

Board of Trustees Athletics and Advancement Committee Meeting
 September 14, 2017
 Agenda

- I. Approval of July 27, 2017 Minutes Action
- II. Advancement Action
 - A. Naming Policy Review Action
 - B. General Advancement Update Information
- III. Closed Session
- IV. Athletics Information
 - A. Athletic Compliance Report Information
 - B. Financial Report / Budget Update Information
 - 1. Presidential Dashboard (Niswander)
 - 2. Ticket Sales
 - C. Pirate Club Update Information
 - D. Athletic Update Information
 - E. Organizational Update Information



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	I. Approval of July 27, 2017 Minutes
Responsible Person:	Edwin Clark, Chair
Action Requested:	Approval
Notes:	N/A

MINUTES

Athletics and Advancement Committee

July 27, 2017

The Athletics & Advancement Committee was called to order on July 27, 2017. The committee approved the minutes from the April 27, 2017 meeting unanimously.

Advancement Highlights

Vice Chancellor Chris Dyba gave a brief overview and orientation of University Advancement, the Foundations, and the campaign. He reviewed the types of gifts that are made, a broad discussion of endowments vs. current use funds and explained that future commitments through Planned Giving are a major source of philanthropic dollars to ECU. Because we are a state institution most gifts are received through one of our four foundations (Pirate Club, ECU Foundation, Medical and Health Sciences Foundation and the Alumni Association). In addition to the foundations, the university has institutional trust funds. Finally, a campaign overview was given and it was stressed that counting standards are consistent with industry standards.

Vice Chancellor Dyba shared that fundraising totaled over \$48 million for FY 16-17. While not a record year, Dyba was pleased that fundraising totals were once again twice as much as three years ago. He reported that FY 17-18 is off to a good start and indicated that we are already \$140M towards our \$500 million goal. New web-based campaign reports are now available to faculty/staff and volunteers as the campaign rollout and planning continues. He then introduced and demonstrated the ease of the new giving website. This new website is a much-improved tool that provides better access and usability for our donors.

A subcommittee consisting of Edwin Clark, Kel Normann, Fielding Miller and staff member Dyba was formed to look at the naming policy and bring recommendations back to our committee and this board in the fall to address any edits that may be needed in the context of the comprehensive campaign.

Athletics Highlights

Mike Hanley reviewed a list of accomplishments and accolades from the Athletic Department, as well as the 2016-17 Athletic Strategic Planning Goals, which are:

Goal 1 – increase at least 10 team’s average single year GPA;

Goal 2 – Achieve a 3.00 annual encompassing all teams.

Mr. Hanley said that ECU Student Athletes have completed 9,000 hours of community service and was the runner-up in the inaugural NACDA / Fiesta Bowl Community Service Award. A \$5,000 donation will be made to a local charity for this award.

Athletic Director Jeff Compher gave a brief personnel update. He recognized Lee Workman for his work on both his Athletic Human Resources work as well as the budget work he’s done in Nick Floyd’s absence and said that Lee Workman would continue that work moving forward. Jeff mentioned Phillip Wood, the new Executive Director of the Pirate Club, replacing J Batt who

has taken another position in Alabama. He also announced two coaching updates, Coach Matthew Jabs, ECU Swimming and Diving, and Coach Andrew Sapp, ECU Men's Golf.

Jeff Compher and Donna Payne presented to the committee a revised Athletics Drug Testing Policy for consideration. The committee had substantive discussion and took action. Mr. Chairman, I have a motion:

MOTION

I move that the board approve the I move that the Committee recommend to the Board of Trustees that it approve the policy captioned "Drug Education, Screening, Counseling, and Testing Program," as presented in the Board materials for this meeting. I also move that the Committee recommend that the Board of Trustees delegate to the Chancellor of East Carolina University authority to amend the policy captioned, "Drug Education, Screening, Counseling, and Testing Program," as presented in the Board materials, as and when the Chancellor determines appropriate consistent with applicable law and UNC policy, including but not limited to renaming the policy as a regulation, with said delegation continuing unless and until expressly revoked.



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	II. A. Naming Policy Review
Responsible Person:	Chris Dyba Vice Chancellor for University Advancement
Action Requested:	Approval
Notes:	N/A

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. Policy was amended and approved on Nov. 21, 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 Vice Chancellor for University Advancement shall receive and review all recommendations prior to forwarding naming proposals to 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, a copy of the signed Letter of Intent defining pertinent arrangements must also be included.

Deleted: of \$25,000 or more

5.4 Prior Approval

5.4.1 When possible as it relates to construction or renovation of a facility, 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. At the higher range of giving opportunities, flexibility will be given to meet the needs of the university while aligning with the capacity of the donor pool as stated in 5.5.8. When considering a naming for a program, a naming shall be considered when determining the size of the

Deleted: A

Deleted: 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.

program, the operating budget, national ranking, and visibility of the program, as well as naming amounts of peer programs in the discipline or on the University campus when available and be substantial and significant, even transformative in nature, enabling the program to improve its competitiveness or distinction, or perhaps enabling the establishment of a new program within an exciting unit.

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. The minimum contribution to submit a naming proposal will be \$25,000 and only upon the receipt of at least 60% of the funds committed and with a written gift agreement in place for the remainder, will the Vice Chancellor for University Advancement will forward the naming recommendation to the Chancellor.

Deleted: U

(Larger, more complex gifts may be considered on a case by case basis apart from this 60% receipt requirement).

Deleted: Gifts of irrevocable trusts

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, the recommendations may be made in closed session.

Deleted: by the Chancellor

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 of either the Athletics and Advancement Committee and/or the Board of Trustees.

Deleted: at the recommendation of the Chancellor

Deleted: ,

5.5.8 Transfer of Donations

When a facility or program is to be named in consideration of a financial contribution, the gift shall have been received by the University or affiliated foundation, or its future receipt shall be assured through the appropriate signed gift agreement, before a naming action shall be taken, as follows:

Formatted: Indent: Before: 1", No bullets or numbering

Pledges to be paid over a period of time, typically up to five years, are acceptable for current naming of facilities and programs when a signed pledge payment agreement for the total is in hand.

If the pledged donation is to name new construction, renovation, or other projects with cash-flow considerations, the timing of the pledge payments should be such that sufficient current dollars are available to cover project costs.

Irrevocable planned gifts may generate current naming of facilities and programs if current cash flow considerations are not an issue for the requesting facility or program. Irrevocable planned gifts will be credited at their face value with particular emphasis being given to the predictability of the long-term value of the irrevocable deferred gift.

Combinations of revocable planned gifts and cash may occasionally generate current naming opportunities under the right circumstances. Each combination request must be explained fully to the Athletics and Advancement Committee and a case made for the appropriateness of the naming given the specifics of a particular gift. Particular emphasis will be given to the cash flow requirements of the requesting facility or program, the predictability of the long-term value of the revocable deferred gift component, and the predictability of its receipt.

5.5.8.1 Non-cash gifts.

5.5.8.1.1 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.

Deleted: <#>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. .

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).

5.5.8.1.2 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.

5.5.8.1.3 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.

5.5.8.1.3.1 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.

Deleted: <#>Commitment periods may not extend more than five years. -

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. The Vice Chancellor for University Advancement shall receive all proposals to rename campus facilities and/or activities, and upon review, make a recommendation to the Chancellor requesting renaming.

Deleted: 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 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. Care 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.

Deleted: an

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**

Name of Originator

Department/Division

Phone

Email

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

Forwarded or returned _____
Date
Vice Chancellor's Signature _____

Comments _____

Chancellor's Office:

Received _____
Action _____ / _____
Date

Forwarded or returned _____
Date
Chancellor's Signature _____

Comments _____

Athletics and Advancement Committee of the Board of Trustees:

Received _____
Action _____ / _____
Date

Forwarded or returned _____
Date
Chair's Signature _____

Comments _____

Board of Trustees:

Received _____
Action _____ / _____
Date

Forwarded or returned _____
Date
Chair's Signature _____

Comments _____



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	II. B. Advancement Update
Responsible Person:	Chris Dyba Vice Chancellor for University Advancement
Action Requested:	Information
Notes:	N/A



ECU[®]

ECU Board of Trustees University Advancement Update

September 14, 2017

Fundraising Update

As of September 1, 2017

East Campus	\$ 2,661,134
West Campus	\$ 1,077,657
Athletics	\$ 884,257
Total FY 18 to date:	\$ 4,623,048
Campaign Total:	\$145,740,000

Naming Policy

Proposed changes to the existing policy allow for flexibility in larger and more complex gifts for both naming facilities and programs:

5.4 – Prior Approval

5.5 – Financial Contributions

5.5.8 – Transfer of Donations

Misc. procedural clarification and other edits



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	III. - Closed Session
Responsible Person:	Edwin Clark Committee Chair
Action Requested:	Information
Notes:	N/A



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	IV. A. Athletic Compliance Update
Responsible Person:	Jamie Johnson Director of Athletic Compliance
Action Requested:	Information
Notes:	N/A

Athletic Office of Compliance Update

EAST CAROLINA UNIVERSITY
OFFICE OF COMPLIANCE

SEPTEMBER 14, 2017






EAST CAROLINA
COMPLIANCE




Athletic Compliance Update

Importance of NCAA Rules Education:


-  Promotes a culture of compliance and an expectation for coaches, faculty, and staff to be compliant.
-  Provides assurances that coaches, faculty and staff are regularly informed on the NCAA's legislation.
-  Demonstrates institutional control.

Athletic Compliance Update

Who should ECU target for NCAA rules education?

 **Institutional departments** whose role is to assist the Athletic Department with recruiting prospects and/or providing a service to our student-athlete population.

- Examples: Office of Financial Aid, Admissions, Registrars, Dining Services, etc.

 **Institutional staff members** who have a responsibility to assist the Athletic Department with recruiting and/or to provide a service to our student-athlete population.

- Examples: Faculty Athletic Representative, Faculty/Staff serving on athletic based committees, etc.

Athletic Compliance Update

Who should ECU target for NCAA rules education (cont.)?




Athletic Representatives are individuals who have...

- 1) Participated in activities to promote ECU's athletics program (e.g., Boosters);
- 2) Made financial contributions to ECU's Athletics Department (e.g., Pirate Club members);
- 3) Assisted the Athletic Department with recruiting;
- 4) Provided (directly or indirectly) benefits to ECU's current student-athletes; and
- 5) Been involved in promoting ECU's Athletic Department in general.

Athletic Compliance Update

2016-17 Rules Education Efforts:

 **Coaches Recruiting Exam Preparation.** All countable coaches must pass an annual recruiting exam to engage in off-campus recruiting activities.

- Men's Basketball;
- Women's Basketball; and
- Other individuals representing our sponsored sports.

Athletic Compliance Update

2016-17 Rules Education Efforts (cont.):

All Sport Monthly Coaches Meeting

- Relevant topics for each month are discussed and on-campus departments are encouraged to attend (e.g., Office of Financial Aid, Admissions, Registrar, etc.)
- August through May of each academic year.
- All sports must be in attendance.

Athletic Compliance Update

2016-17 Rules Education Efforts (cont.):



Season Ticket Holders


- In August, all season ticket holders were sent a rules education brochure that outlines what ECU's expectations are with regards to their role as "boosters" and being NCAA compliant.

Athletic Compliance Update

DEPARTMENT	MATERIAL PRESENTED	DATE OF PRESENTATION
Athletics Communication	Publicity, Social Media, and New Legislation	July 24, 2017
Athletics Ticket Office	Complimentary Admissions (e.g., prospects, student-athletes, coaches, etc.)	August 9, 2017
Marketing and Fan Engagement	Promotional Activities, Publicity, etc.	August 8, 2017
Strength and Conditioning	New Legislation, Playing & Practice Season, etc.	July 20, 2017

Athletic Compliance Update

2016-17 Rules Education Efforts (cont.):

 Campus Constituency Groups – The Athletic Office of Compliance conducted educational sessions with the following institutional departments.

- ECU's Admissions Office;
- ECU's Registrar's Office;
- ECU's Cashiers Office; and
- ECU's Office of Financial Aid

Athletic Compliance Update

2016-17 Reported NCAA Violations: There are four levels of violations which are as follows:

- Level I (Major) – Severe Breach of Conduct
 - Example: Extensive recruiting advantage, competitive advantage, etc.

- Level II (Major) – Significant Breach of Conduct
 - Example: Minimal but less than extensive benefit or conduct that may compromise the integrity of the NCAA collegiate model.

Athletic Compliance Update

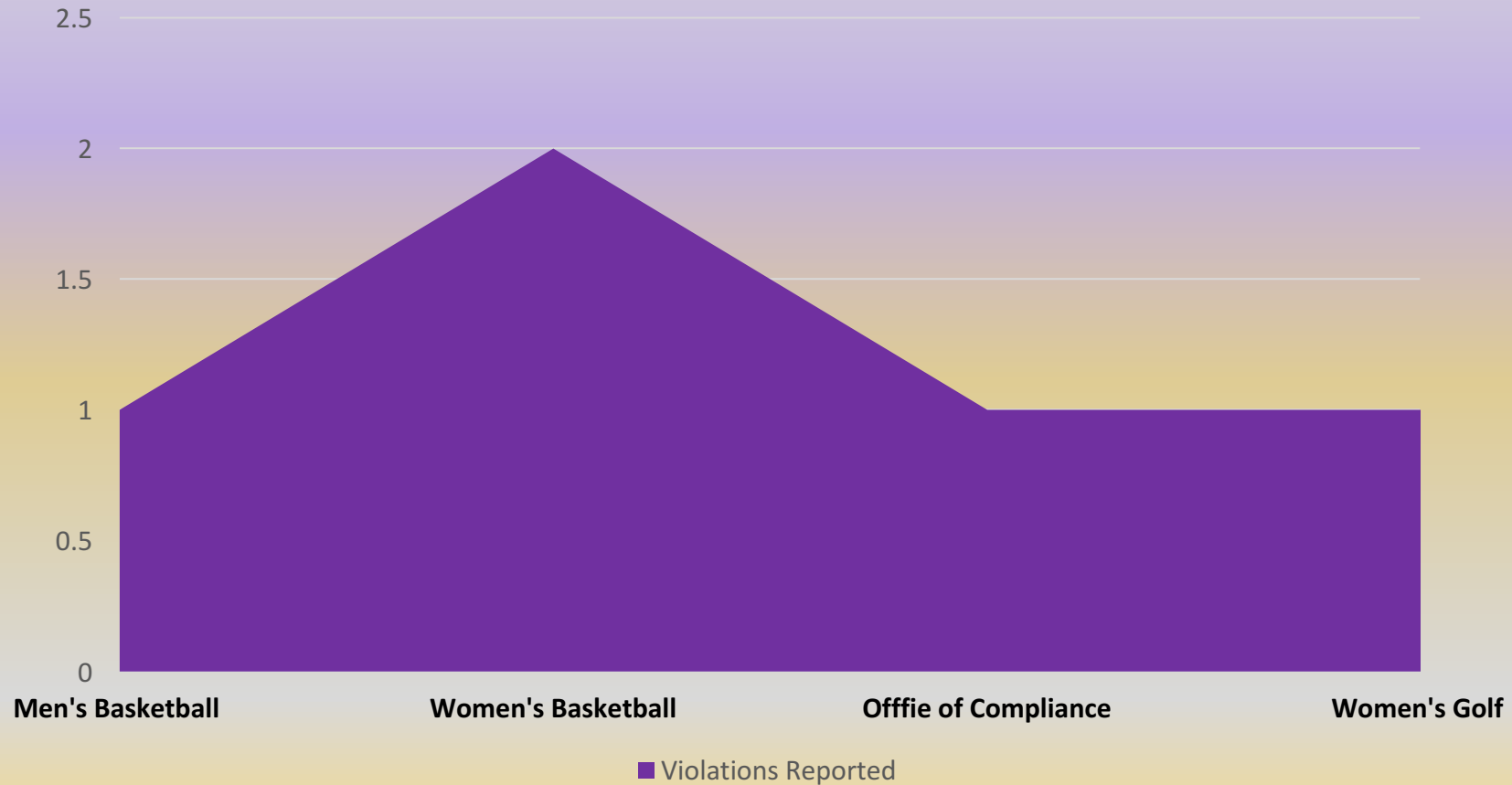
2016-17 Reported NCAA Violations (cont.): There are four levels of violations which are as follows:

- Level III (Secondary) – Breach of Conduct
 - Example: Provide a minimal recruiting or competitive advantage (e.g., phone calls to prospect prior to permissible date).

- Level IV (Secondary) – Incidental Issues
 - Example: Inadvertent and isolated, technical in nature and result in negligible advantage (e.g., printed recruiting materials)

Athletic Compliance Update

2016-17 Secondary Level III Violations Reported (5 Total)



QUESTIONS?



EAST CAROLINA
COMPLIANCE



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	IV. B. Financial Report / Budget Update
Responsible Person:	Lee Workman Associate Athletic Director
Action Requested:	Information
Notes:	1. Presidential Dashboard (Niswander) 2. Ticket Sales



EAST CAROLINA

DEPARTMENT OF ATHLETICS

TO: Board of Trustees, Athletics and Advancement Committee
FROM: Lee Workman, Sr. Associate Athletics Director for Administration/CFO
DATE: September 5, 2017
RE: Athletics Financial Report

Enclosed is a summary document providing the 2016-17 budget year close out and 2017-18 ECU athletics budget.

While revenue projections were met for the year 2016-17 and ticket sales revenue was the highest since 2011-12, the 2016-17 fiscal year closed with a \$439,034 deficit. Twenty-six budget meetings occurred instructing staff to spend wisely during the last 2 months of the budget year in efforts to manage expenses. Only one deemed essential position was filled in the last three months of the budget year and Athletics worked with university administration for support in expense management closing out the year. Contributing factors to this unbalanced year end were the baseball waterproofing project, and over-expenditure in some department budgets.

In developing a budget for 2017-18, a 10% reduction from 2016-17 budgeted general operating expenses was applied. Additional reductions were applied where feasible and, where possible, salary savings have been achieved when position changes occurred, including not filling the Executive Associate Athletics Director's position. Working with university administration, Athletics will manage expenses throughout the year continuing to look for other savings opportunities, while also implementing new budget management tools. Challenges in creating the 2017-18 budget included overcoming a loss in revenue of \$1.6M from two one-time events in 2016-17, and rising scholarship expenses that exceed the Pirate Club annual fund contribution by over \$2.0M.

As shown in the attached September 5 report, 2017 football season ticket sales are close to meeting revenue projection and single game sales for the first home football game will exceed projection. It was anticipated that a reduction in overall season tickets sold would occur due to the increase in season ticket pricing with an additional seventh home game.

Included in the financial report is information related to the NCAA Financial Dashboard "Presidential View". The UNC General Administration requires that this information be shared with the Board of Trustees on an annual basis. It provides comparative data about the program to fellow conference members and all Football Bowl Subdivision (FBS) institutions. This information will be reviewed during the course of the meeting on September 14th.

The cost of running a competitive athletics program continues to rise, not only as ECU competes in the AAC, but also the division is widening with the higher resource conference institutions. We will continue to push forward to position ECU for future success looking to both increase revenue streams and by being good stewards of resources through budget management.

Thank you for your support of ECU athletics. Please let us know if you would like to discuss additional information related to this report.

Attachments





EAST CAROLINA

DEPARTMENT OF ATHLETICS

ATHLETICS FISCAL YEAR BUDGET TO ACTUAL Effective 9/6/17

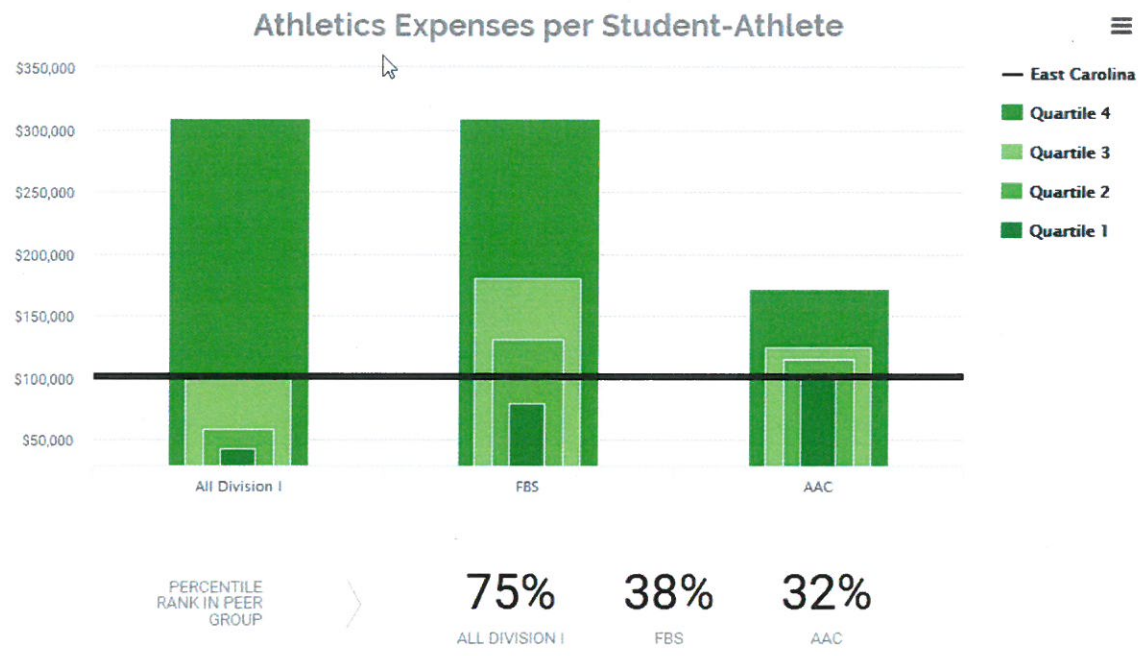
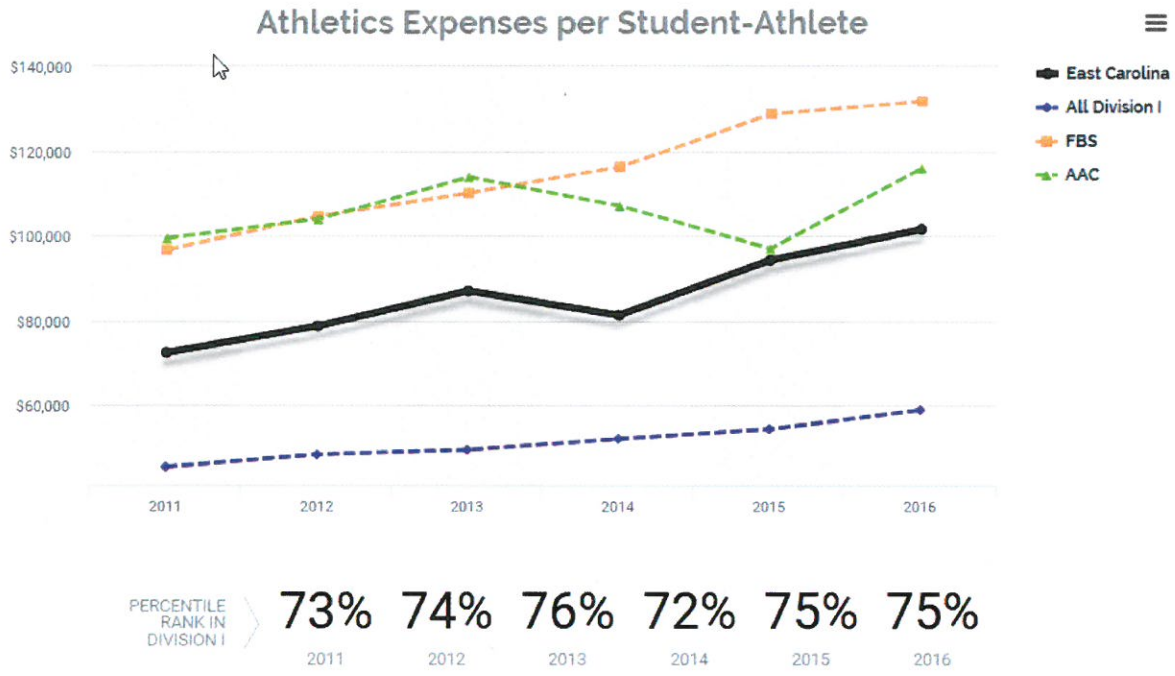
REVENUE

	17-18 Budget	16-17 Budget	16-17 Actual
Student Fees	15,689,100 **	15,194,400 **	15,159,430 **
Football Ticket Revenue	6,400,000	6,300,000	6,254,795
Men's Basketball Ticket Revenue	465,000	475,000	468,736
Women's Basketball Ticket Revenue	40,000	44,500	44,353
Baseball Ticket Revenue	360,000	300,000	354,272
Pirate Club Scholarship Pledge	6,280,400	5,967,800	6,125,500
NCAA / AAC Distributions	3,775,000	4,635,000	4,123,259
Concessions and Licensing	1,300,000	1,175,000	1,203,247
Athletic Guarantees	215,000	1,200,000	1,204,500
Sports Marketing	1,750,000	1,750,000	1,735,541
Gifts In Kind	1,935,525	2,217,975	2,405,859
NCAA SAF/Other Sports Fundraising	405,000	337,000	477,862
Other (Other Sports tickets, FB parking, Processing fees, Non Athletic events, Misc.)	1,252,000	1,118,325	1,154,010
Total Revenue	\$39,867,025	\$40,715,000	\$40,711,364

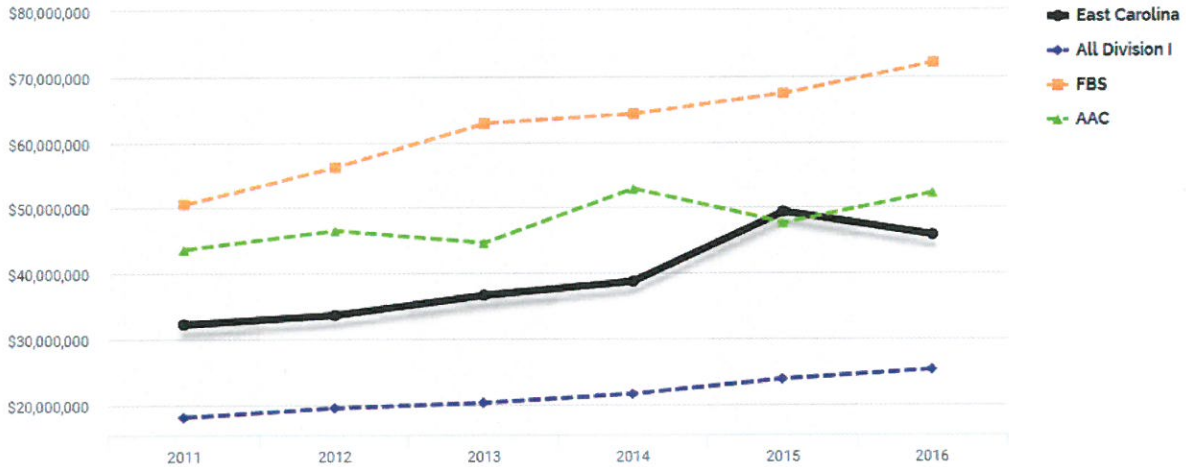
** - Includes student fee money to directly support Marching Band, Cheerleaders, Pure Gold Dancers over and above their Athletic budget.

EXPENDITURES

	17-18 Budget	16-17 Budget	16-17 Actual
Administration	2,521,118	3,177,883	2,865,425
Repairs and Replacements	571,850	319,000	881,351
Facilities	820,700	886,345	827,213
Home Game Operations	1,696,800	1,383,132	1,471,119
Conference Championship Travel	622,700	634,500	691,251
Spirit Groups	181,600 **	290,395 **	257,666 **
Other Support Services	7,804,700	6,239,418	6,729,341
Football	8,966,400	9,308,300	8,769,946
Men's Basketball	2,935,800	3,050,835	3,022,015
Other Men's Sports	3,454,400	3,690,842	3,854,021
Women's Basketball	2,000,300	2,243,301	1,966,337
Other Women's Sports	5,612,700	5,623,218	5,564,625
Gifts In Kind	1,935,525	2,217,975	2,405,859
NCAA SAF/Other Sports Fundraising	405,000	387,000	524,230
Total Operating Expenditures	\$39,529,593	\$39,452,144	\$39,830,399
Net Operating Income / (Loss)	\$337,432	\$1,262,856	\$880,965
Administration - Debt Service	1,316,482	1,312,857	\$1,320,000
Net Budget Surplus / (Loss)	(979,050)	(50,001)	(439,035)



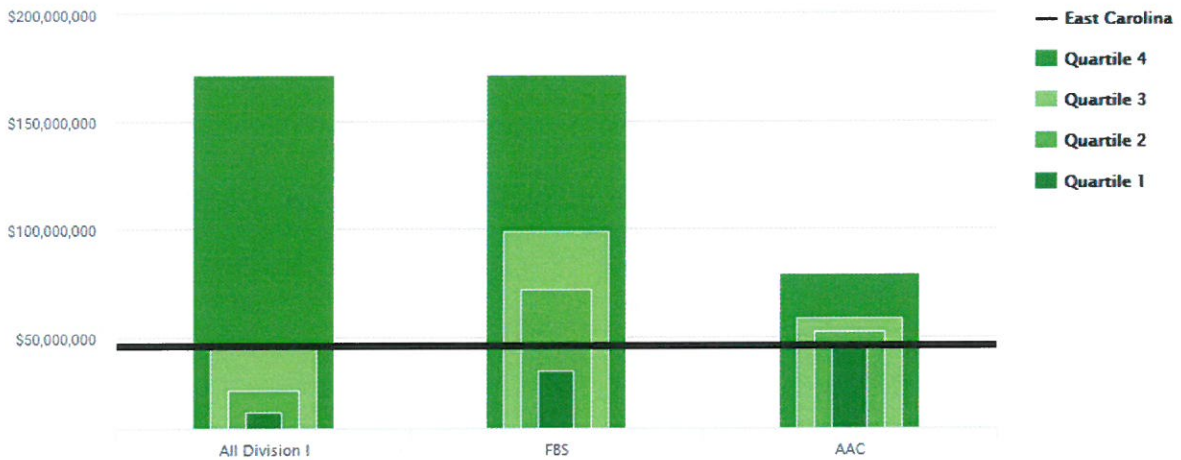
Total Athletics Expenses



PERCENTILE RANK IN DIVISION I > 74% 73% 76% 75% 79% 76%

2011 2012 2013 2014 2015 2016

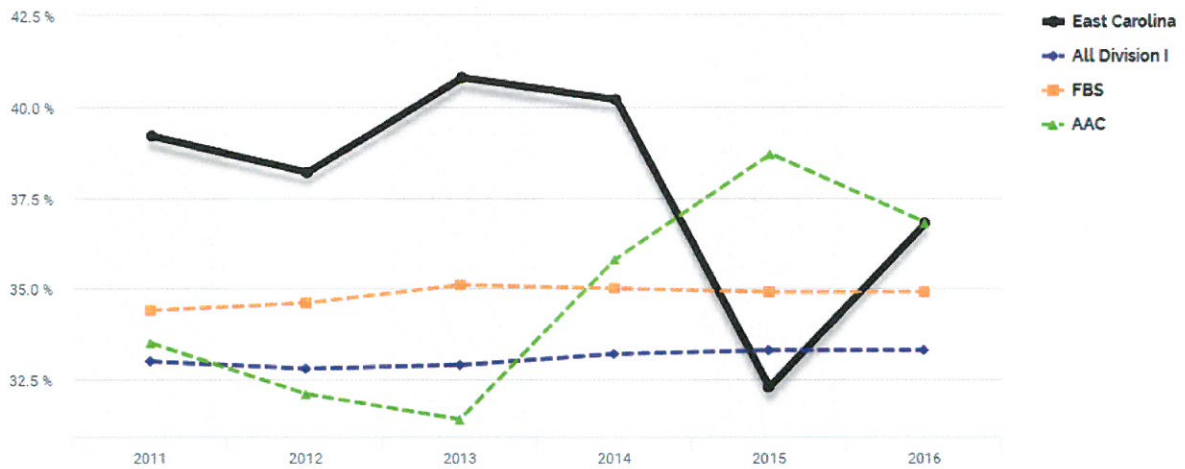
Total Athletics Expenses



PERCENTILE RANK IN PEER GROUP > 76% 37% 23%

ALL DIVISION I FBS AAC

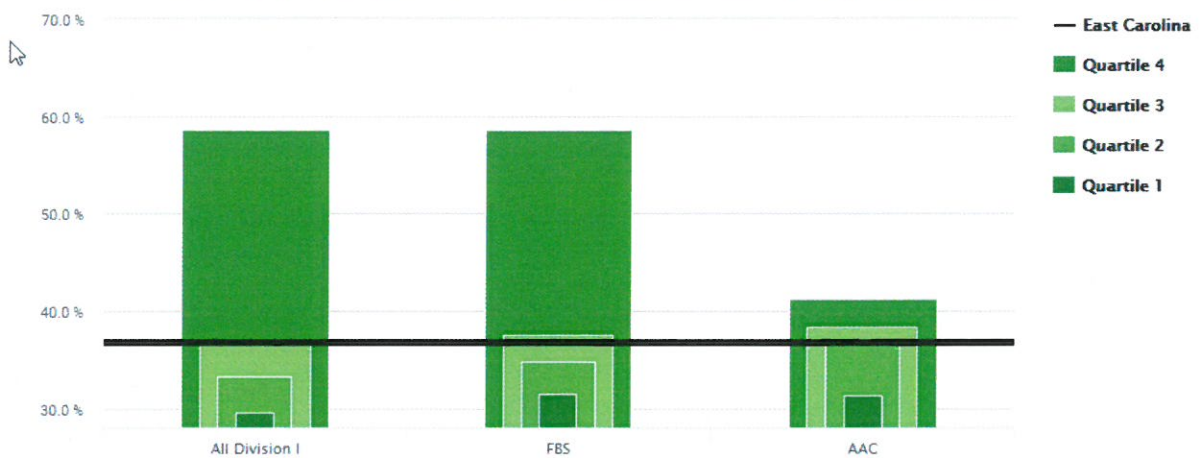
Salaries, Benefits and Severance as a % of Expenditures



PERCENTILE RANK IN DIVISION I > 85% 81% 91% 90% 41% 77%

2011 2012 2013 2014 2015 2016

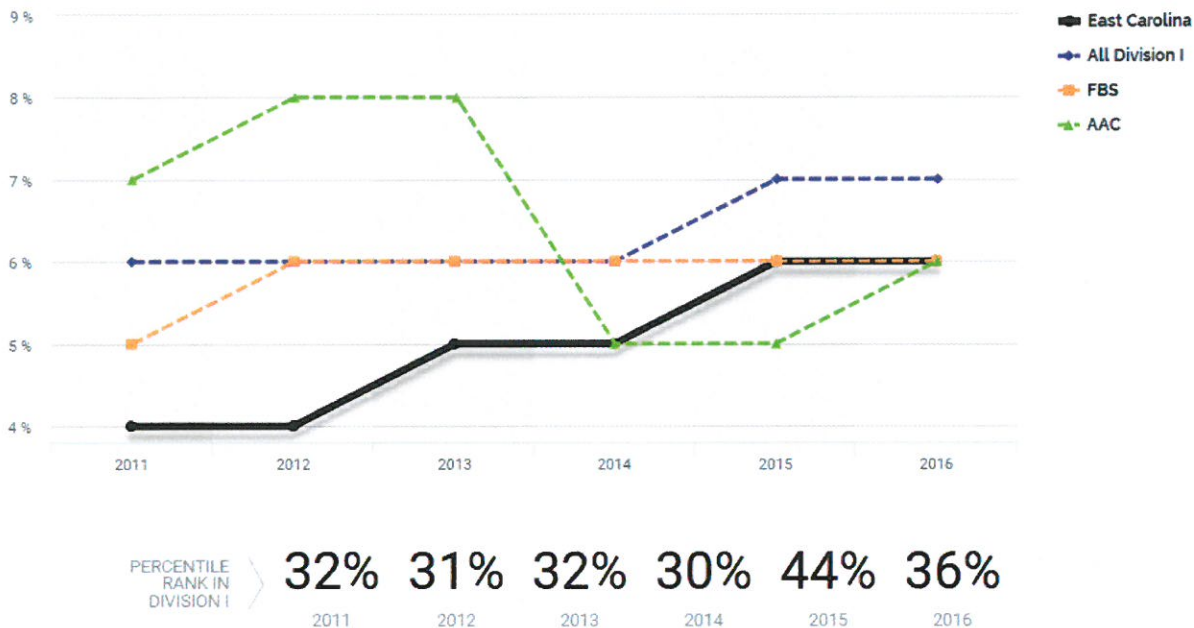
Salaries, Benefits and Severance as a % of Expenditures



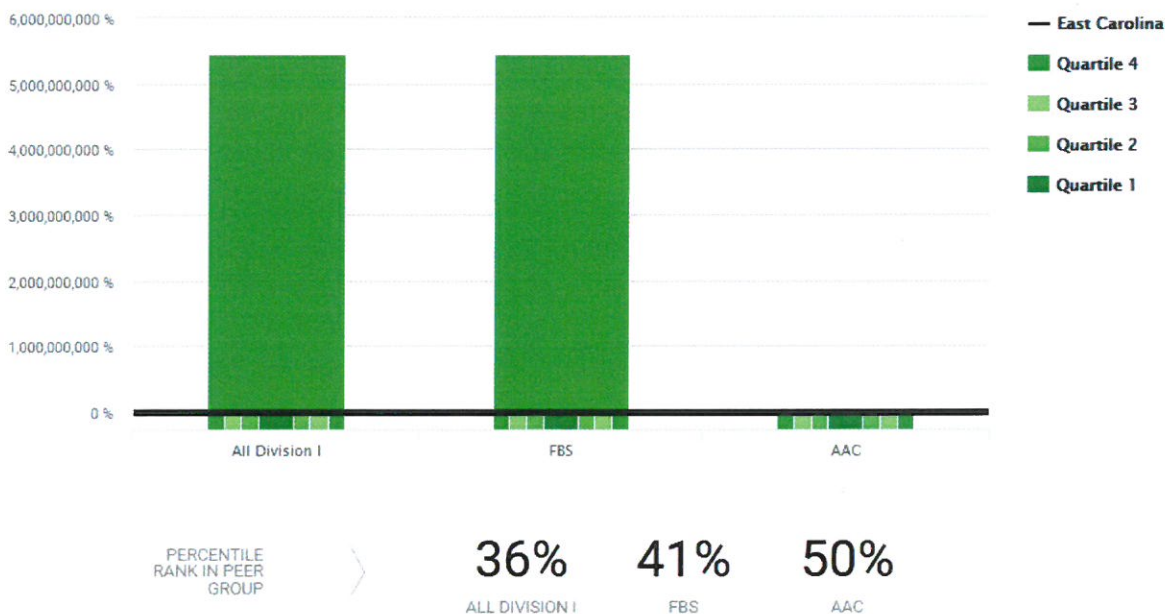
PERCENTILE RANK IN PEER GROUP > 77% 68% 50%

ALL DIVISION I FBS AAC

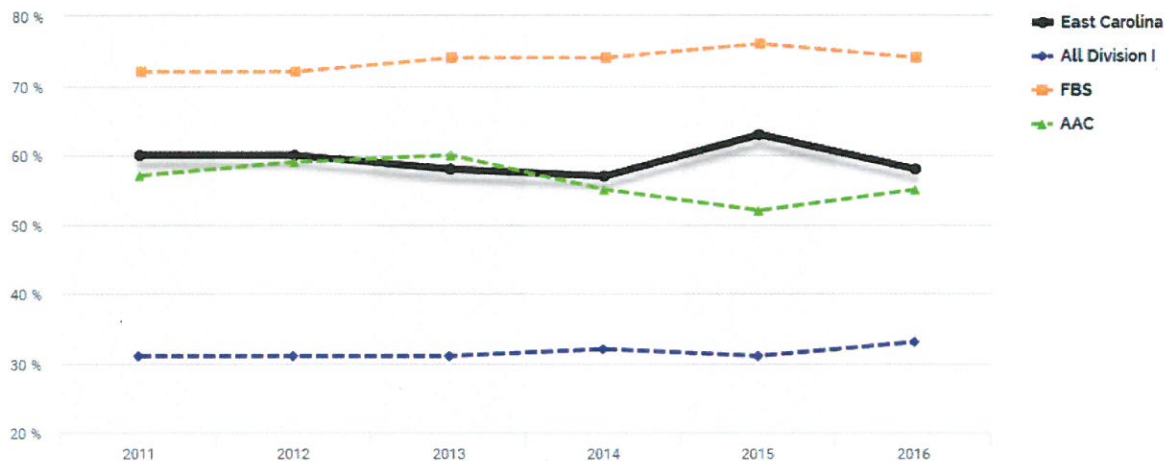
Athletics as a % of Institutional Expenditures



Athletics as a % of Institutional Expenditures



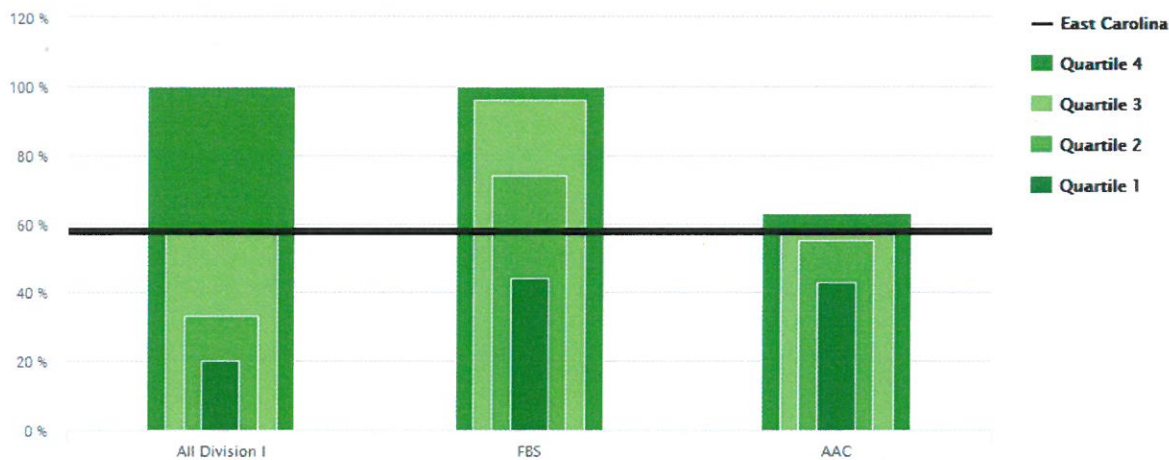
Gen. Rev. as a % of Revenues



PERCENTILE RANK IN DIVISION I > 76% 75% 75% 75% 77% 76%

2011 2012 2013 2014 2015 2016

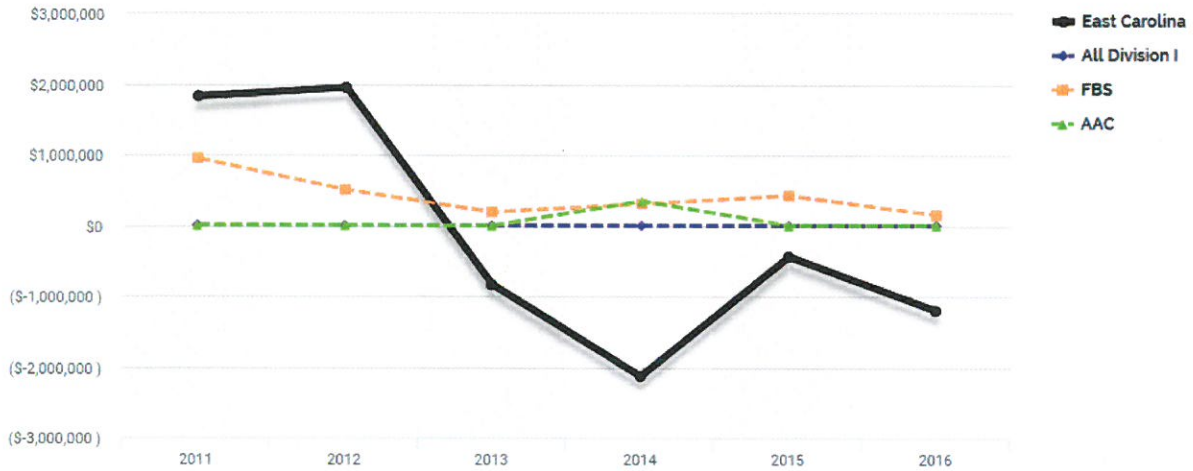
Gen. Rev. as a % of Revenues



PERCENTILE RANK IN PEER GROUP > 76% 39% 68%

ALL DIVISION I FBS AAC

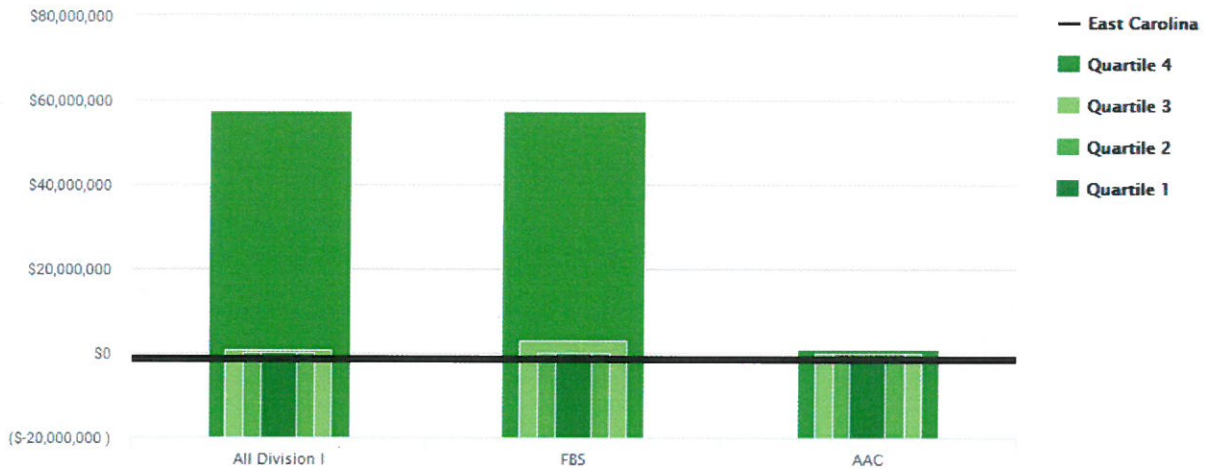
Total Athletics Net Revenue



PERCENTILE RANK IN DIVISION I > 84% 86% 9% 6% 13% 11%

2011 2012 2013 2014 2015 2016

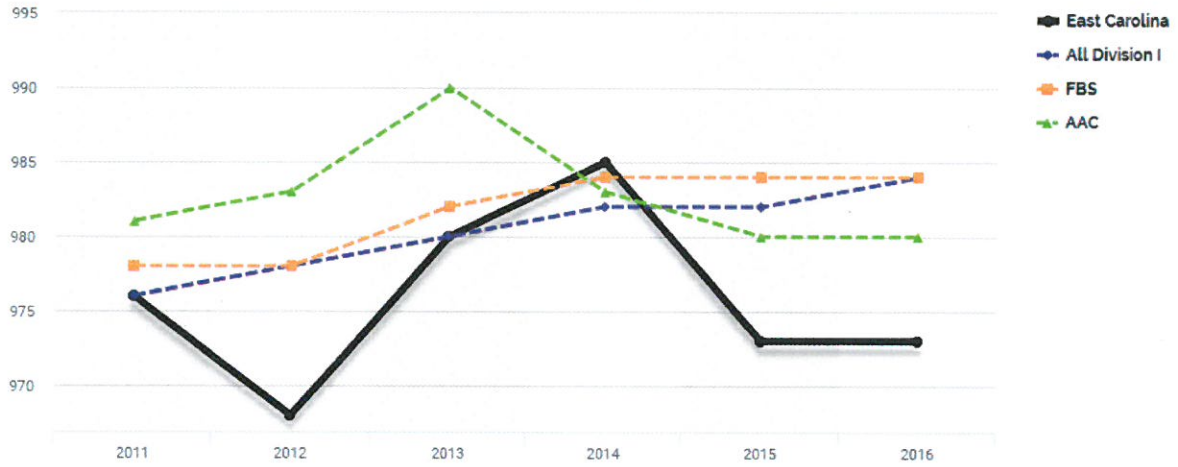
Total Athletics Net Revenue



PERCENTILE RANK IN PEER GROUP > 11% 15% 23%

ALL DIVISION I FBS AAC

Single Year Academic Progress Rate (APR)

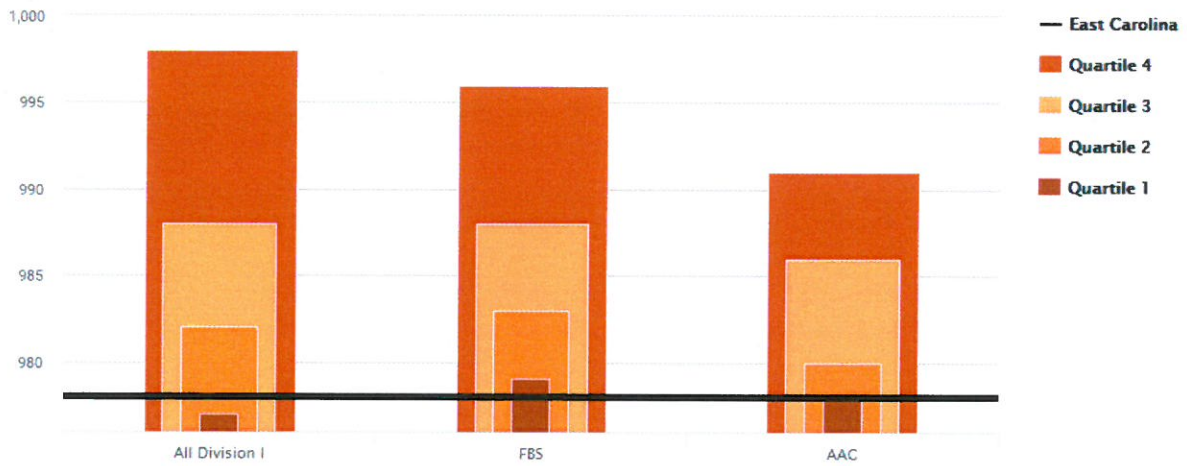


PERCENTILE RANK IN DIVISION I

51% 24% 47% 62% 20% 20%

2011 2012 2013 2014 2015 2016

Multiyear Academic Progress Rate (APR)



PERCENTILE RANK IN PEER GROUP

31% 21% 23%

ALL DIVISION I FBS AAC

**EAST CAROLINA UNIVERSITY
2017 FOOTBALL
SEASON TICKET SALES**

Level	Ticket Price	Tickets Sold	Gate Receipts	2016	2015	2014	2013	2012	2011	2010
Club Level	\$350.47	1,189	\$416,708.83	1,222	1,232	1,245	1,279	1,298	1,290	1,304
Pirate Club Chairback	\$350.47	6,874	\$2,409,130.78	7,553	7,825	7,540	7,586	7,870	8,354	8,350
Pirate Club Bench	\$327.10	2,314	\$756,909.40	2,806	2,989	2,995	3,050	3,368	3,850	3,610
Club Level Faculty/Staff	\$289.72	8	\$2,317.76	8	10	10	10	12	12	14
Chairback Faculty/Staff	\$289.72	319	\$92,420.68	375	392	405	373	397	388	389
Pirate Club Faculty/Staff	\$271.03	264	\$71,551.92	305	356	365	362	362	440	423
Economy Plan	\$219.63	2,895	\$635,828.85	3,377	2,966	3,407	3,432	3,820	4,602	4,513
Economy Plan Faculty/Staff	\$182.24	146	\$26,607.04	151	31	45	40	47	0	112
Crow's Nest	\$163.55	748	\$122,335.40	1,110	566	743	612	679	1,228	629
Student Pirate Club Guest	\$163.55	528	\$86,354.40	750	704	688	634	810	1,016	808
Graduate Plan	\$163.55	551	\$90,116.05	876	649	858	908	1,105	1,409	1,138
Military Donation	\$150.00	0	\$0.00	0	0	0	18	15	18	42
Military Purchase	\$163.55	24	\$3,925.20	32	22	22	37	42	52	24
Distance Ed/Band/Cheer/Department	\$163.55	297	\$48,574.35	485	381	318	292	257	123	0
Golden Ticket	\$100.00	0	\$0.00	0	0	0	86	167	0	790
IMG Cash Accounts	\$100.00	0	\$0.00	0	0	0	0	50	50	50
SEASON TOTALS		16,157	\$4,762,780.66	19,050	18,123	18,641	18,719	20,299	22,832	22,196
CAR DEALERS		350								
IMG TRADES		500								
TRADE AGREEMENTS		600								
SEASON TOTALS		17,607								

SEASON TOTAL	\$4,762,780.66
BUDGET	\$4,800,000.00
DIFFERENCE	-\$37,219.34

**EAST CAROLINA UNIVERSITY
2017 PIRATE FOOTBALL
TICKET SALES**

GAME	DATE	ACTUAL	BUDGETED	DIFFERENCE	YEAR TO DATE
SEASON TICKETS		\$4,762,780.66	\$4,800,000.00	-\$37,219.34	-\$37,219.34
MINI-PLAN		\$117,001.71	\$150,000.00	-\$32,998.29	-\$70,217.63
JAMES MADISON	Sat., Sept. 2	\$107,212.76	\$100,000.00	\$7,212.76	-\$63,004.87
VIRGINIA TECH	Sat., Sept. 16	\$380,942.82	\$650,000.00	-\$269,057.18	-\$332,062.05
USF	Sat., Sept. 30	\$15,280.32	\$125,000.00	-\$109,719.68	-\$441,781.73
TEMPLE	Sat., Oct. 7	\$13,654.43	\$125,000.00	-\$111,345.57	-\$553,127.30
BYU	Sat., Oct. 21	\$107,040.41	\$250,000.00	-\$142,959.59	-\$696,086.89
TULANE	Sat., Nov. 11	\$23,251.99	\$125,000.00	-\$101,748.01	-\$797,834.90
CINCINNATI	Sat., Nov. 18	\$9,841.31	\$75,000.00	-\$65,158.69	-\$862,993.59
TOTALS		\$5,537,006.41	\$6,400,000.00	-\$862,993.59	

Revenue Comparison	9/5/2017	9/5/2016	Difference
Season Ticket	\$4,762,780.66	\$4,725,643.45	\$37,137.21
Mini-Plan	\$117,001.71	\$141,632.30	-\$24,630.59
Single Game	\$657,224.04	\$747,928.27	-\$90,704.23

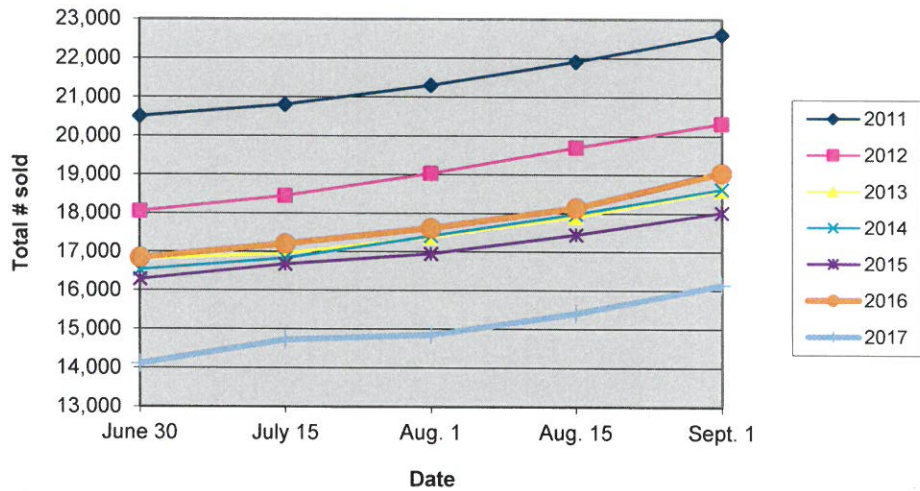
ECU PIRATE FOOTBALL WEEK TO WEEK SEASON TICKET SALES COMPARISON

TOTAL SOLD

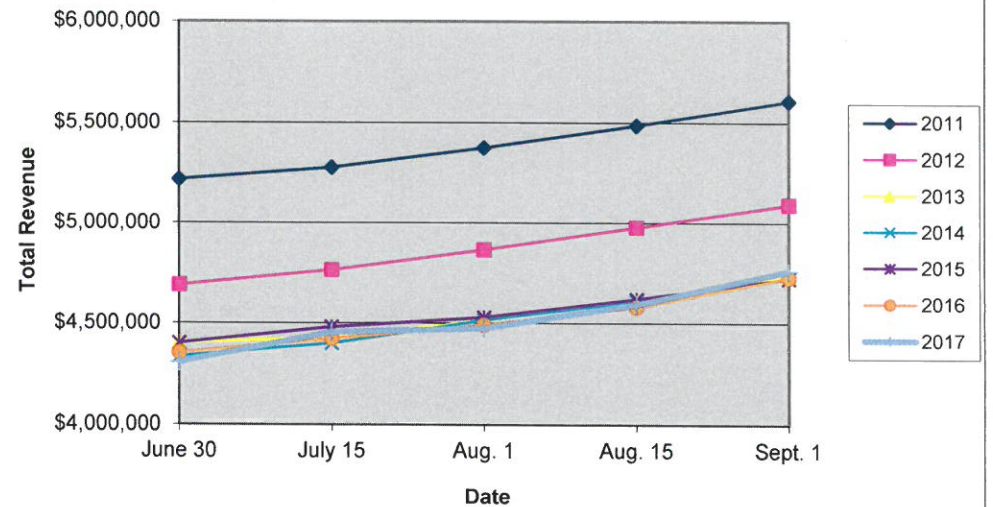
TOTAL REVENUE

DATE	2011	2012	2013	2014	2015	2016	2017	DATE	2011	2012	2013	2014	2015	2016	2017
March 25	6,059	6,252	5,263	5,920	6,534	6,284	5,697	March 25	\$1,585,905	\$1,662,000	\$1,425,830	\$1,584,405	\$1,807,551	\$1,667,549	\$1,762,748
April 1	14,476	13,258	10,604	13,085	14,922	13,807	11,126	April 1	\$3,757,785	\$3,471,875	\$2,808,695	\$3,467,510	\$4,055,513	\$3,637,824	\$3,434,574
April 8	17,248	14,789	14,020	14,457	15,275	14,628	12,390	April 8	\$4,473,000	\$3,858,425	\$3,703,175	\$3,833,525	\$4,150,182	\$3,856,185	\$3,820,333
April 22	18,345	16,412	15,145	14,782	15,676	15,307	12,736	April 22	\$4,737,155	\$4,290,000	\$3,998,065	\$3,916,196	\$4,251,531	\$4,026,499	\$3,920,699
April 29	18,666	16,801	15,501	15,000	15,742	15,397	12,932	April 29	\$4,819,175	\$4,392,165	\$4,097,270	\$3,971,310	\$4,267,089	\$4,046,158	\$3,977,788
May 6	19,006	17,003	15,778	15,234	15,762	15,601	13,260	May 6	\$4,894,285	\$4,440,765	\$4,169,315	\$4,029,900	\$4,272,489	\$4,094,275	\$4,067,671
May 13	19,213	17,205	15,969	15,411	15,795	15,873	13,452	May 13	\$4,942,530	\$4,491,635	\$4,219,840	\$4,075,440	\$4,278,186	\$4,154,079	\$4,116,261
May 27	19,716	17,473	16,239	15,772	15,908	16,199	13,688	May 27	\$5,063,990	\$4,558,735	\$4,287,180	\$4,164,805	\$4,304,259	\$4,221,795	\$4,193,331
June 15	20,225	17,785	16,499	16,257	16,139	16,555	13,943	June 15	\$5,171,145	\$4,637,390	\$4,344,430	\$4,269,945	\$4,358,877	\$4,297,427	\$4,266,766
June 30	20,504	18,047	16,808	16,521	16,278	16,838	14,102	June 30	\$5,216,455	\$4,687,020	\$4,402,570	\$4,333,480	\$4,399,294	\$4,351,068	\$4,304,766
July 15	20,801	18,443	16,947	16,828	16,666	17,198	14,714	July 15	\$5,274,705	\$4,761,895	\$4,427,520	\$4,398,020	\$4,479,238	\$4,422,083	\$4,453,477
Aug. 1	21,298	19,028	17,380	17,405	16,944	17,609	14,847	Aug. 1	\$5,374,180	\$4,864,295	\$4,512,485	\$4,513,975	\$4,526,927	\$4,489,084	\$4,472,804
Aug. 15	21,906	19,699	17,905	17,970	17,436	18,135	15,391	Aug. 15	\$5,485,355	\$4,976,130	\$4,610,635	\$4,609,670	\$4,618,993	\$4,577,080	\$4,591,159
Sept. 1	22,603	20,314	18,589	18,620	18,017	19,044	16,130	Sept. 1	\$5,605,400	\$5,091,085	\$4,730,250	\$4,722,320	\$4,721,691	\$4,725,643	\$4,757,435
Sept. 15	22,832	20,299	18,719	18,641	18,123	19,050		Sept. 15	\$5,649,050	\$5,091,085	\$4,757,175	\$4,725,850	\$4,742,367	\$4,727,279	

2011 vs 2012 vs 2013 vs 2014 vs 2015 vs 2016 vs 2017



2011 vs 2012 vs 2013 vs 2014 vs 2015 vs 2016 vs 2017





**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	IV. C. Pirate Club Update
Responsible Person:	Phillip Wood Director of the Pirate Club
Action Requested:	Information
Notes:	N/A



PIRATE CLUB

EFFECTIVE SEPTEMBER 7, 2017

ANNUAL FUND TO DATE (2017-18)

<input type="checkbox"/> Total Pledges:	\$7,452,795
<input type="checkbox"/> Total Receipts:	\$6,306,816
<input type="checkbox"/> Pirate Club Members:	5,715
<input type="checkbox"/> Student Pirate Club Members:	9,264
<input type="checkbox"/> Total Members:	14,979

CAPITAL CAMPAIGN TO DATE

<input type="checkbox"/> Premium Seating Total:	\$14,557,482
<input type="checkbox"/> Philanthropic Gift Total:	\$15,507,725
<input type="checkbox"/> Campaign Total-	\$30,065,207



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	IV. D. Athletic Update
Responsible Person:	Jeff Compher Director of ECU Athletics
Action Requested:	Information
Notes:	N/A

EAST CAROLINA ATHLETICS

2017-2018 Informational Recaps – Early Fall Update

BASEBALL

- Head Coach Cliff Godwin announced that Eric Tyler has been named Volunteer Assistant Coach, while Pete Buscaino returns as Director of Operations.
- Godwin officially announced the 2017-18 recruiting class, which consists of two infielders (Connor Litton and Collin Watt), three outfielders (Chandler Jenkins, Josh Netterville and Jeremy Whitehead), two catchers (Seth Caddell and Spencer Smith), one utility player (Bryson Worrell), one two-way player (Alec Burseson), and seven pitchers (Zach Barnes, Cole Beavin, Austin Covers, Noah Jones, Jake Kuchmaner, Willy Strong and Gavin Williams).
- Former East Carolina shortstop Jack Reinheimer became the 21st Pirate in program history to make his Major League Debut when he stepped into the batters box at Wrigley Field (Chicago, Ill.) on Tuesday, Aug. 2 for the Arizona Diamondbacks.
- The trio of Nick Barber, Davis Kirkpatrick and Jake Washer were named Valley Baseball League All-Stars.

BASKETBALL (MEN)

- Doug Wojcik has been hired as an assistant coach, replacing Mike Netti who took a position on the coaching staff at Ohio State. Wojcik spent seven years as the head coach at Tulsa and two at the College of Charleston. Wojcik spent 15 years as an assistant coach at the U.S. Naval Academy, Notre Dame, North Carolina and Michigan State.
- American Athletic Conference Commissioner Mike Aresco announced that Dickies Arena in Fort Worth, Texas, has been selected to host the 2020-22 American Athletic Conference Men's Basketball Championships. The 2018 championship will be conducted at the Amway Center in Orlando, while the 2019 tournament will be held at the FedExForum in Memphis.

BASKETBALL (WOMEN)

- Alumna Kristen Gaffney signed a professional contract with Eisovoegel in Freiburg, Germany. Eisovoegel is a member of the 16-team second tier level of Basketball Bundesliga in Germany's professional league
- ECU hosted its annual Family Day with the team on August 18.
- The Pirates completed their "Price of Admission" team challenge on August 24 which consisted of an inner-team obstacle course challenge that took place at Parker Overton's compound.

CROSS COUNTRY

- ECU began the 2017 campaign Sept. 1 at the Temple Invitational in Philadelphia. Junior Grace Sullivan posted a time of 22:05 in the 6K to win the women's race while senior Bakri Abushouk was the top Pirate men's finisher, running an 8K time of 26:17 to capture fourth place.
- ECU is set to host the Pirate Invitational Oct. 13 at Overton's Lake Kristi.
- Josey Weaver enters his first full season in charge of the cross country program. Weaver arrived in Greenville off of a two-year stint as an assistant track and field coach at Butler Community College in El Dorado, Kan., where he mentored the distance runners and pole vault athletes.

FOOTBALL

- ECU opened the second-year of the Scottie Montgomery era by dropping its season opener to James Madison 34-14 on Sept. 2 at Bagwell Field inside Dowdy-Ficklen Stadium.
- After playing at West Virginia on Sept. 9, the Pirates won't have another road game for over a month – visiting UCF on Oct. 14.
- ECU is the only program in the nation to play at least three non-conference games against P6 (including Notre Dame & BYU) opponents in each of the last five years, including the 2017 campaign.
- ECU has compiled the most wins among all FBS football playing institutions in the state of North Carolina from 2007 to 2017: ECU (71), NC State (65), North Carolina (*59/16 wins vacated), Duke (54), Wake Forest (54).
- A total of 11 Pirates are competing as graduates this season, a number which ranks ninth (9th) nationally among all FBS programs. ECU graduates include DE Randall Anderson (communications), WR Davon Grayson (communications), DB Tre Hicks (recreation & park management), OL Brandon Smith (marketing), DB Xavier Smith (elementary education) and DB Austin Teague (biology), while P Austin Barnes (Eastern Michigan), RB Tyshon Dye (Clemson), DE Gaelin Elmore (Minnesota), QB Thomas Sirk (Duke) and DB Korrin Wiggins (Clemson) are graduate transfers.
- Five former Pirates earned "active" roster positions on NFL teams following training camp - WR Justin Hardy (2010-14)/Atlanta Falcons, WR Dwayne Harris (2007-10)/New York Giants, CB Josh Hawkins (2012-15)/Green Bay Packers, WR Zay Jones (2013-16)/Buffalo Bills and DT Linval Joseph (2007-09)/Minnesota Vikings.

GOLF (MEN)

- Andrew Sapp was named head coach on July 20. He comes to ECU after spending six years as the head coach at North Carolina following a nine-year stint as head coach at Michigan.
- Dan Ruyle was named assistant golf coach after serving as a volunteer assistant under Sapp at UNC the previous two seasons. Prior to his role at UNC, Ruyle served as head men's and women's golf coach at Southwestern University in Georgetown, Texas for 15 years.
- The 2017-18 schedule includes four tournaments in the fall and six in the spring prior to the American Athletic Conference Championship, April 22-24, 2018 at Innisbrook Country Club in Palm Harbor, Fla. The Pirates will host the ECU Intercollegiate at Brook Valley Country Club, April 2-3. The 2017 fall season opens Sept. 8-10 at the Wolf Run Intercollegiate, just outside of Indianapolis.
- Senior Jack Sides capped his ECU golf career by being named a Srixon/Cleveland Golf All-America Scholar. He is the 17th Pirate to earn the distinction since 2008.

GOLF (WOMEN)

- Rising senior Lisa Pettersson was a recipient of the American Athletic Conference Scholar-Athlete Sport Excellence Award.
- The Pirates were one of 25 teams recognized by the Women's Golf Coaches Association (WGCA) for having a collective GPA of 3.840, which ranked sixth nationally. This marks the second-straight academic year the Pirates were ranked among the Top-10 in the nation – their highest ever standing.

LACROSSE

- Lacrosse gathered as a team for the first time with a meeting on August 21 with all 26 players in attendance.
- The Pirates conducted their first official organized drill practice on August 31.

SOCCER

- ECU started its season with four-straight wins for the first time in program history (surpassing the previous 3-0 mark set in the 1998 season).
- The Pirates are undefeated (4-0-1) through five games for the first time in program history and allowed just three goals in the five outings.
- Courtney Cash was named to the American Athletic Conference Honor Roll on August 21 after tallying a goal and two assists in the Pirates' 3-2 win over Atlantic-10 preseason favorite Dayton on August 18
- Annah Lindberg earned a spot on the AAC Weekly Honor Roll on August 28 following a two-goal performance against Davidson in the Pirates' 2-1 win on August 25
- Michelle Newhouse was named American Athletic Conference Goalkeeper-of-the-Week on September 4 following a two-shutout week against Campbell and Old Dominion. She became the first goalkeeper-of-the-week for ECU since Erika Lennox on October 20, 2014.
- Head coach Rob Donnenwirth won his 175 match at ECU with a 1-0 victory over Campbell on August 31

SOFTBALL

- ECU hired Molly Fichtner as an assistant coach in July. She spent the last two years as an assistant coach at Dartmouth College and played her collegiate softball at the University of Alabama where she helped the Crimson Tide reach the national championship series in 2014.
- The Pirates will play eight games as part of their fall competition schedule, including a doubleheader against North Carolina and Georgia Sept. 30 in Chapel Hill.

SWIMMING & DIVING

- Jesse Lyman and John Newell have been added to the coaching staff. Lyman will serve as ECU's new diving coach, while Newell joins as an assistant swimming coach.
- Kate Moore was promoted to associate head coach and Kevin Woodhull-Smith was promoted to head assistant coach.
- The 2017-18 schedule includes 10 meets prior to the American Athletic Conference Championship, February 14-18, 2018 in Dallas. The Pirates will host three meets during the year, welcoming Campbell/Gardner-Webb/William & Mary on Oct. 14, UNCW on Oct. 28 and South Carolina on Jan. 13.

TENNIS (MEN)

- Ian Van Cott was named assistant coach on July 27.
- Head coach Shawn Heinchon released the fall schedule which has the Pirates competing at the Elon Fall Tournament, ITA Carolina Regional, UNCG Fall Tournament and Wake Forest Invitational.

TENNIS (WOMEN)

- Celia Ruiz and Lisa Hofbauer won the ITA Summer Circuit title at Furman University July 24.
- Additionally, Ruiz defeated Clemson's Maria Navarro to win her first ITA Summer Circle crown of her career.
- ECU earned ITA All-Academic Team Award while Celia Ruiz, Maria Gomez, Lisa Hofbauer, Nastja Rettich, Sarah Sarjoo, Meredith Smith and Betsy Zurawel all were named ITA Scholar Athletes.
- The Pirates, along with USF, had more ITA Scholar Athlete selections than any other American Athletic Conference team.
- Head coach Tom Morris announced Sofia Anthony and Victoria Dixon as the final pieces to the 2017 class on August 1.

TRACK & FIELD

- Adam Manns, Jasmine Dawson and Courtney Warner were named to the 2016-17 United States Track and Field and Cross Country Coaches Association (USTFCCA) Division I All-Academic Team in July. Warner earned the distinction for the second-straight year.

VOLLEYBALL

- ECU is off to a 4-2 start in 2017, winning two out of three matches at both the ECU Invitational and Hatter Classic.
- A trio of Pirates have earned all-tournament accolades in the first two weeks of the season in senior outside hitter Lael Ceriani (ECU Invitational/Hatter Classic), sophomore middle hitter Toya Osuegbu (ECU Invitational) and freshman right side Bri Wood (Hatter Classic). Ceriani was also tabbed to the first American Athletic Conference weekly honor roll of the campaign.
- Sophomore libero Brandee Markwith leads all AAC players in digs per set (5.40) as of Sept. 4.
- Head coach Julie Torbett captured her 397th career win when ECU swept Bucknell in the finale of the Hatter Classic. She also needs just 13 victories to become the winningest head coach in program history.
- The Pirates are 40-16 in non-conference matches since the start of the 2013 season.
- ECU will play 18 matches at home in 2017, according to a release of its fall schedule. The Pirates will host two non-conference tournaments. Big Ten Conference member Rutgers will visit Greenville during the opening weekend of the season.



**Board of Trustees
Athletics and Advancement Committee
September 14, 2017**

Agenda Item:	IV. E. Organizational Update
Responsible Person:	Jeff Compher Director of ECU Athletics
Action Requested:	Information
Notes:	N/A

ECU ATHLETICS

EXECUTIVE LEADERSHIP TEAM

9/7/2017

