AGENDA
Board of Trustees
Athletics Committee Meeting
Allied Health Lobby, LAHN Building
July 25, 2006

I. Minutes of February 24, 2006 Action

II. Mark Wharton, Executive Director of the Pirate Club Introduction

III. Athletics Program Update – Holland Discussion
   A. ISP and Radio Network
   B. C-USA Academic Awards
   C. Student-Athlete Community Service Report

IV. Financial Report Information

V. Football Season Ticket Sales Report Information

VI. Year-end Sports Update – Holland Discussion
The Board of Trustees Athletics Committee met in regular session in the Mendenhall Student Center Great Room on Friday, February 24, 2006. In attendance were committee members Margaret Ward (Chair), Bill Bodenhamer, Cole Jones, Mike Kelly, and Mark Tipton. Other Trustees in attendance included: Steve Showfety (Chair), Bruce Austin, David Brody, Joel Butler, Bob Gretczyn, Robbie Hill, and Bob Lucas. Other University participants and guests included: Dr. Steve Ballard, Nick Floyd, Terry Holland, Kevin Seitz, and John Durham. Various other attendees were present.

Mrs. Ward called the meeting to order at 11:28 AM.

I. Approval of Minutes – Mr. Bodenhamer moved that the Minutes of December 15, 2005 be approved as submitted; Bob Lucas seconded; motion passed unanimously.

II. Hall of Fame Bylaws –

Mr. Floyd discussed the three amendments to the bylaws as presented by the Hall of Fame Committee. A copy of the existing Bylaws with proposed changes was included in the Trustees’ notebooks. With no discussion necessary, Mr. Bodenhamer motioned that the changes be approved as submitted; seconded by Mike Kelly; motion passed unanimously.

III. Athletics Program Update –

A. NCAA Graduation Rate Report – Mr. Holland referred to the NCAA Graduation Rates Report included in the notebooks. He explained to the Trustees how to read the report and what some of the figures mean, especially as pertains to ECU’s student athletes.

B. ISP Agreement/External Affairs – Mr. Holland spoke about ISP Sports Network (International Sports Properties) which the Athletics Department recently entered into agreement with. He gave the background of the company and explained they would be coordinating our efforts in fund-raising, media attention, corporate sponsorships, etc. In conjunction with this move, we have hired Jimmy Bass as Senior Associate Director of Athletics for External Operations. Mr. Bass will coordinate our entire external area with ISP.
Mr. Bass was introduced and gave a brief hello and thanked everyone for this opportunity.

In closing, Mr. Holland mentioned the many other materials that were included in the notebooks to read at the Trustees convenience. He also mentioned the hiring of the two new golf coaches to replace Kevin Williams, Women’s Coach Kim Lewellen, and Men’s Coach Press McPhaul.

Meeting adjourned at 11:45 AM.

Submitted by Brenda Swain
4/19/06
East Carolina alum returns home to lead Pirate Club after two-year stint at Nevada-Las Vegas
WHARTON NAMED EXECUTIVE DIRECTOR OF THE ECU EDUCATIONAL FOUNDATION

GREENVILLE, N.C. – Mark Wharton has been appointed executive director of the East Carolina University Educational Foundation (Pirate Club) according to an announcement from athletics director Terry Holland Friday.

His acceptance to direct and provide leadership to the ECU Athletics development and fund-raising organization will mark the 1993 graduate’s return to the departmental staff after a four-year tenure as the Pirate Club’s assistant director from 1996 to 2000.

Wharton will rejoin the Pirate family after most recently serving as associate director of athletics for development at the University of Nevada-Las Vegas for the past two years, where he headed all development and fundraising activities for the Rebels’ intercollegiate athletics program. In addition to directing all annual giving, major gift and capital campaigns for the Rebel Athletic Fund (RAF), Wharton also provided oversight to UNLV’s donor seat program for football and basketball campaigns while working as the liaison with ESPN Regional Marketing Group on all ticket and fulfillment for the athletics department in 2004.

His implementation of a new annual giving campaign in 2004, entitled the “The Representative Program”, increased annual giving nearly 22 percent while Wharton’s efforts also resulted in a 15 percent climb in RAF donors compared to previous levels prior to his arrival. In addition, he was responsible for the development of a strategic plan to build a 30,000-square foot, $16 million athletic academic building with private funds – a campaign which is expected to be completed this fall. Wharton was also responsible for spearheading the restructuring of UNLV’s priority point system, ticket, trade and CARS programs.

"We are thrilled to welcome Mark back to the Pirate family," ECU Director of Athletics Terry Holland said. “His experience, institutional knowledge and vision will serve our fund-raising efforts very well for years to come.”

Prior to his stint at UNLV, Wharton spent eight of his 13 years in full-time development, ticketing or marketing roles in the state of North Carolina working in upper administration positions at two different institutions – University of North Carolina-Asheville (2003-204) and East Carolina – and as a front office member of the Kinston Indians Baseball Club from 1991 to 1994.

As UNC-Asheville’s Associate Athletics Director for External Affairs, Wharton constructed an annual campaign from scratch and authored an organized marketing plan to target businesses in the western North Carolina area. In just one year with the Bulldog athletics department, he was responsible for a 30 percent increase in ticket revenue and a 22 percent hike in donations over the previous year. Wharton also handled the initiation, development and implementation of UNCA’s new athletic marks and logos which resulted in a 120 percent increase in licensing revenue.
Prior to his move to Asheville, Wharton served as James Madison University's Director of Athletics Development (Duke Club) for three years beginning in May, 2000. While at JMU, he developed the department's athletic fund-raising arm from the ground up, hiring, educating and directing a staff of nine employees. He also implemented the representative system in 13 communities in four states, building a bigger base for annual giving and, in turn, a larger prospect base for future capital campaigns. In all, Wharton increased the donor base by more than 30 percent and increased overall giving to the Duke Club by 108 percent during his three years while also developing and implementing JMU's first capital campaign to raise $10 million for an athletics performance building.

During Wharton's first tenure at East Carolina, he was responsible for the development of 17 Pirate Club chapters in North Carolina, South Carolina and Georgia. In addition to identifying and cultivating members for annual campaigns, he qualified individuals and businesses for ECU's “Kick-off To Victory” campaign to raise $10.5 million for the construction of the Pirates’ new strength and conditioning building, later named the Murphy Center. Wharton also played an active role directing other activities such as the Young Graduate Campaign and Student Pirate Club while coordinating parking and seating assignments for football and basketball games.

"We are fortunate to have someone of Mark's capability who also brings a wealth of experience to this job," Pirate Club President John Hudson said. "He developed his foundation at ECU and will bring a passion back to the Pirate Club."

Wharton began his professional career while a student at ECU, earning an appointment as the Kinston Indians' Director of Regional Marketing in January of 1991. He marketed the Cleveland Indians’ Class A organization to four different regions that bordered Lenoir County with an emphasis on advertising and group sales while supervising the club’s concessions, merchandising, game-day promotions and ticketing operations. During his last season in 1993, Wharton was directly responsible for an increase in group sales by over $50,000.

Search committee co-chairs Grant Jarman and Jerry Wilkens were equally impressed with Wharton's credentials and enthusiasm for enhancing East Carolina's fund-raising efforts, saying "that he exuded tremendous energy during the entire interview process that we feel will propel the Pirate Club well into the future."

He earned a bachelor's degree in leisure studies with a concentration in community and commercial recreation from ECU in 1993 before adding a master's in human ecology with an emphasis in sport management from the University of Tennessee in 1995.

While finishing up requirements for his master's degree, Wharton served as a development and marketing intern for the UT Women's Athletics Department where he designed all print advertisements and coordinated game-day activities for the Lady Vols' nationally-prominent basketball program while also assisting the department in major fund-raising projects.

Wharton is a member of the National Association of Athletic Development Directors (NAADD).

Wharton is married to the former Michelle Brunson and the couple has two children – son Thomas (4) and a daughter Allison (2).

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AGATE TRANSACTION
EAST CAROLINA – Named Mark Wharton ECU Educational Foundation (Pirate Club) executive director.
January 16, 2006
FOR IMMEDIATE RELEASE/Upon Receipt
Contact: Tom McClellan, ECU Athletic Media Relations
Contact: John Justus, ISP (www.ISPSports.com)

Collegiate sports marketing company to gain exclusive multimedia rights to Pirate Athletics effective July 1, 2006

EAST CAROLINA and ISP SPORTS ANNOUNCE PARTNERSHIP

GREENVILLE, N.C. – The East Carolina Department of Athletics and ISP Sports, the national leader in the collegiate sports marketing industry, have reached an agreement that provides the company with the exclusive multimedia rights to Pirate Athletics effective July 1, 2006.

The partnership, which guarantees the university an annual rights fee plus additional considerations based upon revenue generated by ISP, will encompass all sales and marketing opportunities associated with ECU sports, including radio and television programming, game programs and other athletics publications, signage in all campus athletic venues, and at-event corporate promotions and hospitality functions.

A three-person staff of marketing professionals with offices at the university will be responsible for the ISP Sports sales efforts on behalf of the Pirates. The group will be headed by Meghan Molnar, former general manager of the ISP sales team at Vanderbilt. She will be joined by Craig Curtis, current assistant athletics director for marketing at ECU, and a third person to be named later.

In addition, the agreement calls for the creation of a director of external operations position within the athletics department funded by the ISP agreement. That person will oversee the development of the new relationship and coordinate all activities involving ISP Sports with areas such as fund-raising, ticketing, media relations and promotions.

"The partnership with ISP Sports allows ECU Athletics to join a group of elite institutions with similar goals and aspirations as well as helping to maximize the value of our marketing efforts," East Carolina Director of Athletics Terry Holland said. "The partnership greatly increases the focus on the marketing of ECU and ECU Athletics since the ISP agreement will provide the funding for five total positions - three ISP employees, the director of external operations and Jeff Charles’ position, who will remain in his role as the 'Voice of the Pirates'.

"This agreement signals a new day in ECU Athletics and provides us with opportunities that we have not had before," Holland added. "I have the highest personal and professional respect for Ben Sutton and the team he has built at ISP."

East Carolina joins an impressive group of 27 major NCAA athletic programs that are aligned with ISP Sports. That list includes such nationally-prominent schools as Auburn, Clemson, Cincinnati, Georgia, Georgia Tech, Miami (Fla.), Pittsburgh, Syracuse, UCLA, Vanderbilt, Virginia Tech and Wake Forest, as well as ECU’s fellow Conference USA members Houston, Marshall, Southern Miss, Tulane, UAB and UCF.

"We are thrilled to have East Carolina as part of our ISP family of schools," Ben Sutton, President and CEO of ISP said. "There has always been tremendous enthusiasm and support surrounding Pirate Athletics, and now with the leadership of Terry Holland and the administrative team he is building, the future of the overall program is extremely bright. We are excited to be a part of that future."
CONFERENCE USA ACADEMIC AWARDS

Commissioner’s Academic Medal

A total of 242 student-athletes have earned the Conference USA Commissioner’s Academic Medal during the 2005-06 academic year. The medals are given to C-USA student-athletes with a cumulative GPA of 3.75 or above during the academic year. Memphis had the most academic medal winners with 37, followed by East Carolina with 35, and Tulsa with 22.

The following is a complete list of the medal winners, by institution:

EAST CAROLINA (35)

William Collins  Men's Cross Country
James McLellan  Men's Cross Country
Jarrett Newby  Men's Cross Country
Stephen Tausend  Men's Cross Country
Hayley Flynn  Women's Cross Country
Caitlin Littlefield  Women's Cross Country
Jennifer Perrino  Women's Cross Country
Jessica Raphael  Women's Cross Country
Shawn Levesque  Football
Joseph Sloan  Football
Joseph Jones  Men's Golf
Markus Leandersson  Men's Golf
Jessica Hauser  Women's Golf
Lene Krog  Women's Golf
Michelle Williams  Women's Golf
David Levine  Men's Soccer
Madison Keller  Women's Soccer
Nicole Moore  Women's Soccer
Mary Puckett  Women's Soccer
Sarah Bibe  Softball
Jessica Johnson  Softball
Jessica Potter  Softball
Joyce Roodenburg  Softball
Ashley Gelsomin  Women's Swimming
Abbey Hillen  Women's Swimming
Kelly Swain  Women's Swimming
William Steele  Men's Tennis
Henrique Viana  Men's Tennis
Jennifer Beam  Women's Tennis
Hannah Priest  Women's Tennis
Alexandra Smith  Women's Tennis
Nicholas Boerio  Men's Track & Field
Jheri Godfrey  Women's Track & Field
Grace Pelerin  Women's Track & Field
Heidi Krug  Volleyball

Scholar Athlete of the Year Awards

C-USA Scholar Athlete of the Year awards are presented to the top student-athletes in each conference-sponsored sport. The award is based on academic achievement (GPA), athletic achievement and service.

Tulsa produced a conference-best four Scholar Athlete Award winners, Rice and UTEP had three student-athletes selected, while four other schools, including East Carolina, had two recipients apiece. Southern Miss senior baseball player Marc Maddox is the only repeat winner. Nine of
C-USA’s 12 institutions produced at least one scholar athlete winner, with co-winners named in men's golf, softball and swimming/diving.

**Baseball**  
Marc Maddox, Southern Miss

**Men's Basketball**  
Miguel Ayala, UTEP

**Women's Basketball**  
Kara Pongonis-Paslay, Tulsa

**Men's Cross Country**  
Stephan Samoei, UTEP

**Women's Cross Country**  
Daniele Riendeau, Memphis

**Football**  
Garrett Mills, Tulsa

**Men's Golf**  
Sam Korbe, Tulsa; Parker LaBarge, Rice

**Women's Golf**  
Ashley Grier, UCF

**Men's Soccer**  
Matt Wiley, Tulsa

**Women's Soccer**  
Courtney Baines, UCF

**Softball**  
Charity Butler, Southern Miss; Jenna Kubesch, Memphis

**Women's Swimming & Diving**  
Sarah Virginia Hunt, East Carolina; Flavia Rigamonti, SMU

**Men's Tennis**  
Sebastian Falk, UAB

**Women's Tennis**  
Blair DiSesa, Rice

**Men's Track and Field**  
Mickael Hanany, UTEP

**Women's Track and Field**  
Callie Wells, Rice

**Volleyball**  
Heidi Krug, East Carolina

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**Postgraduate Scholarship Awards**

Conference USA annually presents the $4,000 Postgraduate Scholarship awards to graduates as selected by the Faculty Athletics Representatives.

**2005-06 POSTGRADUATE SCHOLARSHIP RECIPIENTS:**

Terri Davenport, East Carolina, Women's Track & Field
Lucas Mireles, Houston, Men's Track & Field
Jeff Mullins, Marshall, Football
Rusty Clayton, Memphis, Football
Sarah Yoder, Rice, Cross Country/Women's Track & Field
Halley Rambally, SMU, Women's Tennis
Micah Stephens, Southern Miss, Women's Soccer
Brianne Darragh, Tulane, Women's Track & Field
Matt Wiley, Tulsa, Men's Tennis
Sebastian Falk, UAB, Men's Soccer
Tracy Fischler, UCF, Women's Track & Field
Ingrid Goslin, UTEP, Women's Basketball
Terri Davenport, East Carolina, Women’s Track & Field

Davenport has proven success in the classroom, athletically and taken an active role in the community. A four-year sprinter for the Pirates, she was named team captain and twice earned all-conference honors. She also served as Vice President of the Student-Athlete Advisory Committee. The Dale City, Va., native earned a Bachelor of Science Degree and was accepted to the ECU School of Business. Davenport is currently enrolled in the MBA Program with a concentration in taxation.
East Carolina University  
Community Service Report for 2005 -2006 Academic Year

East Carolina University student-athletes have not only displayed great academic and athletic success during the past year but have also demonstrated a commitment to their community. During the 2005-2006 academic year, ECU student-athletes participated in numerous community service activities and have to date performed a total of 3,250* hours of service – surpassing last year’s total of 3,122. Annually student-athletes volunteer with various agencies in the following ways: building homes with Habitat for Humanity; assisting with the Special Olympic Games of Pitt County; reading at local elementary schools; sorting and distributing food items at the Food Bank of North Carolina; being a “celebrity” for the REAL Crisis Celebrity Bowl-a-thon; tutoring and mentoring in area elementary and middle schools; visiting and providing support to the residents and families of the Ronald McDonald House of Greenville; and providing skill instruction in various community sport clinics. Other community organizations served by the volunteer efforts of the university’s student-athletes include the Down East Walk to D’Feet ALS, the Muscular Dystrophy Association Annual Lock-up, the Pitt County Memorial Hospital volunteer program, and the Pitt Regional Juvenile Detention Center.

The Student-Athlete Advisory Council (SAAC) is an important component in the promotion of volunteerism. This year they coordinated a food drive to benefit the Food Bank of Eastern North Carolina. They collected over 400 pounds of food that were donated to families throughout Eastern North Carolina. In response to the devastation from Hurricane Katrina, SAAC spearheaded a drive to collect money from members of each team for the C-USA Hurricane Katrina Relief Fund. Each squad contributed to the drive, and the council donated a total of $445.00. Individual teams followed SAAC’s example in helping with relief efforts. The ECU softball team donated $500.00 of their Student Development Award, a $1,000.00 award that recognizes a team’s academic excellence, community service contribution and life skill participation during the school year. The baseball team sponsored a 100 Inning Baseball Game which raised $15,057.00 for relief efforts. The football and men’s and women’s swim teams also collected money from coaches and players to make a total athletics department contribution of $19,215.71

Student-athlete community service participation rates have continued to increase. Thus far seventy-five percent (301) of the student-athlete population participated in and contributed to the community service program this academic year. Fifteen of the eighteen teams had 100 percent participation – a one-team increase from the previous year. Forty-one (41) student-athletes will be recognized for completing twenty or more individual community service hours – an increase from 34 last year.

*A final tally of hours will be made August 1, at the end of the 2005-2006 academic school year.
MEMORANDUM

TO: Board of Trustees Athletics Committee
FROM: Nick Floyd
DATE: June 30, 2006

The attached financial report contains information for the recently concluded fiscal year through June 13. While these are not final figures, it does appear that the athletics department will have an operating deficit of approximately $260,000. This deficit is due mainly to an increase in travel expenses that resulted from the spike in fuel costs this past year and chartering three flights for the men's basketball team in order to minimize the amount of missed class time.

The other area of increase concerns the growing necessity to send more student-athletes to summer school due to the NCAA now allowing freshmen to attend summer school and coaches requesting increasing numbers of student-athletes to stay on campus during the summer to prepare for the coming year. As the year progressed we believed that these overages could be absorbed within the context of the overall budget, however that will not occur.

Please also note that the amortization of the Conference USA entry fees has concluded with the end of the 2005-06 fiscal year, and that the total amount of these fees ($1.9 million) is greater than the accumulated deficit.

While the next few years offer a much brighter financial outlook, it is critical to our collective future success that we continue to be aggressive in maximizing every possible revenue stream and resource, and at the same time manage expenses to the best of our ability.

Thank you for your continuing support of our program. Please let us know if you would like to discuss any of this information in greater detail.

NF/bs
## EAST CAROLINA UNIVERSITY ATHLETIC FUND
### FINANCIAL REPORT  FY 2005 - 06

### Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Budgeted</th>
<th>Actual</th>
<th>Projected</th>
<th>Actual/Over/(Under)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Football Revenue (tickets, game guarantees)</td>
<td>$2,500,000</td>
<td>#2,538,462</td>
<td>2,538,462</td>
<td>38,462</td>
</tr>
<tr>
<td>Football: Bowl Revenue</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other Sports Revenue</td>
<td>883,000</td>
<td>890,937</td>
<td>851,937</td>
<td>(31,063)</td>
</tr>
<tr>
<td>Marketing &amp; Promotions</td>
<td>662,000</td>
<td>569,969</td>
<td>636,478</td>
<td>(25,522)</td>
</tr>
<tr>
<td>Pirate Club Pledge - Scholarships</td>
<td>3,336,000</td>
<td>925,000</td>
<td>3,400,000</td>
<td>64,000</td>
</tr>
<tr>
<td>Student Fees</td>
<td>7,334,000</td>
<td>7,298,136</td>
<td>7,596,053</td>
<td>262,053</td>
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<td>Television &amp; Radio Networks</td>
<td>405,000</td>
<td>405,682</td>
<td>423,673</td>
<td>18,673</td>
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<tr>
<td>NCAA / C-USA Distributions</td>
<td>2,130,825</td>
<td>563,963</td>
<td>2,187,280</td>
<td>56,455</td>
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<tr>
<td>Other (Licensing, Interest Earned, Concessions, Pepsi Pouring Rights, Restricted Private Gifts, Processing Fees, Parking, &amp; Miscellaneous)</td>
<td>$732,650</td>
<td>1,224,137</td>
<td>1,215,248</td>
<td>482,598</td>
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<tr>
<td><strong>Total</strong></td>
<td>$17,983,475</td>
<td>14,416,286</td>
<td>18,849,131</td>
<td>865,656</td>
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### Expenditures

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<tr>
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<th>Actual/Over/(Under)</th>
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<tbody>
<tr>
<td>Football</td>
<td>$4,093,250</td>
<td>#4,624,123</td>
<td>4,712,188</td>
<td>(618,938) @</td>
</tr>
<tr>
<td>Football: Bowl Game</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other Men's Sports</td>
<td>3,034,600</td>
<td>3,112,707</td>
<td>3,206,079</td>
<td>(171,479) @</td>
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<tr>
<td>Women's Sports</td>
<td>3,128,050</td>
<td>3,439,424</td>
<td>3,480,452</td>
<td>(352,402) @</td>
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<tr>
<td>Administration/Other Support Areas</td>
<td>6,665,775</td>
<td>6,495,079</td>
<td>6,534,916</td>
<td>130,859</td>
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<tr>
<td>Game Operations</td>
<td>820,200</td>
<td>879,687</td>
<td>870,672</td>
<td>(50,472)</td>
</tr>
<tr>
<td>Repairs / Replacements</td>
<td>241,600</td>
<td>321,745</td>
<td>304,936</td>
<td>(63,336)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>17,983,475</td>
<td>18,872,765</td>
<td>19,109,243</td>
<td>(1,125,768)</td>
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**Net Operating Income / (Loss)**

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<tr>
<th>Source</th>
<th>Budgeted</th>
<th>Actual</th>
<th>Projected</th>
<th>Actual/Over/(Under)</th>
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<tbody>
<tr>
<td>Football</td>
<td>0</td>
<td>(4,456,479)</td>
<td>(260,112)</td>
<td>(260,112)</td>
</tr>
<tr>
<td>*Amortization of C-USA Prepaid Expense</td>
<td>380,000</td>
<td>380,000</td>
<td>380,000</td>
<td>0</td>
</tr>
<tr>
<td><strong>Fund Balance Increase/(Decrease)</strong></td>
<td>$380,000</td>
<td>(4,836,479)</td>
<td>(640,112)</td>
<td>(260,112)</td>
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**Beginning Fund Balance**

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<tr>
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<th>Projected</th>
<th>Actual/Over/(Under)</th>
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<tr>
<td>Football</td>
<td>(958,289)</td>
<td>(958,289)</td>
<td></td>
<td></td>
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<tr>
<td><strong>Ending Fund Balance</strong></td>
<td>$(1,338,289)</td>
<td></td>
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</table>

*1.9 Million Prepaid Expense amortized over 5yrs. starting FY 01-02.

* Original budget for Football Game Guarantees revenue and expenditures has been reduced by $500,000 due to the mid year decision by Athletic Directors to discontinue exchanging $125,000 checks for C-USA games.

@ Majority of differences from budget due to delaying the implementation of the out of state scholarship waiver program until the 2006 - 2007 fiscal year.
### FOOTBALL SALES WEEK TO WEEK

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<tbody>
<tr>
<td>March 24</td>
<td>578</td>
<td>180</td>
<td>1,210</td>
<td>March 24</td>
<td>$68,387</td>
<td>$20,520</td>
<td>$220,520</td>
</tr>
<tr>
<td>March 31</td>
<td>1,309</td>
<td>823</td>
<td>1,888</td>
<td>March 31</td>
<td>$154,729</td>
<td>$99,070</td>
<td>$342,800</td>
</tr>
<tr>
<td>April 7</td>
<td>1,842</td>
<td>1,773</td>
<td>2,802</td>
<td>April 7</td>
<td>$217,689</td>
<td>$213,795</td>
<td>$507,320</td>
</tr>
<tr>
<td>April 19</td>
<td>3,132</td>
<td>2,999</td>
<td>5,039</td>
<td>April 19</td>
<td>$370,512</td>
<td>$423,495</td>
<td>$909,260</td>
</tr>
<tr>
<td>April 28</td>
<td>5,286</td>
<td>6,206</td>
<td>8,054</td>
<td>April 28</td>
<td>$623,522</td>
<td>$743,420</td>
<td>$1,439,930</td>
</tr>
<tr>
<td>May 5</td>
<td>9,981</td>
<td>9,326</td>
<td>11,180</td>
<td>May 5</td>
<td>$1,171,520</td>
<td>$1,114,445</td>
<td>$1,977,860</td>
</tr>
<tr>
<td>May 12</td>
<td>11,556</td>
<td>9,820</td>
<td>11,713</td>
<td>May 12</td>
<td>$1,353,270</td>
<td>$1,173,795</td>
<td>$2,073,010</td>
</tr>
<tr>
<td>May 26</td>
<td>11,944</td>
<td>10,614</td>
<td>12,218</td>
<td>May 26</td>
<td>$1,397,524</td>
<td>$1,267,945</td>
<td>$2,162,880</td>
</tr>
<tr>
<td>June 15</td>
<td>12,077</td>
<td>11,059</td>
<td>12,556</td>
<td>June 15</td>
<td>$1,412,278</td>
<td>$1,321,445</td>
<td>$2,209,970</td>
</tr>
<tr>
<td>June 30</td>
<td>12,379</td>
<td>11,425</td>
<td>12,883</td>
<td>June 30</td>
<td>$1,446,158</td>
<td>$1,364,995</td>
<td>$2,256,980</td>
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<tr>
<td>July 15</td>
<td>12,548</td>
<td>11,782</td>
<td>12,942</td>
<td>July 15</td>
<td>$1,466,809</td>
<td>$1,406,795</td>
<td>$2,263,500</td>
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<tr>
<td>August 1</td>
<td>12,778</td>
<td>12,261</td>
<td></td>
<td>August 1</td>
<td>$1,489,393</td>
<td>$1,447,895</td>
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<tr>
<td>August 15</td>
<td>13,338</td>
<td>13,352</td>
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<td>August 15</td>
<td>$1,533,290</td>
<td>$1,523,740</td>
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<tr>
<td>September1</td>
<td>13,601</td>
<td>14,846</td>
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<td>September1</td>
<td>$1,559,205</td>
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<tr>
<td>September8</td>
<td>13,873</td>
<td>14,921</td>
<td></td>
<td>September8</td>
<td>$1,579,333</td>
<td>$1,635,905</td>
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<tr>
<td>September15</td>
<td>14,075</td>
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<td>September15</td>
<td>$1,593,458</td>
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<td>December 1</td>
<td>14,081</td>
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<td></td>
<td>December 1</td>
<td>$1,594,294</td>
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</tbody>
</table>

### 2004 vs. 2005 vs. 2006

#### Total # sold

![Graph showing total sales week to week for March 24 to July 15, 2004, 2005, and 2006.]

#### Total Revenue

![Graph showing total revenue for March 24 to July 15, 2004, 2005, and 2006.]

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**2004 vs. 2005 vs. 2006 Revenue**

- **2004 REVENUE**
- **2005 REVENUE**
- **2006 REVENUE**
## East Carolina University
### 2006 Football Season Ticket Sales
#### July 5, 2006

<table>
<thead>
<tr>
<th>Level</th>
<th>Ticket Price</th>
<th>Tickets Sold</th>
<th>Gate Receipts</th>
<th>LAST YEAR</th>
<th>% DIFF</th>
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<tbody>
<tr>
<td>Regular (R)</td>
<td>$200</td>
<td>8,282</td>
<td>$1,656,400.00</td>
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<td>Club Level (CL)</td>
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<td>Faculty / Staff (F)</td>
<td>$160</td>
<td>563</td>
<td>$90,080.00</td>
<td>702</td>
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<tr>
<td>Marketing Sales</td>
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<td>Economy Plan</td>
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<td>2,551</td>
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<td>Student Pirate Club Guest</td>
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<td>22</td>
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<td>Graduate Plan</td>
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<td>Graduate Plan (Maximum of 2)</td>
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<td>144</td>
<td>$7,200.00</td>
<td>124</td>
<td>137.10%</td>
</tr>
<tr>
<td>SEASON TOTALS</td>
<td></td>
<td>12,942</td>
<td>$2,263,500.00</td>
<td>13,134</td>
<td>96.04%</td>
</tr>
</tbody>
</table>

|                      |              |              |               |           |        |
| SEASON TOTALS        |              | 12,942       | $2,263,500.00 | 13,134    | 96.04% |

| BUDGET               | $2,700,000.00 |
| DIFFERENCE           | -$436,500.00  |
BASEBALL
The Pirates posted their 10th straight winning season with a record of 33-26 while earning a sixth-place Conference USA finish (10-14) …
In addition to a 4-2 win over Tulane in the opener of the C-USA Tournament, ECU also posted a 4-3 road win against league champion and College World Series participant Rice on March 25 …
Senior Jake Smith earned the prestigious Johnny Bench Award as the nation’s top catcher and was selected to a pair of All-America squads, along with picking first-team All-Conference USA honors …
1B/DH Adam Witter and P Brody Taylor earned second-team all-league kudos, while 2B Ryan Wood was picked to the C-USA’s All-Freshman squad … Taylor was also chosen to an all-regional unit …
Smith and P Shane Matthews were selected in the Major League Baseball Draft.

BASKETBALL (MEN)
ECU recorded an 8-20 mark during year No. 1 of first-year head coach Ricky Stokes’ rebuilding process … The Pirates’ top win of the season came against eventual Colonial Athletic Association champion UNC-Wilmington in late December …
Senior Corey Rouse became the first Pirate ever to earn All-Conference USA honors (second team) after leading the league in rebounding (10.8 rpg) and double-doubles with 17 … In addition, Rouse ranked among the nation’s top 12 in rebounding …
Freshman Sam Hinnant was selected to Conference USA’s All-Freshman Team after ranking third among all league rookies in scoring with a 10.2 points-per-game average.

BASKETBALL (WOMEN)
The Pirates turned in a 17-12 overall record and an 8-8 Conference USA mark under the direction of head coach Sharon Baldwin-Tener … The 17 wins were the most in school history since the 1991-92 season when ECU finished 21-8 overall in the Colonial Athletic Association …
ECU made its fourth consecutive C-USA Tournament appearance after finishing tied for sixth in the regular season standings, the program’s best finish since joining C-USA …
The Pirates picked up their first ever C-USA Tournament win over No. 9 UAB, 47-46 …
ECU claimed two tournament titles in 2005-06, winning the UNCG Airport Marriott Thanksgiving Tournament and the CPW’s/Atavola Lady Pirate Invitational …
Coach Baldwin-Tener recorded her 50th career win at ECU on Feb. 10 after the Pirates defeated Memphis, 74-54. A pair of Pirates took home All-Conference USA honors as Cherie Mills and Jasmine Young each earned second-team designation …
Jasmine Young became the first Pirate in school history to earn freshman-of-the-year honors with her Co-Freshman-of-the-Year selection … She also garnered C-USA All-Freshman Team honors, the first in ECU’s history.

CROSS COUNTRY
The Pirate men finished seventh at the Conference USA Championships last fall (163 points) as Kristian Jorgensen (26:00.26) led the way for ECU with a 25th-place finish, marking his season-best time in an 8K event …
East Carolina hosted the NCAA Southeast Regional at Lake Kristi and finished 30th …
The Pirate women finished eighth at the Conference USA Championships last fall (209 points) as Jessica Collins (17:58.70) and Caitlin Littlefield (18:42.94) led the way for ECU with 12th and 30th-place finishes, respectively …
East Carolina hosted the NCAA Southeast Regional at Lake Kristi and finished 26th.

FOOTBALL
Finished the season with five victories (5-6) under first-year head coach Skip Holtz, its highest total in four years or since capturing six wins in 2001 (6-6) … ECU finished fourth in the Conference USA East Division standings, its highest league finish since 2001, with a 4-4 record - its highest win total since 2002 …
Posted three home victories in a season for the first time since 2002 …
Posted multiple road victories (2) in a season for the first time since 2001 …
Averaged 33,046 fans to Dowdy-Ficklen Stadium (five games), ECU’s highest average attendance total since 2001 …
Pirate players captured a total of five Conference USA Player-of-the-Week Awards, including a league-best three by quarterback James Pinkney (Duke, Rice and UAB) …
Three players earned All-Conference USA honors – WR Aundrae Allison (first-team), LB Chris Moore (first-team and DE Marcus Hands (third-team) …
PK Robert Lee was named as a semi-finalist for the prestigious Lou Groza Award (best PK in the nation) …
• Head coach Skip Holtz announced his 23-member 2006 signing class Feb. 1 and they joined four earlier mid-year additions enrolled at East Carolina in January. Of the 23, 13 are projected to play defense while the other 10 will play offense. Offensively, the Pirates signed five linemen, two running backs and three wide receivers. On defense, ECU will add four linebackers, four linemen, three secondary performers and two multi-purpose athletes to its roster …
• The Pirates also released their 2006 schedule which features eight contests against bowl participants, including home games against Nokia Sugar Bowl winner West Virginia and Virginia. ECU will open the season against the nation's top-ranked rushing attack when it meets Navy in Annapolis Sept. 2 before closing the year by renewing their 23-game rivalry with Atlantic Coast Conference member North Carolina State at Carter-Finley Stadium in Raleigh Nov. 25. The ’06 schedule will also feature a six-week stretch of five consecutive games at Dowdy-Ficklen Stadium, a first in school history. On the back end, the Pirates will play four of their last five games on the road …
• Tight ends/special teams coach Don Ya nowsky, defensive graduate assistant Tim Carter and offensive graduate assistant Paul Troth all joined the ECU staff during the spring and summer.

GOLF
• The women’s golf team captured their first-ever Conference USA Tournament title April 18 under the direction of first-year head coach Kim Lewellen. Freshman Lene Krog won medalist honors and was also named Freshman-of-the-Year and first-team all-conference. Senior Heidi Helliesen was named third-team All C-USA …
• In six years of existence, the women’s program has been represented four times in the NCAA Regionals (team: 2002-03, 2004-05 and 2005-06; individual 2003-04 (Adrienne Millican) …
• The Pirates finished 19th at the 2006 NCAA Women's Golf East Regional in Greensboro after firing a final round 308 to finish with a 54-hole score of 916 (313-295-308) …
• The men’s team, which claimed three top-five finishes in five fall events, finished in a seventh-place tie after shooting a 296-297-283 = 876 (+12) at the C-USA Tournament Championships April 23-25 in Gulfport, Miss …
• Sophomore David Smith carded a final round 73 to finish in a tie for 14th with a tournament score of 215 (72-70-73), while classmate Chris Ault finished 16th, just one stroke back of Smith with a score of 216 (72-74-70) …
• Former Vanderbilt head coach Press McPhaul was selected to lead the East Carolina program January 26 and assumed his new position after the completion of the 2006 season.

SOCCER
• The Pirates posted a 0-15-1 record in their final season of intercollegiate play as the program was officially discontinued Dec. 6, 2005 …
• David Levine was named to the Conference USA All-Freshman Team after scoring three goals and collecting two assists on the season …
• Senior Matt Kowaleski and junior Calvin Simon finished tied for the team lead in goals (6), while Simon ranked first in points (14). …
• The Lady Pirates finished 8-12-1 overall and 4-5 in C-USA play, advancing to their fourth C-USA Tournament in five years before losing to Rice in the second round after defeating No. 2-seed SMU in an exciting, overtime shootout …
• Senior Meghan McCallion became the second Lady Pirate in the program’s history to be named all-conference all four years (a second-team selection in 2005) …
• Kat Norris earned second-team honors with McCallion, while Nicole Moore was named to the league’s All-Freshman Team …
• McCallion set five school records and became ECU’s all-time leaders in points and goals scored … She finished her career ranked first in nine offensive categories.

SOFTBALL
• The Pirates posted a successful 40-win season, running their record to 40-24 after play in the C-USA Championship Tournament … In regular season league play, ECU finished fifth with a mark of 13-11 …
• Tracy Kee’s club defeated a pair of ranked opponents on its home field, besting No. 6 California and No. 23 North Carolina - its win over Cal was the program’s first-ever against a top 10 team …
• Junior pitcher Keli Harrell was one of 12 student-athletes representing six different schools to comprise the 2006 North Carolina Collegiate Sports Information Association (NCCSIA) University Division All-State Softball Team … In addition, she was one of three players recognized among the best players in Conference USA, earning first-team all-league honors … Sophomore Erin St. Ledger received second-team honors while freshman Vanessa Moreno was named to the all-freshman team …
• Harrell, C-USA’s Preseason Pitcher of the Year, topped the league in wins and strikeouts and logged 11 of the Pirates’ 13 wins in league play while moving into second place on the conference career strikeouts list … She also earned C-USA Pitcher-of-the-Week honors five times during the year, struck out 10 or more batters eight times and tossed her second career no-hitter on March 26.
SWIMMING AND DIVING
• The men's team recorded its 23rd consecutive non-losing season …
• The Pirate men finished second at the C-USA Championships as Greg Neville placed third in the 200-yard backstroke (1:56.31) and Peter Bradyhouse earned a medal in the platform dive with a third-place finish …
• ECU set nine varsity records and 22 student-athletes earned all-conference accolades at the 2006 Conference USA Swimming & Diving Men's Invitational …
• The ECU women's swimming and diving squad posted a winning record for the 14th consecutive season and won 10 meets for the sixth time in school history …
• The Pirate women finished second at C-USA Championships as Kate Gordon finished second in the 200-yard butterfly (2:02.98), just ahead of teammate Holly Williams (2:03.34) …
• ECU set nine varsity records and 16 student-athletes earned all-conference accolades at the 2006 Conference USA Swimming & Diving Women's Championships.

TENNIS
• The East Carolina women's program established a new school record for most spring dual match wins in a season with 19 (19-9) … The Lady Pirates' 4-3 win over South Carolina State April 15 in their regular season finale surpassed the previous mark of 17 set during the 2005 campaign (17-9) …
× Head women's coach Tom Morris reached milestone career win No. 350 when the Lady Pirates defeated George Mason Jan. 28 … In addition, Morris has guided the East Carolina program to its top three seasons in school history in 2004 (16-8), 2005 (17-9) and 2006 (18-8) …
× The doubles tandem of seniors Gillie Bailey and Kirstin Buchanan earned East Carolina's first national women's doubles ranking when they appeared at No. 48 in the FILA Collegiate Tennis Rankings March 22 … Bailey (Launceston, Tasmania) and Buchanan (Benoni, South Africa) teamed up to post a 15-4 record during spring, which includes an 8-7 win over No. 45 Meg Fanjoy and Austin Smith of North Carolina March 13 …
× East Carolina's men's squad earned eight wins (8-14) during spring dual match play, despite playing the entire season with just one senior and five underclassmen …
× The Pirates opened the spring by winning their first three consecutive matches (Drexel, Georgetown, Temple) and enjoyed another rise in play in early March when they captured four victories in a six-match period (Richmond, North Carolina A&T, Jacksonville and UNC Greensboro).
× The 2005-06 campaign was the first official season for Pirates' head coach Shawn Heinchon by title but the former Wake Forest assistant actually began ECU's rebuilding process in 2004-05, leading the men to its second-highest win total in six years as an assistant under current women's coach Tom Morris.

TRACK
• The men’s program finished fourth at both the C-USA Indoor and Outdoor Track & Field Championships …
• Junior Eric Frasure set a school record in the shot put (16.85 meters/2nd C-USA Indoor) and hammer throw (64.34 meters/1st C-USA Outdoor) … He represented ECU at the 2006 NCAA National Indoor Championships and placed seventh in the weight throw competition to earn All-America honors …
• ECU had seven representatives at the 2006 NCAA National Outdoor Championships - DeAndre Hyman, Jerek Hewett, David Rucker and Kevin Thompson ran the 4x100 relay while hurdler Hector Cotto and thrower Frasure also competed …
• The women’s squad, under the direction of first-year head coach Curt Kraft, stood 10th at the C-USA Indoor Track & Field Championships before adding an 11th-place finish at C-USA Outdoor Track & Field Championships …
• ECU’s highlights came during the Aggie Relays (11 top five finishes), Clemson Invitational (13 top five finishes) and Murray Neely Invitational (three individual titles) …
• The Pirates were represented by three athletes at the 2006 NCAA East Regionals with Chelsea Salisbury placing 12th in the hammer throw …
• Senior Terri Davenport was a 2005-06 Conference USA Post-Graduate Scholarship recipient.

VOLLEYBALL
• Finished with a 20-11 record under the direction of first-year head coach Chris Rushing, the program’s best mark since 1982 … In addition, the Pirates’ 20 victories marked just the third time in the last 29 years than an ECU team has record at least 20 wins …
• Produced their best league performance since joining Conference USA, finishing fifth with a record of 9-6 …
• Logged their first Conference USA Tournament win with a 3-0 victory over Southern Miss in the first round …
• For the first time in school history, ECU placed three players on All-Conference USA Teams, including Pam Ferris (first-team), Erica Wilson (third-team) and Heidi Krug (third-team) …
• Setter Heidi Krug set a single-season school record with 1,510 assists, passing Sarah Laurent (1,268 in 1994).