Overview—Les Robinson, Director of Athletics

The Department of Athletics enjoyed many positive achievements during 1999-2000. Academically, we continue to see excellent performance by our student-athletes as graduation rates and GPAs continue at about the same or higher rates than the general student body and honors and achievements have remained at the same high level.

A major program change was made in Football with the hiring of Chuck Amato as head coach. We also added Women's Golf as a varsity sport. Men’s and Women’s Basketball, our two other flagship sports along with Football, each had successful seasons, while five of our teams finished in the nation’s Top 25.

We opened play in the new Entertainment and Sports Arena, which was a tremendous success as men’s basketball ticket revenue more than doubled. Financially, we have progressed very well and will end the fiscal year with a budget surplus in the $250,000 range. Several factors have combined to enable us to achieve financial stability: aggressive cost controls and budget management, reductions in administrative staff expenses, successful fundraising and marketing and most importantly, the growing support of our coaches and student-athletes by the public, the University community, and our Wolfpackers.

The construction phase of the Facilities Enhancement Program is about to get under way after several years of diligent preplanning. We will start to see tangible results as the new scoreboard will be the first project undertaken (scheduled for completion sometime in the fourth quarter of this year). The state-of-the-art scoreboard will be another visible and positive impetus for our entire program.

From a coaching, administrative, fiscal, and fan support perspective, the athletics department is well-positioned for outstanding growth and levels of achievement in the next several years. Meeting rising operating and capital expenses will always be a challenge. However, continued prudent budgeting and controls, plus our efforts to develop increased revenue, should yield on-going financial stability. Given the quality of the coaches and staff we have in place, we should achieve increasing success. This is a very positive time for NC State Athletics as we launch into the new millennium.
I. Program Changes (volume, activities, special achievements, plans)

a. Football—New coaching staff hired

Following a thorough nationwide search, we hired a new head football coach, Chuck Amato, on January 6, 2000. Coach Amato replaced the existing coaching staff with the exception of assistant coach, Joe Pate. We now have in place one of the most highly regarded and experienced coaching staffs in the country. Enthusiasm and support for Coach Amato and our team have been tremendous. As evidence, season ticket sales have surpassed last year’s total more than three months prior to the season. It is expected that with broad-based administrative support, Coach Amato and his quality staff will enable us to reach a new and consistent level of competitive success.

b. Women’s Golf Added

Women’s Golf was added as a varsity sport, giving us 22 men’s and women’s sports. We hired Page Lea, a collegiate All-American and one of the top amateur golfers in North Carolina, as our head coach. The team will begin competing in the fall of 2000.

c. Facilities Enhancements

We are moving ahead with our Facilities Enhancement Plan as the NC State Board of Trustees approved the $95 million expansion plan for Carter-Finley Stadium, while the Wolfpack Club Board of Directors approved $55 million for Phase I of the Carter-Finley Stadium expansion. The Plan calls for enhancements for virtually all varsity sports over a 10-year period as funding permits. A state-of-the-art scoreboard will be installed by the end of this year. Full design plans for Phase I of the Football Facilities Enhancements will be completed and ground-breaking and site preparation will begin in November 2000.

d. 1999-2000 Results: Academics

During the last four years, NC State student-athletes have consistently achieved graduation rates commensurate with the general student body. The four-year average of the student-body's six-year graduation rate is 65% compared to the student-athletes' average of 64%. During the last four years, student-athletes' GPAs have been commensurate with the general student body. Both the student-body and the student-athletes maintain overall GPAs of approximately 2.8.
Results: 1999 Fall Semester

<table>
<thead>
<tr>
<th></th>
<th>Spring Semester</th>
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</thead>
<tbody>
<tr>
<td>GPAs at 3.0 or above:</td>
<td>200</td>
</tr>
<tr>
<td>Dean's List honorees:</td>
<td>91</td>
</tr>
</tbody>
</table>

**ACC and Other Postgraduate Scholarship Winners:** Three student-athletes earned ACC postgraduate scholarships. In the last four years, NC State has had 14 ACC scholarship winners (4,4,3,3—the maximum permitted). NC State is the only ACC school to have the maximum number of winners for all four years. All three of this year’s nominees are in contention for NCAA postgraduate scholarships.

e. **1999-2000 Results: Athletics Competition**


f. **Men’s Basketball:** (20-14), National Invitation Tournament Semifinals: Men’s basketball had another successful year as they reached the semi-finals of the NIT (only the fourth time in school history NC State had advanced that far in the NIT). Coach Herb Sendek’s team (in his fourth year), achieved his first 20-win season at NC State and had a 100% graduation rate.

g. **Women’s Basketball (20-9), NCAA First Round, Final National Ranking: 23:** Our Wolfpack women’s basketball program had another very successful year as we celebrated Coach Kay Yow’s 25th anniversary as the Wolfpack coach. The team was ranked as high as number three in the nation during the season.

i-1. **Marketing/Arena Opened—A Resounding Success:** The inaugural season in the Entertainment and Sports Arena provided us with a great opportunity and challenge to generate additional ticket revenue due to an increase in seating capacity (from 11,400 to 19,700). We more than doubled our basketball ticket revenue from the previous season in Reynolds Coliseum from $2.4 to $4.9 million. Sales of season tickets increased from 3,800 to 13,900.

i-2. **ESA (Non-Ticket) Revenue:** In addition to ticket sales, we enjoyed an increase in other event-related revenues by moving to the ESA. While some issues remain, anticipated additional revenue generated by concessions, parking, suite licenses and merchandise sales, is approximately $982,000.
i-3. **Football ticket revenue**: Sales equaled the results from the 1998 season with ticket revenue of approximately $4.4 million.

i-4. **Cash flow improvement**: The cash flow of football and basketball ticket revenue has significantly improved. Aggressive administrative and marketing efforts have been made to speed up the collection of season ticket receipts. The athletics department was able to negotiate with the Wolfpack Club to have athletics directly depositing all ticket revenue.

i-5. **Event Attendance**: We enjoyed great success in increasing men’s basketball attendance which jumped to 7th nationally (the largest increase in nation). We also had substantial increases in women’s basketball attendance ranked first in the ACC and 19th nationally. Football attendance remained consistent from the previous season while varsity sports attendance did not change significantly.

i-6. **Athletics logo selected to build a consistent brand identity (A Compact Initiative)**: The block "S" with the inset "NC" was selected to achieve more consistency in representation of the university’s athletics teams.

j. **Fundraising—NC State Led the ACC**

Our Wolfpack Club led the ACC in fundraising in 1999 for the first time ever. It was a testimony to our Wolfpack Club staff and loyal Wolfpackers who contributed a record $19 million to the annual scholarship fund, endowment and the Wolfpack Pride Campaign, now completed. Our total membership of 13,308 ranks third in the ACC.

**j-1. Fundraising Results**

<table>
<thead>
<tr>
<th></th>
<th>1997</th>
<th>1998</th>
<th>1999</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual</td>
<td>$5,158,950</td>
<td>$6,387,156</td>
<td>$6,907,209</td>
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<tr>
<td>Endowment</td>
<td>$ 863,487</td>
<td>$1,601,774</td>
<td>$3,877,321</td>
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<tr>
<td>Capital</td>
<td>$4,613,572</td>
<td>$7,160,463</td>
<td>$8,241,032</td>
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<tr>
<td>Donors</td>
<td>12,009</td>
<td>12,710</td>
<td>13,308</td>
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</table>

j-2. **Endowment Fund**: The scholarship endowment contributions were $3,877,321 in 1999 and have risen dramatically in recent years. The Wolfpack Club was the leader in the “Campaign for NC State
Students” recently completed. The total endowment at year end [12/31/99] was $11 million.

j-3. **Capital Campaign:** The Wolfpack Club has committed to raise $50 million in new commitments over the next 10 years to fund the Facilities Enhancement Plan. The Wolfpack Club successfully completed the seating process for the Entertainment and Sports Arena. There were 5,816 lifetime rights seats sold and allocated during the inaugural season.

**k. Financial Results**

k-1. **Overview:** Even after covering charges of about $1 million to build cash and capital reserves and pay debt service on the arena, we will achieve a surplus on our approximate $25 million operating budget of about $250,000 this fiscal year [ending 6/30/2000]. The Department continues to produce record revenues to meet growing expenses.

k-2. **Reductions in Administrative Staff Overhead:** A concerted effort has been made to reduce administrative overhead through attrition. Below is a listing of the positions [and annual salary and benefits] of administrators who left during the past three years, and their positions were not filled: 1. Mark Ivaroni, Sports Psychologist/Improvement Specialist; 2. Steve Robertson, Assistant Athletics Director/Football, 3. Harold “Mack” McElhaney, Assistant to the Athletics Director 4. Mark Bockelman, Assistant to the Athletics Director, 5. Jim Miller, Executive Associate Athletics Director, 6. Les Robinson, Associate Athletics Director/Development; 7. Lin Dawson, Associate Athletics Director/Student-Athlete Development. Annual salary and benefits expense totaled $ 564,853.43.

**k-3. Athletics Department Annual Operating Budget History**

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<thead>
<tr>
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<tbody>
<tr>
<td>Revenues</td>
<td>$ 19,468,183</td>
<td>$ 20,952,097</td>
<td>$ 25,059,860</td>
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<td>Expenses</td>
<td>19,517,625</td>
<td>20,821,626</td>
<td>24,798,769</td>
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<td>Projected Surplus/Deficit</td>
<td>&lt; 49,442 &gt;</td>
<td>130,471</td>
<td>261,091</td>
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<tr>
<td>Surplus/Deficit</td>
<td>&lt; 2,348,159 &gt;</td>
<td>228,966</td>
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<tr>
<td>Marketing Revenue</td>
<td>1,500,000</td>
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<tr>
<td>Surplus/Deficit</td>
<td>&lt;1,649,330 &gt;</td>
<td>79,636</td>
<td>*329,636</td>
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*Projected 1999-2000 year-end
The funds we invested in facilities, special events [such as our 50th Reynolds Reunion], and in cultivating donor relationships over the past several years are now paying dividends. These investments have contributed greatly to increased ticket revenue and our Wolfpack Club leading the ACC in funds raised in all categories, as noted above.

II. Studies/Reviews in Process (Compact Initiative)

Title IX/Gender Equity: The athletics department requested that the Office of Legal Affairs conduct a thorough evaluation of Title IX compliance relative to the most current Office of Civil Rights standards.

Mary Beth Kurz, University Legal Counsel, appointed Eileen Goldgeier, Associate Counsel, to spearhead the evaluation which began in April, 2000 and is scheduled to end in the fall, 2000. NCAA Interim Certification Report: This report is due to the NCAA June 30, 2000 and has been completed.

III. Diversity: The department follows university affirmative action guidelines. Efforts continue to seek minority candidates for all position vacancies, particularly the EPA positions. Efforts are also made to promote diversity in the various job levels within the department. For example, four women administrators were appointed to senior administrative positions (Diane Moose, Annabelle Vaughan, Dawn Turner, see below). Also, Tonya Washington was promoted and one Assistant Athletics Director, Shannon Yates, was given expanded responsibilities. The diversity data on our staff composition held relatively stable compared to last year. Women have made improvements in levels of position as noted.

Study Planned: The Department plans to partner with the Office of Equal Opportunity to develop a strategy to promote diversity in our applicant pools, ensure a positive work environment for women and minorities, and ensure a positive environment for student-athletes for training, tutoring, and academic advising.

IV. Staff: New appointments, professional activities, honors, awards, recognition

a. Appointments: The Executive Associate Athletics Director, Jim Miller, resigned in February. His position was not filled and his responsibilities were allocated among existing staff. Diane Moose, Associate Director of University Budgets, was named Associate Athletics Director for Business. Senior
Administrators Nora Lynn Finch, Charlie Cobb, and David Horning were given expanded responsibilities. Dawn Turner, Assistant Director of Compliance, replaced David Walsh as Assistant Athletics Director for Compliance.

The Compliance area has been staffed up with the addition of two staff members: Patrick Joyce, Compliance Coordinator, and Chad Hawley, Compliance Services Coordinator. These additions to staff have been accomplished with no increase in the Compliance salary budget and provides excellent quality staffing and needed staff depth. Annabelle Vaughan, Sports Information Director, was promoted to Assistant Athletics Director of Media Relations. Tonya Washington, formerly Assistant then Interim Director of Student-Athlete Development was promoted to Director of Student-Athlete Development.

b. Staff Honors/ Awards/ Appointments/ Recognition

Les Robinson, Athletics Director

* Completed the first year of service of his 4-year appointment to the NCAA Division I Men’s Basketball Championship Tournament Committee. (Note: Appointments to this NCAA Committee are generally considered the most prestigious due to the multi-billion dollar revenue stream of the tournament, which is the sole source of funding for the NCAA’s operating budget.)

Kay Yow, Head Women's Basketball Coach

* Sports Illustrated for Women's National Coach of the Year * Selected for the National Women's Basketball Hall of Fame * Finalist for the Naismith Coach of the Year * Selected as one of the 12 Century Shapers in Sports by the News and Observer * John and Nellie Wooden National Coach of the Year

Rollie Geiger, Head Men's and Women's Cross Country and Track Coach

* Selected the ACC Men's Cross Country Coach of the Year * 1999 NCAA Southeast Regional Men's Cross Country Coach of the Year

Mark Stevenson, Head Gymnastics Coach * Named NCAA District VI Coach of the Year.

Sam Schuh, Assistant Gymnastics Coach * Named the NCAA District VI Assistant Coach of the Year.
Nora Lynn Finch, Senior Associate Athletics Director
* Selected by the Orlando Sentinel as one of the Century's Most Influential Women in Sports (listed 12th out of 50) * Named to the Western Carolina University's Honor Roll of Peak Performers (This is the highest award bestowed by the College of Education on its alumnae) * Appointed to the NCAA Championships Cabinet and Council * Appointed by Gov. Jim Hunt to the Governor's Council on Physical Fitness and Health * Appointed to the elite 2001 Women's U.S. Open Golf Championship Steering Committee.

Richard Sykes, Head Men's Golf Coach * Named the ACC Men's Golf Coach of the Year.

Laura Kerrigan, Head Women's Soccer Coach
* Appointed to the National Soccer Coaches Association of America Academy Staff.
* Appointed to the U.S. Soccer Federation Olympic Development Program Region III Staff.

Shannon Yates, Assistant Athletics Director
* Named NCAA Region VI Gymnastics Administrator of the Year

Scott Hammond, Head Men's and Women's Swimming and Diving Coach
* Serving final year as the President of the College Swimming Coaches Association.

Bobby Purcell, Exec. Director/Student Aid Association, Associate Athletics Director
* Appointed to the North Carolina Wildlife Resources Commission.

Ray Brincefield, Head Grounds Supervisor
* Won the NC State University SPA Award of Excellence for the Chancellor's Unit and has advanced from NC State as one of the five University nominees for the Governor's recognition for outstanding service to the State.

-End-