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

Agenda

I. Approval of July 27, 2017 Minutes  Action

II. Advancement
   A. Naming Policy Review  Action
   B. General Advancement Update  Information

III. Closed Session

IV. Athletics
   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 update, 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 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.

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

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.

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.

5.5.8 Transfer of Donations

Deleted: U

Deleted: Gifts of irrevocable trusts

Deleted: by the Chancellor

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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:

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.
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.

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.
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.
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  Define:  ___________________________

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

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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 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
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
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, Dinning 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.
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<td>Athletics Communication</td>
<td>Publicity, Social Media, and New Legislation</td>
<td>July 24, 2017</td>
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<td>Athletics Ticket Office</td>
<td>Complimentary Admissions (e.g., prospects, student-athletes, coaches, etc.)</td>
<td>August 9, 2017</td>
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<td>Marketing and Fan Engagement</td>
<td>Promotional Activities, Publicity, etc.</td>
<td>August 8, 2017</td>
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<td>Strength and Conditioning</td>
<td>New Legislation, Playing &amp; Practice Season, etc.</td>
<td>July 20, 2017</td>
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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
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.
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?
Board of Trustees
Athletics and Advancement Committee
September 14, 2017


Responsible Person: Lee Workman
Associate Athletic Director

Action Requested: Information

Notes: 1. Presidential Dashboard (Niswander)
2. Ticket Sales
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
## Athletics Fiscal Year Budget to Actual

Effective 9/6/17

### Revenue

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

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

### Expenditures

<table>
<thead>
<tr>
<th>Category</th>
<th>17-18 Budget</th>
<th>16-17 Budget</th>
<th>16-17 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>2,521,118</td>
<td>3,177,883</td>
<td>2,865,425</td>
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<tr>
<td>Repairs and Replacements</td>
<td>571,850</td>
<td>319,000</td>
<td>881,351</td>
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<tr>
<td>Facilities</td>
<td>820,700</td>
<td>886,345</td>
<td>827,213</td>
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<td>Home Game Operations</td>
<td>1,696,800</td>
<td>1,383,132</td>
<td>1,471,119</td>
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<td>Conference Championship Travel</td>
<td>622,700</td>
<td>634,500</td>
<td>691,251</td>
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<td>Spirit Groups</td>
<td>181,600</td>
<td>290,395</td>
<td>257,666</td>
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<tr>
<td>Other Support Services</td>
<td>7,804,700</td>
<td>6,239,418</td>
<td>6,729,341</td>
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<tr>
<td>Football</td>
<td>8,966,400</td>
<td>9,308,300</td>
<td>8,769,946</td>
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<tr>
<td>Men's Basketball</td>
<td>2,935,800</td>
<td>3,050,825</td>
<td>3,022,015</td>
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<td>Other Men's Sports</td>
<td>3,454,400</td>
<td>3,690,842</td>
<td>3,854,021</td>
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<tr>
<td>Women's Basketball</td>
<td>2,000,300</td>
<td>2,243,301</td>
<td>1,966,337</td>
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<tr>
<td>Other Women's Sports</td>
<td>5,612,700</td>
<td>5,623,218</td>
<td>5,564,625</td>
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<tr>
<td>Gifts In Kind</td>
<td>1,935,525</td>
<td>2,217,975</td>
<td>2,405,859</td>
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<tr>
<td>NCAA SAF/Other Sports Fundraising</td>
<td>405,000</td>
<td>387,000</td>
<td>524,230</td>
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<td><strong>Total Operating Expenditures</strong></td>
<td><strong>$39,529,593</strong></td>
<td><strong>$39,452,144</strong></td>
<td><strong>$39,830,399</strong></td>
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<tr>
<td><strong>Net Operating Income / (Loss)</strong></td>
<td><strong>$337,432</strong></td>
<td><strong>$1,262,856</strong></td>
<td><strong>$880,965</strong></td>
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<tr>
<td><strong>Administration - Debt Service</strong></td>
<td>1,316,482</td>
<td>1,312,857</td>
<td>1,320,000</td>
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<tr>
<td><strong>Net Budget Surplus / (Loss)</strong></td>
<td>(979,050)</td>
<td>(50,001)</td>
<td>(439,035)</td>
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</tbody>
</table>
Total Athletics Expenses

PERCENTILE RANK IN DIVISION I

74% 73% 76% 75% 79% 76%

Total Athletics Expenses

PERCENTILE RANK IN PEER GROUP

76% 37% 23%

East Carolina
All Division I
FBS
AAC

Quartile 4
Quartile 3
Quartile 2
Quartile 1

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Single Year Academic Progress Rate (APR)

PERCENTILE RANK IN DIVISION I
- 51% 24% 47% 62% 20% 20%

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

<table>
<thead>
<tr>
<th>Level</th>
<th>Ticket Price</th>
<th>Tickets Sold</th>
<th>Gate Receipts</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
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<tbody>
<tr>
<td>Club Level</td>
<td>$350.47</td>
<td>1,189</td>
<td>$416,708.83</td>
<td>1,222</td>
<td>1,232</td>
<td>1,245</td>
<td>1,279</td>
<td>1,298</td>
<td>1,290</td>
<td>1,304</td>
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<tr>
<td>Pirate Club Chairback</td>
<td>$350.47</td>
<td>6,874</td>
<td>$2,409,130.78</td>
<td>7,553</td>
<td>7,825</td>
<td>7,540</td>
<td>7,586</td>
<td>7,870</td>
<td>8,354</td>
<td>8,350</td>
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<td>Pirate Club Bench</td>
<td>$327.10</td>
<td>2,314</td>
<td>$756,909.40</td>
<td>2,806</td>
<td>2,989</td>
<td>2,995</td>
<td>3,050</td>
<td>3,368</td>
<td>3,850</td>
<td>3,610</td>
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<tr>
<td>Club Level Faculty/Staff</td>
<td>$289.72</td>
<td>8</td>
<td>$2,317.76</td>
<td>8</td>
<td>10</td>
<td>10</td>
<td>10</td>
<td>12</td>
<td>12</td>
<td>14</td>
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<tr>
<td>Chairback Faculty/Staff</td>
<td>$289.72</td>
<td>319</td>
<td>$92,420.68</td>
<td>375</td>
<td>392</td>
<td>405</td>
<td>373</td>
<td>397</td>
<td>388</td>
<td>389</td>
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<tr>
<td>Pirate Club Faculty/Staff</td>
<td>$271.03</td>
<td>264</td>
<td>$71,551.92</td>
<td>305</td>
<td>356</td>
<td>365</td>
<td>362</td>
<td>362</td>
<td>440</td>
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<td>Economy Plan Faculty/Staff</td>
<td>$182.24</td>
<td>146</td>
<td>$26,607.04</td>
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<td>Crow's Nest</td>
<td>$163.55</td>
<td>748</td>
<td>$122,335.40</td>
<td>1,110</td>
<td>566</td>
<td>743</td>
<td>612</td>
<td>679</td>
<td>1,228</td>
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<td>Student Pirate Club Guest</td>
<td>$163.55</td>
<td>528</td>
<td>$86,354.40</td>
<td>750</td>
<td>704</td>
<td>688</td>
<td>634</td>
<td>810</td>
<td>1,016</td>
<td>808</td>
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<td>Graduate Plan</td>
<td>$163.55</td>
<td>551</td>
<td>$90,116.05</td>
<td>876</td>
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<td>858</td>
<td>908</td>
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<td>1,409</td>
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<td>Military Donation</td>
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<td>Military Purchase</td>
<td>$163.55</td>
<td>24</td>
<td>$3,925.20</td>
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<td>22</td>
<td>22</td>
<td>37</td>
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<td>52</td>
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<td>Distance Ed/Band/Cheer/Department</td>
<td>$163.55</td>
<td>297</td>
<td>$48,574.35</td>
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<td>381</td>
<td>318</td>
<td>292</td>
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<td>123</td>
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<td>Golden Ticket</td>
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<td>0</td>
<td>86</td>
<td>167</td>
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<td>790</td>
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<tr>
<td>IMG Cash Accounts</td>
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<td>0</td>
<td>$0.00</td>
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<td>0</td>
<td>0</td>
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</table>

### SEASON TOTALS

<table>
<thead>
<tr>
<th></th>
<th>16,157</th>
<th>$4,762,780.66</th>
<th>19,050</th>
<th>18,123</th>
<th>18,641</th>
<th>18,719</th>
<th>20,299</th>
<th>22,832</th>
<th>22,196</th>
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<tbody>
<tr>
<td>CAR DEALERS</td>
<td>350</td>
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<td></td>
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<tr>
<td>IMG TRADES</td>
<td>500</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>TRADE AGREEMENTS</td>
<td>600</td>
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</tbody>
</table>

### SEASON TOTALS

|                      | 17,607 |

### SEASON TOTAL

$4,762,780.66

### BUDGET

$4,800,000.00

### DIFFERENCE

$-37,219.34

9/6/2017
<table>
<thead>
<tr>
<th>GAME</th>
<th>DATE</th>
<th>ACTUAL</th>
<th>BUDGETED</th>
<th>DIFFERENCE</th>
<th>YEAR TO DATE</th>
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</thead>
<tbody>
<tr>
<td>SEASON TICKETS</td>
<td></td>
<td>$4,762,780.66</td>
<td>$4,800,000.00</td>
<td>-$37,219.34</td>
<td>-$37,219.34</td>
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<tr>
<td>MINI-PLAN</td>
<td></td>
<td>$117,001.71</td>
<td>$150,000.00</td>
<td>-$32,998.29</td>
<td>-$70,217.63</td>
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<tr>
<td>JAMES MADISON</td>
<td>Sat., Sept. 2</td>
<td>$107,212.76</td>
<td>$100,000.00</td>
<td>$7,212.76</td>
<td>-$63,004.87</td>
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<tr>
<td>VIRGINIA TECH</td>
<td>Sat., Sept. 16</td>
<td>$380,942.82</td>
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<td>USF</td>
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<td>TEMPLE</td>
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<td>BYU</td>
<td>Sat., Oct. 21</td>
<td>$107,040.41</td>
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<td>-$142,959.59</td>
<td>-$696,086.89</td>
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<td>TULANE</td>
<td>Sat., Nov. 11</td>
<td>$23,251.99</td>
<td>$125,000.00</td>
<td>-$101,748.01</td>
<td>-$797,834.90</td>
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<tr>
<td>CINCINNATI</td>
<td>Sat., Nov. 18</td>
<td>$9,841.31</td>
<td>$75,000.00</td>
<td>-$65,158.69</td>
<td>-$862,993.59</td>
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<tr>
<td><strong>TOTALS</strong></td>
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<td><strong>$5,537,006.41</strong></td>
<td><strong>$6,400,000.00</strong></td>
<td><strong>-$862,993.59</strong></td>
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</tr>
</tbody>
</table>

### Revenue Comparison

<table>
<thead>
<tr>
<th></th>
<th>9/5/2017</th>
<th>9/5/2016</th>
<th>Difference</th>
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</thead>
<tbody>
<tr>
<td>Season Ticket</td>
<td>$4,762,780.66</td>
<td>$4,725,643.45</td>
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<tr>
<td>Mini-Plan</td>
<td>$117,001.71</td>
<td>$141,632.30</td>
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<tr>
<td>Single Game</td>
<td>$657,224.04</td>
<td>$747,928.27</td>
<td>-$90,704.23</td>
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</tbody>
</table>

9/6/2017
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)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Pledges</td>
<td>$7,452,795</td>
</tr>
<tr>
<td>Total Receipts</td>
<td>$6,306,816</td>
</tr>
<tr>
<td>Pirate Club Members</td>
<td>5,715</td>
</tr>
<tr>
<td>Student Pirate Club Members</td>
<td>9,264</td>
</tr>
<tr>
<td>Total Members</td>
<td>14,979</td>
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**CAPITAL CAMPAIGN TO DATE**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premium Seating Total</td>
<td>$14,557,482</td>
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<tr>
<td>Philanthropic Gift Total</td>
<td>$15,507,725</td>
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<tr>
<td>Campaign Total</td>
<td>$30,065,207</td>
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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 Burleson), 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 Tshyon Dye (Clemson), DE Gaelin Elmore (Minnesota), QB Thomas Sirk (Duke) and DB Korrin Wiggins (Clemson) are graduate transfers.
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 Lenans 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 Heinrich 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