

BOV Meeting Notes 1.26.2024

Attendees:

Mr. Lester Johnson	Mr. Damon Williams	Mr. Jim Miller	Admiral Terry McKnight
Ms. Nancy Phillips	Ms. Emily Fulton	Mr. Andrew Deal	Major General Wins
Mr. Teddy Gottwald	Mr. Lenny Brown	Mr. Danny Thornton	Ms. Abby Erlemeier
Jeff Lawhorne	Mr. John Young	Mr. Phillip Marcelo	

Mr. Damon Williams calls the meeting to order.

Admiral McKnight- Approves last meeting minutes. Mr. Gottwald seconds the minutes.

Mr. Brown introduces new athletics hires:

- Greg Horne- Athletics Compliance
- Alex Crosby- Assistant Baseball Coach
- Xavier Silas- Basketball Assistant Coach
- Dae'lun Darien - Football Secondary Team Coach
- Elliot Wratten - Offensive Line Coach, Football

Fall Season Success:

- Football
 - 2023 season- 5 wins, 4 in conference
 - Most wins in a 5 year stretch since 1982 season
 - 8 members of the team recognized with SoCon accolades
- Men's Soccer
 - First D1 win in nine years
 - Most wins in 17 years
 - 2 players earned League honors
- Women's Soccer
 - First conference win since 2017
 - Freshman Barrett Calejo named to SoCon All-Freshman team
 - Keeper Jillian Hall became VMI all time saves leader
- Cross Country
 - Kevin Shank stand-out year, named SoCon Freshman of the Year
 - Number of athletes represented VMI at SoCon Regional

Five teams finished with a perfect 1000 APR scores, department APR score is 963. Multi-year APR, if we are below a 930 our teams could face penalties such as reduced competition or

practice times. Athletics is working with Women's Cross Country and Track and Football to make sure they stay on track. The Rifle teams share an APR score.

APR score is based on athletes who receive aid. Athletes can earn 4 points a year for grades and retention.

Academic performance:

- Athletes cumulative GPA 2.85 while Corps is 2.87
- GPA trends higher in the Spring, and lower in the Fall
- Many NCAA teams improved their GPA from term to term and posted no GPA lower than 2.5
- Female Cadet-Athletes lead department in GPA
- 31 Cadet Athletes with 4.0 GPAs, 13 with a cumulative 4.0 GPA
- 209 Cadet-Athletes posted a 3.0 term GPA

Finances

Athletics has developed 6 strategies to address deficit issues.

Athletics Department Cost Cutting & Revenue Increase

- Examples
 - increase football and basketball ticket revenue
 - Re-structure team schedules to increase game revenue
 - Prioritize and manage team operating costs
 - **Projected 5-year impact: \$1,800,000**
 - Football guarantees through 2030 pre-determined, Basketball is year-to-year and is closer to half a million dollars per guarantee
 - There is no NCAA maximum for guaranteed games, although it is a negative potential for winning

Corporate Sales /Advertising

- Hire a staff member to focus on maximizing corporate sales revenue
- **5-year projected impact: \$1,500,000**

Indirect Costs

- Beginning FY25, athletics indirect cost rate will drop 5% for the department
- Aquatic Center helping to reduce indirect costs due to square-footage of athletics impact on Post
- **5-year projected impact: \$2,500,000**

Athletic fee Increase

- Athletics fee is an authorized charge for cadets, VMI is at the higher end of the state for fees, gross on the lower end of the scale for fee revenue
- There is flexibility in fee structure
- **5-year projected impact: \$1,000,000**

Superintendent's Discretionary Account

- Increase contributions made from discretionary account
- Asking \$60,000 each year
- **5-year projected impact: \$300,000**

Total projected impact for all actions: ~\$7,000,000

Demonstrated 5-year Projections of Approved Actions

- By 2027 the athletic department will be operating in the positive

VMI has moved to the middle of the conference when it comes to scholarship dollars offered.

Closing Remarks

Part of the success of Athletics will come from the Keydet Club and their efforts to provide the best experience for cadet-athletes and coaches. Operational funds will be priority in the partnership with Keydet Club.

Without simply asking the Keydet Club for more money, Athletics is confident about the steps in place to be in the middle of the conference in operational money in a few years.

MAJ General Wins is compiling a task force for athletics to make action recommendations to the Superintendent regarding athletics. The commitment from the task force is to balance the budget without the help of the Keydet Club. This is step number one in the three step process of getting to where athletics needs to be.

Ms. Phillips stresses her concern for the Women's Cross Country APR score. Mr. Brown reassures Ms. Phillips that cadet-athletes with high GPAs were given scholarship dollars last year in order to help team APR score.

Mr. Damon Williams thanks athletics and the board and calls the meeting to a close at 3:42pm.