 2010 2011 2012 2013 2014 2015

DATA SOURCE: NCAA ACADEMIC PERFORMANCE PROGRAM

Multyear Academic Progress Rate (APR)



PERCENTILE RANK IN PEER GROUP



34% **24%** **23%**
 ALL DIVISION I FBS AAC



EAST CAROLINA

DEPARTMENT OF ATHLETICS

MEMORANDUM

TO: Board of Trustees
Athletics & Advancement Committee

FROM: Nick Floyd
Executive Associate Director of Athletics

DATE: September 15, 2016

RE: Athletics Financial Report

(Please note that this report contains three documents for your review)

The first document provides a summary of the current fiscal year (FY 16-17) operating budget, as well as the final closeout figures from FY15-16. As noted in the materials, the final deficit for FY16 is \$1,084,747 with the majority of this figure due to the football staff transition expense of between \$700,000 – 800,000, the IMG Ticket Solutions agreement where we paid them \$116,000 for the months of March thru June, and this being classified a current expense even though the revenue produced (\$289,989 thru June) is deferred, a higher than normal accrual of expenses during the closeout period of \$140,000, and a few other miscellaneous items. Combined with the previous accumulated figure of \$795,000, the total deficit now stands at about \$1,880,000, which is within the expected range of \$1.5 – 2 million.

Please also note that the budget for the new fiscal year is over \$40 million for the first time in program history. Most of this \$2.5 million escalation is due to the new adidas agreement which increased gift-in-kind line items by \$1,270,925, scholarship expenses rising \$415,524 due to tuition increases and the second year of instituting the full cost of attendance (please note that total scholarship expense is budgeted at \$8,577,391 and the Pirate Club contribution is \$5,976,800 – this difference of \$2,609,591 comes from our operating budget), legislative mandated raises for staff, and other miscellaneous expenses. In addition, facility enhancements for baseball, paid from sources outside of the operating budget, will be in excess of \$2 million, and we plan to provide an update on these items at the next meeting.

Football season ticket sales information is included in the second document. Sales for this season increased by 921 season tickets for an increase of 5.08%. We are hopeful that this momentum will carry over through the remainder of this season and continue to build going forward.

The third document contains information related to the NCAA Financial Dashboard “Presidential View”. The UNC General Administration requires that this information be shared with the Board on an annual basis and it provides comparative data about the program to fellow conference members and all Football Bowl Subdivision (FBS) Institutions. Please note that this information will be reviewed and discussed during the course of the meeting.

In conclusion, we believe that the program is moving forward in a positive manner as we continue to position ourselves for success both within the American Athletic Conference and on a national level as well. The cost of building and running a major college athletic program continues to increase and we intend to meet these challenges head-on and support our coaches and student-athletes in their pursuit of championships.

As always, thank you for your support of Pirate Athletics. 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
BUDGET TO ACTUAL**

as of : 09 - 09 - 16

REVENUE

	FY 16 - 17	FY 15 - 16	FY 15 - 16
	<u>Budget</u>	<u>Budget</u>	<u>Actual</u>
Student Fees	** 15,194,400	** 14,145,400	** 14,249,768
Football Ticket Revenue	6,300,000	6,575,000	5,964,572
Men's Basketball Ticket Revenue	475,000	525,500	451,576
Women's Basketball Ticket Revenue	44,500	44,500	47,093
Baseball Ticket Revenue	300,000	300,000	295,631
Pirate Club Scholarship Pledge	5,967,800	5,967,800	6,005,900
NCAA / AAC Distributions	4,635,000	3,800,000	4,323,738
Concessions and Licensing	1,175,000	1,075,000	1,101,721
Athletic Guarantees	1,200,000	1,602,000	1,592,000
Sports Marketing	1,750,000	1,625,000	1,671,695
Gifts In Kind	2,217,975	947,050	1,001,034
Other Sports Fundraising / NCAA SAF	387,000	387,000	428,072
Other (Other Sports tickets, FB parking, Pro.Fees, Non Athletic events, Sabre)	<u>1,118,325</u>	<u>1,234,000</u>	<u>1,015,391</u>
Total Revenue	<u><u>\$40,765,000</u></u>	<u><u>\$38,228,250</u></u>	<u><u>\$38,148,191</u></u>

** - Includes student fee money to directly support Marching Band, Cheerleaders, Pure Gold Dancers over and above their Athletic budget.

EXPENDITURES

	FY 16 - 17	FY 15 - 16	FY 15 - 16
	<u>Budget</u>	<u>Budget</u>	<u>Actual</u>
Administration	6,679,700	5,020,450	4,770,755
Repairs and Replacements	319,000	318,300	685,991
Facilities	883,250	919,500	880,669
Home Game Operations	1,375,350	1,421,100	1,385,094
Conference Championship Travel	634,500	634,700	618,845
Spirit Groups	** 307,450	** 327,700	** 264,416
Other Support Services	6,556,500	6,517,500	6,434,623
Football	9,200,300	9,418,800	10,291,555
Men's Basketball	3,024,800	2,813,200	2,848,070
Other Men's Sports	3,599,350	3,228,850	3,539,132
Women's Basketball	2,228,300	2,158,100	2,251,345
Other Women's Sports	5,569,500	5,063,050	4,859,165
Other Sports Fundraising / NCAA SAF	<u>387,000</u>	<u>387,000</u>	<u>403,278</u>
Total Expenditures	<u><u>\$40,765,000</u></u>	<u><u>\$38,228,250</u></u>	<u><u>\$39,232,938</u></u>
	<u><u>\$0</u></u>	<u><u>\$0</u></u>	<u><u>(\$1,084,747)</u></u>

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Nick Floyd, Associate Director of Athletics
Agenda Item	II. D.
Item Description	2016 Football Season Ticket Sales
Comments	
Action Requested	Information
Disposition	
Notes	

**EAST CAROLINA UNIVERSITY
2016 FOOTBALL
SEASON TICKET SALES**

Level	Ticket Price	Tickets Sold	Gate Receipts	2015	2014	2013	2012	2011	2010
Club Level	\$303.74	1,222	\$371,170.28	1,232	1,245	1,279	1,298	1,290	1,304
Pirate Club Chairback	\$303.74	7,553	\$2,294,148.22	7,825	7,540	7,586	7,870	8,354	8,350
Pirate Club Bench	\$280.37	2,806	\$786,718.22	2,989	2,995	3,050	3,368	3,850	3,610
Club Level Faculty/Staff	\$247.66	8	\$1,981.28	10	10	10	12	12	14
Chairback Faculty/Staff	\$247.66	375	\$92,872.50	392	405	373	397	388	389
Pirate Club Faculty/Staff	\$228.97	305	\$69,835.85	356	365	362	362	440	423
Economy Plan	\$186.92	3,377	\$631,228.84	2,966	3,407	3,432	3,820	4,602	4,513
Economy Plan Faculty/Staff	\$154.21	151	\$23,285.71	31	45	40	47		112
Crow's Nest	\$140.19	1,110	\$155,610.90	566	743	612	679	1,228	629
Student Pirate Club Guest	\$140.19	750	\$105,142.50	704	688	634	810	1,016	808
Graduate Plan	\$140.19	876	\$122,806.44	649	858	908	1,105	1,409	1,138
Military Donation	\$150.00	0	\$0.00	0	0	18	15	18	42
Military Purchase	\$140.19	32	\$4,486.08	22	22	37	42	52	24
Distance Ed/Band/Cheer/Department	\$140.19	485	\$67,992.15	381	318	292	257	123	
Golden Ticket	\$100.00	0	\$0.00	0	0	86	167	0	790
IMG Cash Accounts	\$100.00	0	\$0.00	0	0	0	50	50	50
SEASON TOTALS		19,050	\$4,727,278.97	18,123	18,641	18,719	20,299	22,832	22,196
CAR DEALERS		350							
IMG TRADES		500							
TRADE AGREEMENTS		600							
SEASON TOTALS		20,500							

SEASON TOTAL	\$4,727,278.97
BUDGET	\$4,750,000.00
DIFFERENCE	-\$22,721.03

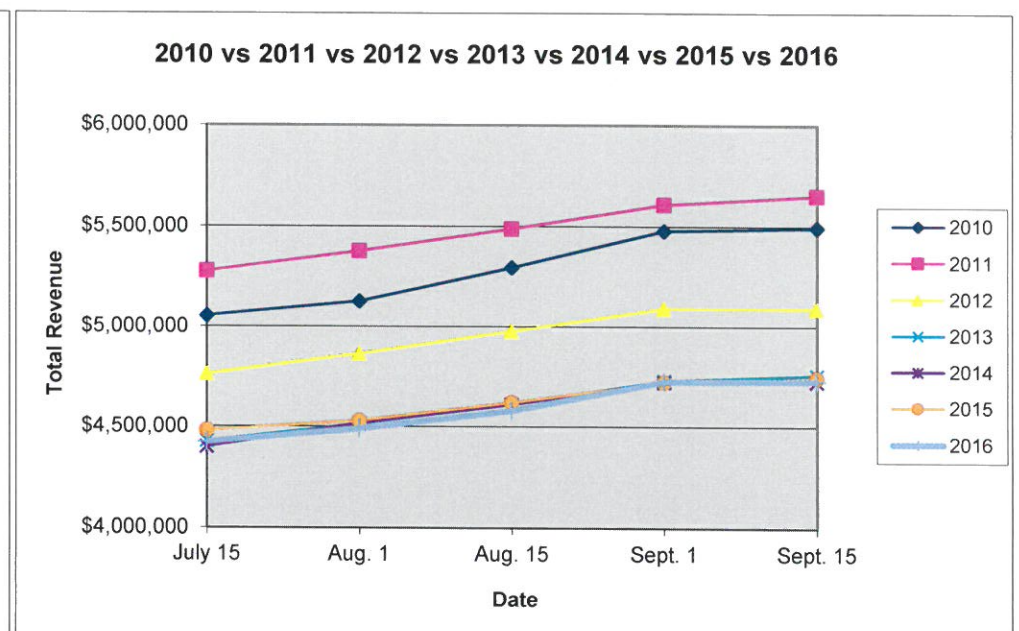
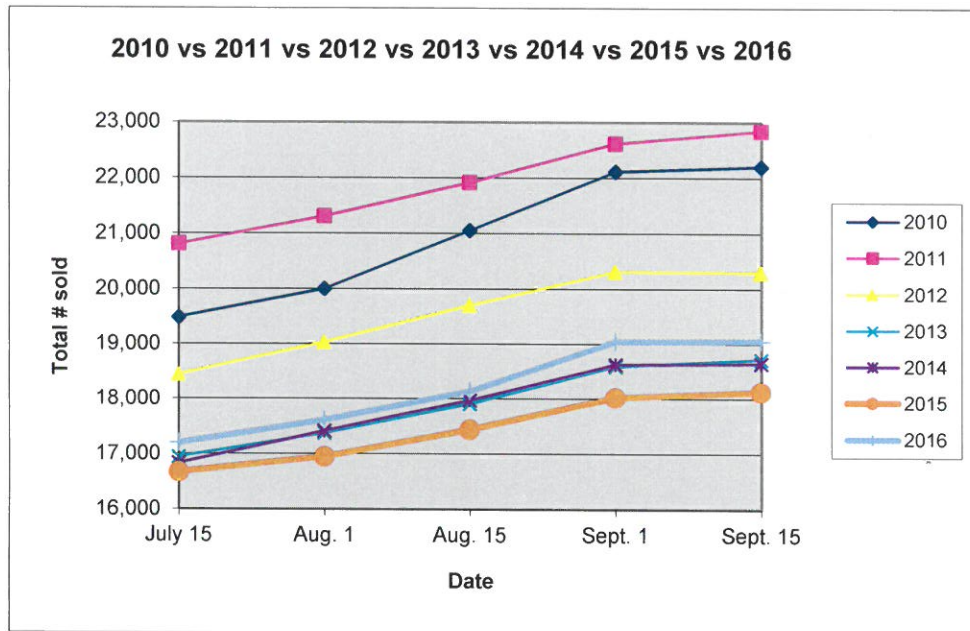
AVG
\$248.15

ECU PIRATE FOOTBALL WEEK TO WEEK SEASON TICKET SALES COMPARISON

TOTAL SOLD

TOTAL REVENUE

DATE	2010	2011	2012	2013	2014	2015	2016	DATE	2010	2011	2012	2013	2014	2015	2016
March 25	6,016	6,059	6,252	5,263	5,920	6,534	6,284	March 25	\$1,605,005	\$1,585,905	\$1,662,000	\$1,425,830	\$1,584,405	\$1,807,551	\$1,667,549
April 1	13,252	14,476	13,258	10,604	13,085	14,922	13,807	April 1	\$3,499,430	\$3,757,785	\$3,471,875	\$2,808,695	\$3,467,510	\$4,055,513	\$3,637,824
April 8	16,818	17,248	14,789	14,020	14,457	15,275	14,628	April 8	\$4,428,515	\$4,473,000	\$3,858,425	\$3,703,175	\$3,833,525	\$4,150,182	\$3,856,185
April 22	17,336	18,345	16,412	15,145	14,782	15,676	15,307	April 22	\$4,566,615	\$4,737,155	\$4,290,000	\$3,998,065	\$3,916,196	\$4,251,531	\$4,026,499
April 29	18,113	18,666	16,801	15,501	15,000	15,742	15,397	April 29	\$4,754,040	\$4,819,175	\$4,392,165	\$4,097,270	\$3,971,310	\$4,267,089	\$4,046,158
May 6	18,255	19,006	17,003	15,778	15,234	15,762	15,601	May 6	\$4,790,555	\$4,894,285	\$4,440,765	\$4,169,315	\$4,029,900	\$4,272,489	\$4,094,275
May 13	18,376	19,213	17,205	15,969	15,411	15,795	15,873	May 13	\$4,821,870	\$4,942,530	\$4,491,635	\$4,219,840	\$4,075,440	\$4,278,186	\$4,154,079
May 27	18,678	19,716	17,473	16,239	15,772	15,908	16,199	May 27	\$4,888,235	\$5,063,990	\$4,558,735	\$4,287,180	\$4,164,805	\$4,304,259	\$4,221,795
June 15	18,952	20,225	17,785	16,499	16,257	16,139	16,555	June 15	\$4,947,990	\$5,171,145	\$4,637,390	\$4,344,430	\$4,269,945	\$4,358,877	\$4,297,427
June 30	19,245	20,504	18,047	16,808	16,521	16,278	16,838	June 30	\$5,004,495	\$5,216,455	\$4,687,020	\$4,402,570	\$4,333,480	\$4,399,294	\$4,351,068
July 15	19,483	20,801	18,443	16,947	16,828	16,666	17,198	July 15	\$5,053,365	\$5,274,705	\$4,761,895	\$4,427,520	\$4,398,020	\$4,479,238	\$4,422,083
Aug. 1	20,000	21,298	19,028	17,380	17,405	16,944	17,609	Aug. 1	\$5,126,630	\$5,374,180	\$4,864,295	\$4,512,485	\$4,513,975	\$4,526,927	\$4,489,084
Aug. 15	21,052	21,906	19,699	17,905	17,970	17,436	18,135	Aug. 15	\$5,293,680	\$5,485,355	\$4,976,130	\$4,610,635	\$4,609,670	\$4,618,993	\$4,577,080
Sept. 1	22,106	22,603	20,314	18,589	18,620	18,017	19,044	Sept. 1	\$5,477,020	\$5,605,400	\$5,091,085	\$4,730,250	\$4,722,320	\$4,721,691	\$4,725,643
Sept. 15	22,196	22,832	20,299	18,719	18,641	18,123	19,050	Sept. 15	\$5,493,295	\$5,649,050	\$5,091,085	\$4,757,175	\$4,725,850	\$4,742,367	\$4,727,279



East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Jamie Johnson, Associate Athletic Director for Compliance
Agenda Item	II. E.
Item Description	Compliance Update
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Jeff Compher, Director of Athletics
Agenda Item	II. F.
Item Description	Sports Informational Recaps
Comments	
Action Requested	Information Only
Disposition	
Notes	

EAST CAROLINA ATHLETICS

2016-2017 Informational Recaps – Fall Update

BASEBALL

- Third-year head coach Cliff Godwin received a three-year contract extension on July 29 that will secure his position through the 2022 season.
- Godwin and his staff welcomed its 14-man incoming class officially on August 22 when classes began. The 2016-17 recruiting class consists of three infielders (Nick Barber, Spencer Brickhouse and Bryant Packard), one catcher (Zack Moore), four outfielders (Dusty Baker, Tyler Edwards, Andrew Henrickson and TJ Riles) and six pitchers (Jake Agnos, Trey Benton, Hunter Britt, Hunter Hood, Ryan Ross, Tyler Smith).
- ECU will begin its six-week, full-squad fall practice session on Thursday, Sept. 29 by conducting its yearly Scout Day. The Pirates will scrimmage every Friday, Saturday and Sunday at Lewis Field inside Clark-LeClair Stadium leading up to their annual Purple & Gold World Series, which will be held Nov. 4-6 (times TBA). Admittance to the P&G World Series is free of charge for all fans.
- A pair of former Pirates made their Major League Debuts in August and September. RHP Jeff Hoffman (2012-14) made his debut on Saturday, Aug. 20 with the Colorado Rockies, while RHP Jharel Cotton (2012) made his inaugural MBL appearance on Sept. 7 with the Oakland Athletics.
- The baseball program (3.31 GPA) was honored with the 2015-16 American Athletic Conference Team Academic Excellence Award, which is given to the team in each conference-sponsored sport with the highest grade point average for the current academic year.
- The Pirates were also one of 29 Division I programs to receive the American Baseball Coaches Association (ABCA) Team Academic Excellence Award, which was also the highest team male cumulative GPA at East Carolina.
- Dwanya Williams-Sutton was named Baseball America First-Team Freshman All-American and Third-Team Freshman All-America by D1Baseball.com. Williams-Sutton, who also garnered Freshman All-America honors from *Baseball America* and *Collegiate Baseball (Louisville Slugger)*, led The American in batting average (.360) and on-base percentage (.455), while ranking second in slugging percentage (.551). The Wilson, N.C. native became the first Pirate since Brian Cavanaugh to lead a conference in batting average (.382) back in 2005 when ECU was a member of Conference USA.
- After closing out the 2016 season with a 38-23-1 record, which included its fourth Super Regional appearance since 2001, East Carolina garnered a top 16 national ranking in five major polls. The Pirates, who won the Charlottesville Regional, were ranked No. 15 in the *Baseball America*, *Collegiate Baseball* and *National Collegiate Baseball Writers Association (NCBWA)* polls. They also jumped to No. 16 in the D1Baseball and USA Today/Coaches polls following their first-ever Super Regional win against No. 5 National Seed Texas Tech.
- Evan Kruczynski was named *Perfect Game* Honorable Mention All-America both publications. Kruczynski picked up his second postseason accolade following his Third-Team All-America selection from *D1Baseball.com*. The lefty posted an 8-1 record with a league second-best 2.01 ERA in 17 starts. He struck out 95, walked 27 and allowed 32 runs (26 earned) on 107 hits in 116.2 innings – which ranked second-most on the school's single-game charts.

BASKETBALL (MEN)

- East Carolina added seven newcomers to the 2016-17 roster: Jabari Craig, Isaac Fleming, Elijah Hughes, Jeremy Sheppard, Andre Washington, Raquan Wilkins and Shawn Williams. Hughes and Williams signed with the Pirates during the 2015 fall signing period and Wilkins inked his NLI during the spring. Craig, Fleming, Sheppard and Washington all joined the program over the summer.
- Williams will have to complete one year of residency at the University before he will be allowed to compete according to a ruling from the NCAA.
- Fleming will sit out the 2016-17 in accordance with NCAA rules after transferring to ECU from the University of Hawaii.
- Washington is a graduate transfer from Wake Forest University and has one year of eligibility remaining. Craig is a junior college transfer from Pearl River Community College and Sheppard joined the Pirates after receiving his release from UCF following a coaching change. Craig has two years of eligibility and Sheppard has four.
- The Pirates will take part in the first Savannah Invitational on Nov. 25-26 in Georgia. ECU will open against Mercer on Black Friday and then face either Air Force or Akron the following day.
- East Carolina will play 17 games inside Williams Arena at Mingos Coliseum, including nine against American Athletic Conference foes. The Pirates' third tour in The American features home-and-home series with Houston, SMU, Temple, Tulane, Tulsa, UCF, UConn and USF. East Carolina will host Cincinnati inside Williams Arena at Mingos Coliseum in its lone meeting of the year against the Bearcats and will travel to Memphis for its only regular season matchup with the Tigers.

BASKETBALL (WOMEN)

- In conjunction with the American Athletic Conference, the Pirates announced their full schedule for the 2016-17 season on September 9. Thirteen of the Pirates' 29 regular-season games will come against teams that earned NCAA Tournament or WNIT bids last year.
- Head Coach Heather Macy announced the promotion of Nicole Mealing from video coordinator to assistant coach, as well as the addition of Carl Holder who will take over as the Pirates' video coordinator.
- Former player Jada Payne (2013-16) signed a contract to play professionally with A.S. Ramat Hasharon Electra in Tel Aviv, Israel.
- ECU begins preseason practice on September 30.

CROSS COUNTRY

- ECU returns its top two runners from the 2015 season in All-American Conference honorees Jorge Montes and Caroline Reiser.
- The program began its 2016 campaign Sept. 2 at the Covered Bridge Invitational in Boone, N.C. The women took fourth place while the men claimed seventh in the 10-team field that included Florida and Florida State.

FOOTBALL

- Under the direction of first-year head coach Scottie Montgomery, East Carolina opened the 2016 season with a 2-0 record after 52-7 and 33-30 home victories over Western Carolina and NC State, respectively. The Pirates need just four wins (in their remaining 10 games) to earn bowl eligibility status for the ninth time in the last 11 years. In all, the Pirates are in search of their 11th bowl appearance since 2000.
- After completing its "Power Five" schedule (NC State/Sept. 10, South Carolina/Sept. 17 and Virginia Tech/Sept. 24), ECU will open its third year in the American Athletic Conference by hosting UCF on Oct. 1.
- The win over the Wolfpack marked the Pirates' sixth-straight victory over a member of the Atlantic Coast Conference (ACC), dating back to 2013.
- After finishing third last year, East Carolina has regained (2012-14) its spot on top of the "Group of Five" attendance rankings after the first two weeks of the season. Overall, ECU currently ranks 41st nationally in average attendance (47,440) and 38th in capacity percentage (94.88) in 2016.
- The Pirates drew 50,719 to the NC State clash, which stands as the second-highest single-game attendance total in Dowdy-Ficklen Stadium history.
- The Pirates rank among the nation's top 25 programs in the following statistical categories – fourth-down efficiency defense (1st/00.0), fourth-down efficiency offense (1st/100.0), fewest penalties per game (6th/3.5), fewest sacks allowed (7th/0.5), fewest yards penalized per game (9th/30.5), total offense (10th/566.5 ypg), pass efficiency rating (11th/183.47), pass offense (13th/355.0 ypg), offensive third-down percentage (15th/54.8), redzone efficiency defense (19th/66.7 percent).
- Individually, WR Quay Johnson is 12th in receptions per game; WR Zay Jones is 9th in receiving yards per game, 10th in receiving yards, 11th in receptions per game; QB Philip Nelson is 1st in completion percentage, 7th in completions per game, 9th in passing yards, 10th in passing yards per game, 11th in passing TDs, 12th in passing efficiency, 13th in total offense, 14th in points responsible for, 17th in points responsible for per game, 25th in yards per pass attempt; PK Davis Plowman is 25th in field goals made per game; OLB Dayon Pratt is 19th in forced fumbles; RB Anthony Scott is 5th in receiving TDs, 6th in scoring, 22nd in rush yards per carry, 17th in receptions per game; FS Travon Simmons is 11th in fumbles recovered, 25th in interceptions.
- A total of five Pirates were named to preseason national award watch lists: Worth Gregory (Ray Guy Award), J.T. Boyd (Outland Trophy), Jones (Biletnikoff Award, Earl Campbell Tyler Rose Award), Quay Johnson (Paul Hornung Award) and Christian Matau (Polynesian Football Player of the Year).

GOLF (MEN)

- The Pirates will compete in 11 tournaments during the 2016-17 season, hosting the 2017 East Carolina Intercollegiate at Brook Valley Country Club April 3-4.
- The roster consists of four freshmen, three juniors and two seniors.
- ECU was named a 2016 All-Academic team, as selected by the Golf Coaches Association of America (GCAA). This is the sixth time since 2009 the program has been awarded the honor.
- The Golf Coaches Association of America named East Carolina senior golfers Wes Conover, Al Dickens and Jacob Hicks Cleveland Golf/Srixon All-America Scholars.
- Junior Tim Conover captured the 116th North & South Amateur at Pinehurst No. 2.

GOLF (WOMEN)

- ECU opened the 2016-17 season participating in the Minnesota Invitational. The Pirates (904, 40-over) finished 8th of 11 teams after picking up wins over host Minnesota and a pair of Big 12 programs in Kansas and Kansas State. Junior Lisa Pettersson recorded her fifth career Top 5 finish with a score of 218 (2-over par).
- The Pirates will have two home events this season, the first when they host the Lady Pirate Intercollegiate at the Greenville Country Club.
- The women's golf program received the 2015-16 American Athletic Team Academic Excellence Award, which is given to the team in each conference-sponsored sport with the highest grade point average for the current academic year. The Pirates registered a program-best 3.768 GPA, marking the third time in school history they captured the top team honor following the 2005-06 (3.575 GPA) and 2006-07 (3.610 GPA) seasons.
- ECU was one of 25 teams recognized by the Women's Golf Coaches Association (WGCA) for excellence in the classroom after garnering a No. 10 national ranking. It was the fifth time in program history that the Pirates stood among the Top 25 following the 2007-08 (21st/3.531), 2010-11 (18th/3.658), 2013-14 (25th/3.635) and 2014-15 (14th/3.66) seasons.
- In early July, senior Nicoline Engstroem Skaug and sophomore Lisa Pettersson, along with freshmen Catherine Ashworth and Kate Law, were named 2015-16 NCAA Division I All-America Scholars by the WGCA.
- Head Coach Kevin Williams announced the addition of transfer (James Madison) Carley Cox to the program on July 6. She joins the freshmen trio of Dorteia Forbrigg, Siranon Shoomer and Grace Yatawara on the 2016-17 roster.

LACROSSE

- East Carolina University Director of Athletics Jeff Compher formally announced the addition of women's lacrosse as an intercollegiate sport (20th overall, 11th women's program) on March 16, 2016.
- Amanda Barnes, who played a key role helping Duke make five consecutive NCAA Tournament appearances as well as a run to the 2015 national semifinals as an assistant coach, was named the program's first head coach on June 27, 2016.
- Barnes completed her staff over the summer, hiring Emily Parros and Lexi Cross as assistant coaches. Parros led North Carolina to a national title in 2013 as a team captain while Cross earned All-America recognition as a standout defender at James Madison University.

SOCCER

- The Pirates own a 3-5 overall record through the first month of the 2016 regular season, which includes wins at Towson and Western Carolina, as well as at home against Charlotte.
- Senior striker Lana Spitler registered a career-high five points with her fifth and sixth goals of the season while recording one assist in a 3-2 home victory over Charlotte on September 11. The performance marked her second multi-goal effort of the season and fourth of her collegiate career after accomplishing the same feat at Western Carolina on August 28. Spitler now has 21 career goals, tying her with Kendall Frey (2012-15) for the fifth most in program history.
- Spitler has been named to the American Athletic Conference's weekly honor roll twice so far this season, most recently on September 12. She also joined sophomore striker Courtney Cash and freshman defender Megan Conte as honorees on August 29.
- ECU earned its 200th win in program history with a 4-0 victory at Western Carolina on August 28.
- Spitler was one of 12 players selected to the American Athletic Conference's 2016 Preseason Women's Soccer All-Conference Team.
- East Carolina was chosen to finish seventh out of 10 teams in the American Athletic Conference, according to a preseason poll conducted by the league's head coaches.
- Spitler, senior defenders Autumn Berry and Caitlin Hite, as well as junior midfielder Danielle Eule were selected as team captains by head coach Rob Donnenwirth.

SOFTBALL

- East Carolina finished the 2016 campaign with a 23-31 overall record and 5-13 mark in American Conference play under first-year head coach Courtney Oliver. The Pirates increased their win total by seven games after going 16-37 in 2015.
- 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 Ziemba (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 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.

•ECU's fall competition schedule is comprised of eight games. The Pirates will travel for doubleheaders at North Carolina (Sept. 30) and Elon (Oct. 9) before hosting Longwood (Oct. 14) and NC State (Oct. 21) for twinbills at the ECU Softball Stadium. The program will also host its Alumni Day Oct. 22.

•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, starting 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

•The East Carolina men's swimming and diving team will host four meets during the 2016-17 season. The Pirates will open the season Oct. 15 at home against Navy.

•Julien Dodu was named the men's recipient of the The American Athletic Conference Commissioner's Postgraduate Leadership Award. Dodu is the first ECU student-athlete to be recognized with the scholarship since joining the conference in 2014-15.

•Baillie Monahan was recognized as one of 24 student-athletes with a 2015-16 American Athletic Conference Scholar-Athlete Sport Excellence Award. The Scholar-Athlete Sport Excellence Awards are given to a student-athlete in each American Athletic Conference-sponsored sport based on academic credentials, athletic accolades and performances, and volunteer service to the community.

•Former All-America diver and United States National Team member Darian Schmidt was named diving coach.

•The ECU men's and women's swimming and diving teams were named College Swimming Coaches Association of America (CSCAA) Scholar All-America Teams. The awards are in recognition of teams that achieved a grade point average of 3.0 or higher during the 2016 spring semester.

•The Pirates received commitments from five prep athletes over the summer. The women's team welcomes Marion Abert, Yara Fakhry and Victoria Gillet, while Josh Parmenter and Thomas Reams made their pledge to the men's team.

TENNIS (MEN)

•The Pirates announced their schedule for the 2016-17 fall season, which begins with a home tournament – the ECU Fall Shootout – September 16-18 at the River Birch Tennis Complex.

•Former standout Joran Vliegen won his first Pro Tour singles title of the year in the \$10K Belgium F11 Futures draw in Huy, Belgium during the final week of August. The singles title was the second of Vliegen's professional career, while he currently holds a world doubles ranking of 167.

TENNIS (WOMEN)

•The Pirates announced their complete schedule for the 2016-17 season, which begins with their first tournament of the fall season – the ECU Invitational – September 23-24 at the River Birch Tennis Complex.

•Head coach Tom Morris announced former player Katie Hoch (2014-16) will serve as a volunteer assistant coach for the 2016-17 campaign.

TRACK & FIELD

•Curt Kraft returns for his 12th season as the Director of Men's and Women's Track and Field and Cross Country.

•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.

•Former Pirate standout Lashawn Merritt anchored the United States to the gold medal in the 4x400 relay at the 2016 Rio Olympic Games. He also won a bronze medal in the 400-meter dash.

VOLLEYBALL

•East Carolina is off to its best start in program history with an 8-0 record heading into a pair of matches at the Georgia State Invitational Sept. 17.

•As of Sept. 12, ECU is one of just 11 NCAA Division I undefeated programs (BYU, Dayton, UIC, Kansas, Nebraska, Santa Clara, South Carolina, UNLV, Washington and Weber State).

•The Pirates have a pair of tournament titles to their credit in the non-conference season, winning the Bucknell Invitational and the Campbell Invitational. Seniors Sydney Darden (Bucknell) and Sabrina Gonzalez (Campbell) earned MVP accolades at the conclusion of the events.

•I'Tiana Taylor, who played two years of women's basketball at East Carolina, is enjoying a solid start to her volleyball season as she ranks second on the team in kills per set (2.80) and third in hitting percentage (.321). She

produced a .750 hitting mark in the sweep of Savannah State – the second-best single-match performance in school history and the third-highest in the American Athletic Conference this season.

- According to the latest national statistical rankings, ECU is second in opposing hitting percentage (.075), 24th in aces per set (1.82), 39th in hitting percentage (.257) and 41st in blocks per set (2.57).

- Head coach Julie Torbett needs 14 more victories to reach 400 for her career. She is the second-winningest active head coach in the American Athletic Conference.

- Freshman Brandee Markwith recorded a career-high 32 digs in the five-set win at Campbell, making her just the second player in the AAC this season to surpass 30 digs in a match.

- Of the Pirates' eight victories, five have occurred by a 3-0 margin. ECU only managed six sweeps during the entire 2015 season.

- East Carolina opens its 20-match AAC slate Sept. 22 in Dallas against defending league champion SMU.

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

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

University Advancement Update

Board of Trustees

September 29, 2016

Fundraising Totals

As of September 1, 2016

• East Campus Priorities	\$ 899,532
• Medical & Health Sciences	\$ 748,395
• Athletics	\$ 6,268,016
• TOTAL	\$ 7,915,943



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

The Office of Corporate and Foundation Relations

The Office of Corporate and Foundation Relations (CFR) is a part of the Division of University Advancement. CFR serves as a gateway to East Carolina. We help to connect philanthropic organizations with the university community in an effort to develop and sustain mutually beneficial partnerships. CFR supports all of the university's foundations.

TEAM:

Sharon Hamilton —Senior Director

Patricia Reidinger—Senior Associate Director



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

The Role of CFR in a Comprehensive Campaign

A comprehensive campaign serves to educate and motivate *individuals* to significantly increase their giving to University priorities.

This laser focus on priorities benefits corporate and foundation relations in the following ways:

- ✓ Story of East Carolina University gets amplified
- ✓ Donors and volunteers who can open doors to corporations and foundations become much more engaged
- ✓ Major corporate and foundation funders sit up and take notice of those areas in which ECU has capacity and proven leadership



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

Corporate and Foundation Relations Snapshot



CFR

University Advancement Central Office: 2 officers

Intend to hire third officer in fiscal year 2017

Fiscal year 2016: \$12.4 million (cash)

Gifts \$2.9 million (ECU Foundations)

Grants \$9.5 million (Office of Sponsored Programs)



Counting

Corporations (no matching)

Foundations

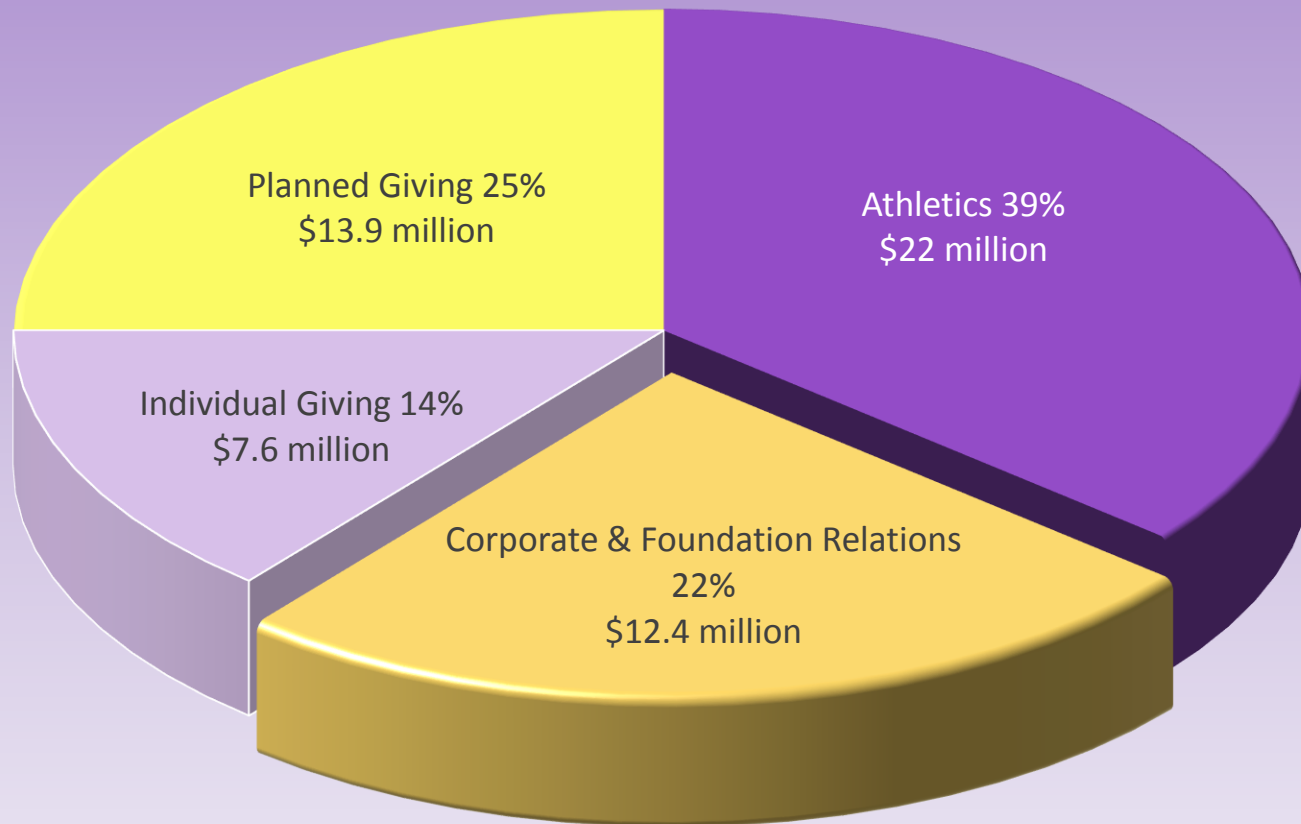
Privately funded research (non-government; non-contract)



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

Fiscal Year 2016 Total Giving



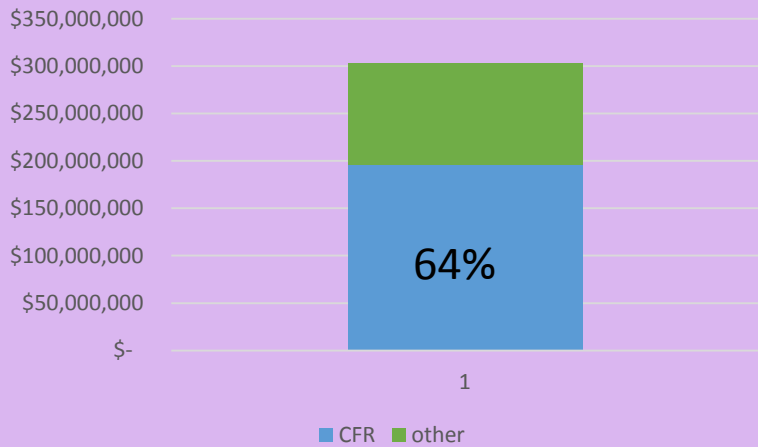


BEYOND TOMORROW

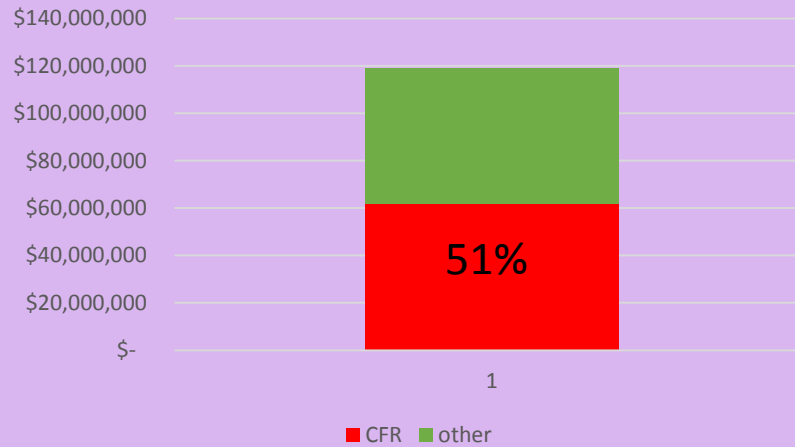
OUR COMMITMENT TO THE FUTURE

Corporate and Foundation Percentage of Total Giving Comparison to Tier One Universities – Cash in the Door

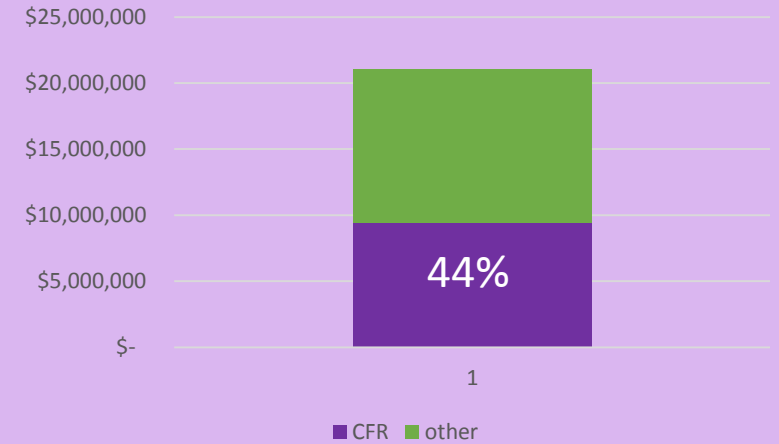
UNC Total Giving



NCSU Total Giving



ECU Total Giving



Source: Voluntary Support of Education (VSE) 2015



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

The Role of CFR in a Comprehensive Campaign

Historically, Corporate and Foundation Relations has raised approximately 25% of total giving to the University with two CFR officers. To prepare for the campaign, we will hire a third experienced CFR officer. With a campaign goal of \$500 million, we are confident that we will be in a position to reach and possibly exceed \$125 million.



CFR Campaign Target

University Goal

\$500 million

CFR Goal

\$125 million



BEYOND TOMORROW

OUR COMMITMENT TO THE FUTURE

Q & A

Thank you!
Questions,
Comments,
Feedback?

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East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Chris Dyba, Vice Chancellor for University Advancement
Agenda Item	III. B.
Item Description	Philanthropic Grants
Comments	
Action Requested	Information
Disposition	
Notes	

East Carolina University
Board of Trustees
Athletics & Advancement Committee
September 29, 2016

Session	Athletics & Advancement Committee
Responsible Person	Edwin Clark, Committee Chair
Agenda Item	IV.
Item Description	Closed Session
Comments	
Action Requested	
Disposition	
Notes	