I. Minutes of February 24, 2006  (approval tabled until next meeting)

II. Financial Report  Information

III. Football Season Ticket Sales Reports  Information

IV. Sports Update for Spring Sports  Information

V. Summary of Pirate Club Executive Director Search  Information
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
MEMORANDUM

TO: BOARD OF TRUSTEES ATHLETICS COMMITTEE
FROM: NICK FLOYD
DATE: MAY 5, 2006
RE: FINANCIAL REPORT FY 2005-06

The attached financial report contains information for the first nine months of the current fiscal year for the period July 1 through March 31. Currently both revenues and expenditures are projected to be slightly over budget with little overall effect on the bottom line.

Please also note that the total budget has been reduced by $500,000 (four games at $125,000 per game both at home and on the road) due to the decision of the Conference USA Athletic Directors this past fall to not exchange football guarantees. This decision reduces both revenues and expenditures by an equal amount with zero net effect on the budget.

At this time football season ticket sales are running well ahead of last year (see attached chart), and this increase, along with a sixth home game, will provide additional revenue for next year's budget.

Your support of our program is most appreciated, and please let us know if you would like to discuss any of this information in greater detail.

NF/lb
## Financial Report FY 2005-06

### Revenue

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Football Revenue (tickets, game guarantees)</td>
<td>$2,500,000</td>
<td># 2,485,542</td>
<td>2,546,382</td>
<td>46,382</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>851,957</td>
<td>851,395</td>
<td>(3,605)</td>
</tr>
<tr>
<td>Marketing &amp; Promotions</td>
<td>662,000</td>
<td>493,733</td>
<td>591,666</td>
<td>(70,334)</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>6,792,815</td>
<td>7,502,212</td>
<td>168,212</td>
</tr>
<tr>
<td>Television &amp; Radio Networks</td>
<td>405,000</td>
<td>307,101</td>
<td>402,726</td>
<td>(2,274)</td>
</tr>
<tr>
<td>NCAA / C-USA Distributions</td>
<td>2,130,825</td>
<td>563,963</td>
<td>2,130,825</td>
<td>0</td>
</tr>
<tr>
<td>Other (Licensing, Interest Earned, Concessions, Pepsi Pouring Rights, Restricted Private Gifts, Processing Fees, Parking, &amp; Miscellaneous)</td>
<td>732,650</td>
<td>657,361</td>
<td>735,432</td>
<td>2,782</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$17,983,475</td>
<td>13,077,472</td>
<td>18,160,638</td>
<td>177,163</td>
</tr>
</tbody>
</table>

### Expenditures

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Football</td>
<td>$4,093,250</td>
<td># 3,158,380</td>
<td>4,258,250</td>
<td>(165,000)</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>1,990,457</td>
<td>3,055,130</td>
<td>(20,530)</td>
</tr>
<tr>
<td>Women's Sports</td>
<td>3,128,050</td>
<td>1,902,920</td>
<td>3,093,525</td>
<td>34,525</td>
</tr>
<tr>
<td>Administration/Other Support Areas</td>
<td>6,665,775</td>
<td>5,722,129</td>
<td>6,616,250</td>
<td>49,525</td>
</tr>
<tr>
<td>Game Operations</td>
<td>820,200</td>
<td>761,667</td>
<td>844,200</td>
<td>(24,000)</td>
</tr>
<tr>
<td>Repairs / Replacements</td>
<td>241,600</td>
<td>289,361</td>
<td>291,600</td>
<td>(50,000)</td>
</tr>
<tr>
<td>Total Expenditures</td>
<td>17,983,475</td>
<td>13,824,914</td>
<td>18,158,955</td>
<td>(175,480)</td>
</tr>
</tbody>
</table>

Net Operating Income / (Loss) 0 (747,442) 1,683 1,683

*Amortization of C-USA Prepaid Expense 380,000 285,000 380,000 0

| Fund Balance Increase/(Decrease) | $380,000 | (1,032,442) | (378,317) | 1,683 |
| Beginning Fund Balance | (958,289) | (958,289) | |
| Ending Fund Balance | $1,338,289 | (1,336,606) | |

* $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.
### EAST CAROLINA UNIVERSITY
#### 2006 FOOTBALL
##### SEASON TICKET SALES
##### APRIL 19, 2006

<table>
<thead>
<tr>
<th>Level</th>
<th>Ticket Price</th>
<th>Tickets Sold</th>
<th>Gate Receipts</th>
</tr>
</thead>
<tbody>
<tr>
<td>REGULAR (R)</td>
<td>$200</td>
<td>3,360</td>
<td>$672,000.00</td>
</tr>
<tr>
<td>CLUB LEVEL (CL)</td>
<td>$200</td>
<td>555</td>
<td>$111,000.00</td>
</tr>
<tr>
<td>FACULTY / STAFF (F)</td>
<td>$160</td>
<td>231</td>
<td>$36,960.00</td>
</tr>
<tr>
<td>MARKETING SALES</td>
<td>$100</td>
<td>0</td>
<td>$0.00</td>
</tr>
<tr>
<td>ECONOMY PLAN</td>
<td>$100</td>
<td>859</td>
<td>$85,900.00</td>
</tr>
<tr>
<td>STUDENT PIRATE CLUB GUEST</td>
<td>$100</td>
<td>1</td>
<td>$100.00</td>
</tr>
<tr>
<td>GRADUATE PLAN (Maximum of 2)</td>
<td>$100</td>
<td>33</td>
<td>$3,300.00</td>
</tr>
<tr>
<td><strong>SEASON TOTALS</strong></td>
<td></td>
<td><strong>5,039</strong></td>
<td><strong>$909,260.00</strong></td>
</tr>
</tbody>
</table>

**SEASON TOTALS** $909,260.00

**BUDGET** $2,700,000.00

**DIFFERENCE** -$1,790,740.00
## FOOTBALL SALES WEEK TO WEEK

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<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></td>
<td>April 28</td>
<td>$623,522</td>
<td>$743,420</td>
<td></td>
</tr>
<tr>
<td>May 5</td>
<td>9,981</td>
<td>9,326</td>
<td></td>
<td>May 5</td>
<td>$1,171,520</td>
<td>$1,114,445</td>
<td></td>
</tr>
<tr>
<td>May 12</td>
<td>11,556</td>
<td>9,820</td>
<td></td>
<td>May 12</td>
<td>$1,353,270</td>
<td>$1,173,795</td>
<td></td>
</tr>
<tr>
<td>May 26</td>
<td>11,944</td>
<td>10,614</td>
<td></td>
<td>May 26</td>
<td>$1,397,524</td>
<td>$1,267,945</td>
<td></td>
</tr>
<tr>
<td>June 15</td>
<td>12,077</td>
<td>11,059</td>
<td></td>
<td>June 15</td>
<td>$1,412,278</td>
<td>$1,321,445</td>
<td></td>
</tr>
<tr>
<td>June 30</td>
<td>12,379</td>
<td>11,425</td>
<td></td>
<td>June 30</td>
<td>$1,446,158</td>
<td>$1,364,995</td>
<td></td>
</tr>
<tr>
<td>July 15</td>
<td>12,548</td>
<td>11,782</td>
<td></td>
<td>July 15</td>
<td>$1,466,809</td>
<td>$1,406,795</td>
<td></td>
</tr>
<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>
<td></td>
</tr>
<tr>
<td>August 15</td>
<td>13,338</td>
<td>13,352</td>
<td></td>
<td>August 15</td>
<td>$1,533,290</td>
<td>$1,523,740</td>
<td></td>
</tr>
<tr>
<td>September 1</td>
<td>13,601</td>
<td>14,846</td>
<td></td>
<td>September 1</td>
<td>$1,559,205</td>
<td>$1,627,935</td>
<td></td>
</tr>
<tr>
<td>September 8</td>
<td>13,873</td>
<td>14,921</td>
<td></td>
<td>September 8</td>
<td>$1,579,333</td>
<td>$1,635,905</td>
<td></td>
</tr>
<tr>
<td>September 15</td>
<td>14,075</td>
<td></td>
<td></td>
<td>September 15</td>
<td>$1,593,458</td>
<td></td>
<td></td>
</tr>
<tr>
<td>December 1</td>
<td>14,081</td>
<td></td>
<td></td>
<td>December 1</td>
<td>$1,594,294</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 2004 vs. 2005 vs. 2006

- **2004 SOLD**
- **2005 SOLD**
- **2006 SOLD**

### 2004 vs 2005 vs. 2006 Revenue

- **2004 REVENUE**
- **2005 REVENUE**
- **2006 REVENUE**
BASEBALL
The Pirates recorded their second win over a top-12 team last April 12 after defeating in-state rival No. 12 N.C. State 2-1 in 13 innings. Sophomore T.J. Hose pitched 8 2/3 innings allowing one run (earned) on six hits and striking out two. For Hose, it was the second longest outing of his career. Shane Mathews picked up his fourth win of the season and second as a reliever after working a scoreless 13th inning, where he allowed one hit and fanned two.
Center fielder Jay Mattox had a monster week (Apr. 10-16) for the Pirates as he batted an impressive .611 (11-for-18) while slugging 1.000 on the week. In three of the four games, he pounded out three hits, which included a 3-for-3 performance from the plate and slugged three bases against Albany (Friday). He had a career-high five RBI in Saturday’s contest against Albany and blasted his third home run of the season Sunday. Mattox improved his batting average by 41 points and is now hitting .317 on the season with three home runs, 24 RBI and 29 runs scored. He leads the team with 12 stolen bases and 17 multi-hit games.
Adam Witter batted a team second-best .500 (8-for-16) the week of April 10-16, which included two home runs, 11 RBI, seven runs and a .875 slugging percentage. Witter belted his sixth home of the season, a solo shot, against N.C. State and in the series finale against Albany mashed No. 7 and his second career grand slam and collected a personal best six RBI. On the season he hitting .295 with seven home runs, 28 RBI and 28 runs scored and currently has a six game hitting streak.
Freshman Ryan Wood currently owns a season and team-best 13-game hitting streak dating back to Mar. 29 against N.C. State. Over the last five games he is hitting .368 (7-for-19) three RBI, six runs and a .421 slugging percentage. Wood collected two hits and scored two runs in all three games against Albany. On the season he is batting a team-best .341 (30-for-88) with one home run, five doubles, 12 RBI and 18 runs scored.
Junior reliever Jason Neitz continues to be dominating coming out of the pen boasting a team-best 0.39 ERA in 23.1 innings of work. He has a 1-0 record, combined on two shutouts, made 16 appearances allowing nine hits, one earned run, while striking out 14 and walking three. On the season, opposing batters are hitting .133 (10-for-75) against him.
Senior catcher Jake Smith was named to the Johnny Bench Award Watch list for 2006. Currently he is hitting at a .292 clip with six home runs, 39 RBI and 27 runs scored.

GOLF
The women’s golf team captured its first-ever Conference USA Tournament title this week. 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 men’s team will look for its first C-USA Tournament Championship this weekend when they travel to Gulfport, Miss., April 23-25.

SOFTBALL
Despite losing seven letterwinners from last year’s team, ECU has been persistent and recorded several monumental team and individual performances entering the final month of the season.
ECU has defeated a pair of ranked opponents on its home field, defeating No. 6 California and No. 23 North Carolina. Its win over Cal was the program’s first over a top 10 team.
Junior pitcher Keli Harrell moved into second place on the Conference USA all-time strikeouts list with 712. She is less than 150 strikeouts from breaking the all-time record held by former DePaul All-American Lindsay Chouinard. Harrell has been named C-USÁ Pitcher-of-the-Week three times in 2006 and tossed her second career no-hitter on March 26.
Senior catcher Krista Jessup became one of nine players in school history to drive in over 100 runs and seven to collect over 200 hits during her career.

TENNIS
The East Carolina women's program established a new school record for most spring dual match wins in a season with 18 entering the 2006 Conference USA Women's Tennis Championships ... 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 earlier this season 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).
As a singles performer, sophomore Mireia Gol has opened her career by posting back-to-back 20-win seasons. After recording a 20-12 mark during her rookie year, Gol has followed with a 25-10 mark in 2006 - which includes a 17-6 ledger this spring (12-2 at the No. 3 position).

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) have teamed up to post a 14-4 record this spring, which includes an 8-7 win over No. 45 Meg Fanjoy and Austin Smith of North Carolina March 13. In all, Bailey and Buchanan have won 18 of 25 overall matches this season after recording a 4-3 mark during fall tournament play, and at one point, owned a 12-match win streak (Feb. 16 to April 6).

The Lady Pirates will enter the C-USA Championships on a roll, having won eight of their last 11 matches. ECU opened the season by winning five of its first six matches and 10 of 14.

The women's squad has already faced a pair of C-USA opponents this season and won both matches. ECU downed both Memphis and UAB with similar scores of 6-1 during neutral site play at Myrtle Beach on March 24-25.

East Carolina's men's squad has earned eight wins during spring dual match play, despite playing the entire season with just one senior and five underclassmen. In addition to senior Nick Rose, the Pirates six-man roster features two freshmen and three sophomores.

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).

Sophomore Ricardo Barone bounced back from a 1-8 fall tournament mark to produce a team-best 11-7 (.611) singles record during the spring. He's won 10 of 17 matches at the No. 3 slot and won his only No. 4 battle. Barone and sophomore Henrique Viana have teamed up to tally ECU's top doubles record this season (6-5). The pair, who have played a team-high seven matches (4-3) as the squad's top seed, also split four appearances during the fall. Rose and freshman Brian Walters have experienced the most action as a tandem, posting an 8-8 overall record this year.

The 2005-06 campaign was the first official season for Pirates' head coach Shawn Heinchen 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 squad has competed in five outdoor meets this spring and will wrap up the regular season at the Conference USA Championships May 12-14 in El Paso, Texas. There has been no team scoring in the first five competitions but the Pirates stood third of six teams at the Clemson Invitational April 8.

A total of five (5) individual athletes have already surpassed NCAA Regional Qualification standards to advance to post-season competition – Jerek Hewett (100 meters), Kevin Thompson (100 meters), Brandon Small (400 meters), Eric Frasure (discus, hammer throw), Terrance Myers (hammer throw) and the Pirates' 4x100 relay squad. In addition, Frasure set a new school record in the discus after a toss of 51.81 meters at the Diet Pepsi Classic in Gainesville, Fla.

The women's squad, under the direction of first-year head coach Curt Kraft, has participated in five outdoor meets during spring and will also conclude its season at the Conference USA Championships May 12-14 in El Paso, Texas. Similar to the men's squad, all meets have not included team scoring except one (third of six teams at the Clemson Invitational).

The Pirate women have earned a total of 00 event championships this spring – Lindsey Rosales (pole vault/Clemson Invite), Chante Sessoms (long jump/Clemson Invite), Danielle Eiler (discus/Clemson Invite, javelin/Aggie Relays), Chelsea Salisbury (hammer throw/Aggie Relays, javelin/Carolina Fast Times) and the 4x800 relay (Aggie Relays).
JOB DESCRIPTION
EXECUTIVE DIRECTOR
ECU EDUCATIONAL FOUNDATION-PIRATE CLUB

The East Carolina University Educational Foundation and Department of Intercollegiate Athletics is seeking an Executive Director for the Pirate Club. This position reports directly to The Executive Committee of the ECU Educational Foundation (Pirate Club) and the Senior Associate Director of Athletics. It also will have a close working relationship with the ECU Director of Athletics.

The Executive Director of the Pirate Club has principal responsibility for the management and coordination of all Pirate Club fund-raising initiatives. Those programs include overseeing the annual scholarship fund, the scholarship endowment, the Pirate Rep volunteer system, developing new donor programs and coordinating chapter events and activities. The Executive Director supervises the fiscal operation and budget planning of the Pirate Club and insures that the day-to-day operations are carried out according to East Carolina University, Conference USA and NCAA policies and regulations.

The position requires a bachelor’s degree (master’s preferred) plus five to eight years of successful fund-raising related experience, preferably within higher education. Extensive travel is required along with strong communication, organizational, interpersonal and presentation skills.

COMMITTEE: Jerry Wilkins (Wilmington, NC) and Grant Jarman (Greenville, NC) will co-chair, Pat Lane, Danny Nichols and Jim Creech (Greenville, NC), Carl Davis (Cary, NC), Joe Wallace (Sanford, NC) and John Hudson (Durham, NC). Staff support will be provided by Jimmy Bass, Senior Associate Director of Athletics.

SEARCH: The search will begin immediately with the Committee actively seeking eligible candidates of interest, The target date to have someone onboard is July 1, 2006.