



**BOARD OF TRUSTEES
INTERCOLLEGIATE ATHLETICS COMMITTEE
Joseph J. Kerola, Chair
Richard C. Fryda, Vice Chair
All Trustees are Members**

**Tuesday, September 19, 2023
10:00 a.m.**

**Board Room
Tod Hall**

AGENDA

A. Disposition of Minutes for Meeting

B. Old Business

C. Committee Item

1. Intercollegiate Athletics Discussion Items

C.1.a. = Tab 1 a. Overview of Athletics Personnel Actions
Ron Stollo, Director of Athletics, will report.

C.1.b. = Tab 2 b. Fiscal Year 2021-22 Financial Analysis of Benchmark Institutions
Ron Stollo, Director of Athletics, will report.

D. New Business

E. Adjournment



YOUNGSTOWN
STATE
UNIVERSITY

SUMMARY OF PERSONNEL ACTIONS
Athletic Employees
04/16/2023 through 7/15/2023

Separations – 1

- Professional Administrative Excluded – 1

Appointments – 4

Replacement Positions – 3

- Professional Administrative – 1
- Professional Administrative Excluded – 1
- Professional Administrative Externally Funded – 1

New Positions – 1

- Professional Administrative Excluded – 1

Salary Adjustments – 11

- Professional Administrative Excluded – 11

Reclassification/Position Adjustments – 2

- Professional Administrative – 1
- Professional Administrative Excluded – 1

Promotions – 3

- Professional Administrative Excluded – 3

Multi-Year Appointments – 1

- Professional Administrative Excluded – 1

YOUNGSTOWN STATE UNIVERSITY
ATHLETICS EMPLOYEES
PERSONNEL ACTIONS 4/16/2023 THROUGH 7/15/2023
SEPARATIONS

| EMPLOYEE NAME | EMPLOYEE TYPE | POSITION TITLE | DEPARTMENT | DATE OF SEPARATION | FTE | SALARY | TYPE OF SEPARATION |
|----------------------|----------------------|--------------------------------|-------------------|---------------------------|------------|---------------|---------------------------|
| Clarkson, Kendall | Excluded | Head Coach Women's Lacrosse | Athletics | 5/14/2023 | 1.00 | \$63,360.36 | 60 Day Notice |

YOUNGSTOWN STATE UNIVERSITY
ATHLETICS EMPLOYEES
PERSONNEL ACTIONS 4/16/2023 THROUGH 7/15/2023
APPOINTMENTS

| EMPLOYEE NAME | EMPLOYEE TYPE | POSITION TITLE | DEPARTMENT | CONTRACT/ APPOINTMENT DATES | FTE | SALARY |
|----------------------|----------------------|---|----------------------------|--|------------|---------------|
| Slepski, Matthew | APAS | Coordinator - Athletic Facility Operations | Athletic Facilities Rental | 4/17/2023 | 1.00 | \$40,000.00 |
| Lundgren, Keith | Excluded | Assistant Coach | Volleyball | 6/1/2023 | 1.00 | \$35,000.00 |
| Nolfi, Rocco* | Excluded | Special Assistant to the Executive Director of Athletics | Athletic Administration | 7/5/2023 | 1.00 | \$35,568.00 |
| McFadden, Colten | Externally Funded | Assistant Director Athletic Sales and Development | Athletic Administration | 4/17/2023 | 1.00 | \$47,500.00 |

**New Position*

YOUNGSTOWN STATE UNIVERSITY
ATHLETICS EMPLOYEES
PERSONNEL ACTIONS 4/16/2023 THROUGH 7/15/2023
SALARY ADJUSTMENTS

| EMPLOYEE NAME | EMPLOYEE TYPE | POSITION TITLE | DEPARTMENT | CONTRACT/ APPOINTMENT DATES | NEW FTE | NEW SALARY | OLD FTE | PREVIOUS SALARY |
|----------------------|----------------------|---------------------------------------|-------------------|--|--------------------|-----------------------|--------------------|----------------------------|
| Echevarria, Jesus | Excluded | Associate Head Coach | Volleyball | 7/1/2023 | 1.00 | \$56,100.00 | 1.00 | \$50,000.00 |
| Gorby, Brian | Excluded | Head Coach Track and Cross Country | Track - Men's | 7/1/2023 | 1.00 | \$74,969.98 | 1.00 | \$71,359.20 |
| Green, Joshua | Excluded | Assistant Coach Soccer | Soccer - Women's | 7/1/2023 | 1.00 | \$48,615.89 | 1.00 | \$42,662.64 |
| Hernandez, Ulises | Excluded | Head Coach Men's Tennis | Tennis - Men's | 7/1/2023 | 1.00 | \$42,923.74 | 1.00 | \$41,256.96 |
| Kuberski, Douglas | Excluded | Head Coach Bowling | Women's Bowling | 7/1/2023 | 1.00 | \$48,955.52 | 1.00 | \$46,597.68 |
| Markota, Michelle | Excluded | Co-Head Coach Cheerleading | Cheerleaders | 4/16/2023 | 0.50 | \$12,454.13 | 0.48 | \$11,830.44 |
| Morales, Arnaldo | Excluded | Assistant Coach Track and Field | Track - Men's | 7/1/2023 | 1.00 | \$44,313.31 | 1.00 | \$42,179.04 |
| Schneider, Jennifer | Excluded | Co-Head Coach Cheerleading | Cheerleaders | 4/16/2023 | 0.50 | \$12,454.13 | 0.48 | \$11,598.47 |
| Shrum, Brian | Excluded | Head Coach Soccer | Soccer - Women's | 7/1/2023 | 1.00 | \$71,420.55 | 1.00 | \$69,326.80 |
| Sopel, Mickael | Excluded | Head Coach Women's Tennis | Tennis - Women's | 7/1/2023 | 1.00 | \$58,723.34 | 1.00 | \$55,894.98 |
| Tomei, Megan | Excluded | Assistant Coach Track Field Throws | Track - Women's | 7/1/2023 | 1.00 | \$47,547.30 | 1.00 | \$45,257.40 |
| | | | | | | | | |

YOUNGSTOWN STATE UNIVERSITY
ATHLETIC EMPLOYEES
PERSONNEL ACTIONS 04/16/2023 THROUGH 07/15/2023
RECLASSIFICATIONS/POSITION ADJUSTMENTS

| EMPLOYEE NAME | NEW EMPLOYEE TYPE / OLD EMPLOYEE TYPE | NEW POSITION TITLE / OLD POSITION TITLE | NEW DEPARTMENT / OLD DEPARTMENT | CONTRACT/ APPOINTMENT DATES | NEW FTE / OLD FTE | NEW SALARY | PREVIOUS SALARY |
|----------------------|--|---|--|------------------------------------|--------------------------|-------------------|------------------------|
| Gallo, Timothy | APAS | University Sports Equipment Manager / Assistant Equipment Manager | Equipment Room | 5/16/2023 | 1.00 | \$ 52,600.48 | \$ 45,739.55 |
| Kotulock, Halle | Excluded | Assistant Coach/ Interim Head Coach | Lacrosse - Women's | 7/16/2023 | 1.00 | \$ 35,000.00 | \$ 51,000.00 |

YOUNGSTOWN STATE UNIVERSITY
ATHLETICS EMPLOYEES
PERSONNEL ACTIONS 4/16/2023 THROUGH 7/15/2023
PROMOTIONS

| EMPLOYEE NAME | NEW EMPLOYEE TYPE / OLD EMPLOYEE TYPE | NEW POSITION TITLE / OLD POSITION TITLE | DEPARTMENT | CONTRACT / APPOINTMENT DATES | FTE | NEW SALARY | PREVIOUS SALARY |
|----------------------|--|---|-------------------|-------------------------------------|------------|-------------------|------------------------|
| Schmidt, Robert | Excluded | Associate Athletics Director of Corporate Sponsorship & Athletic Marketing / Assistant Director Athletic Marketing & Promotions | Ticket Office | 6/1/2023 | 1.00 | \$ 71,000.00 | \$ 66,734.68 |
| Sumner, Chris | Excluded | Assistant Athletics Director of Corporate Sponsorship & Athletic Marketing / Assistant Director Athletic Sales & Events | Ticket Office | 6/1/2023 | 1.00 | \$ 65,000.00 | \$ 54,504.76 |
| Vargo, John | Excluded / APAS | Manager Corporate Hospitality & Group Sales / Coordinator Sales & Promotions | Ticket Office | 6/1/2023 | 1.00 | \$ 48,195.00 | \$ 45,900.00 |

YOUNGSTOWN STATE UNIVERSITY
ATHLETICS EMPLOYEES
PERSONNEL ACTIONS 4/16/2023 THROUGH 7/15/2023
MULTI YEAR CONTRACTS

| EMPLOYEE NAME | EMPLOYEE TYPE | POSITION TITLE | DEPARTMENT | CONTRACT/ APPOINTMENT DATES | NEW FTE | NEW SALARY | PREVIOUS SALARY |
|----------------------|----------------------|-----------------------------|--------------------|--|--------------------|-----------------------|----------------------------|
| Calhoun, Jerrod | Excluded | Head Coach Men's Basketball | Basketball - Men's | 4/1/2023 - 4/30/2028 | 1.00 | \$ 300,000.00 | \$ 213,847.43 |

**YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
2021-22 FINANCIAL ANALYSIS
EXPENDITURES**

MISSOURI VALLEY CONFERENCE / MVFC

| | Men's Basketball Expenses | Women's Basketball Expenses | Football Expenses | Total Expenses |
|-------------------|---------------------------------|-----------------------------------|----------------------|--------------------|
| Average | 3,045,081 | 1,548,783 | 4,921,543 | 21,464,453 |
| YSU | 1,708,158 | 1,179,769 | 4,230,772 | 17,773,159 |
| <i>Difference</i> | <i>(1,336,923)</i> | <i>(369,014)</i> | <i>(690,771)</i> | <i>(3,691,294)</i> |

MID AMERICAN CONFERENCE

| | Men's Basketball Expenses | Women's Basketball Expenses | Football Expenses | Total Expenses |
|-------------------|---------------------------------|-----------------------------------|----------------------|---------------------|
| Average | 2,338,827 | 1,692,467 | 8,815,901 | 30,084,607 |
| YSU | 1,708,158 | 1,179,769 | 4,230,772 | 17,773,159 |
| <i>Difference</i> | <i>(630,669)</i> | <i>(512,698)</i> | <i>(4,585,129)</i> | <i>(12,311,448)</i> |

HORIZON LEAGUE

| | Men's Basketball Expenses | Women's Basketball Expenses | Total Expenses | League Sponsored Sports |
|-------------------|---------------------------------|-----------------------------------|-------------------|-------------------------------|
| Average | 2,821,589 | 1,824,730 | 14,607,332 | 9,709,814 |
| YSU | 1,708,158 | 1,179,769 | 17,773,159 | 8,769,501 |
| <i>Difference</i> | <i>(1,113,431)</i> | <i>(644,961)</i> | <i>3,165,827</i> | <i>(940,313)</i> |

**YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
2021-22 FINANCIAL ANALYSIS
REVENUES**

MISSOURI VALLEY CONFERENCE / MVFC

| | Total Football Expenses | Total Earned Football Revenue | % of Earned Income vs. Total Expenses | Total Institutional Investment |
|-------------------|-------------------------------|--|--|--------------------------------------|
| Average | 4,921,543 | 1,154,966 | 23% | 3,766,577 |
| YSU | 4,230,772 | 2,197,700 | 52% | 2,033,072 |
| <i>Difference</i> | <i>(690,771)</i> | <i>1,042,734</i> | <i>29%</i> | <i>(1,733,505)</i> |

HORIZON LEAGUE – MEN’S BASKETBALL

| | Total Men’s Basketball Expenses | Total Earned Men’s Basketball Revenue | % of Earned Income vs. Total Expenses | Total Institutional Investment |
|-------------------|--|--|--|--------------------------------------|
| Average | 2,821,589 | 507,154 | 18% | 2,314,435 |
| YSU | 1,708,158 | 384,192 | 22% | 1,323,966 |
| <i>Difference</i> | <i>(1,113,431)</i> | <i>(122,962)</i> | <i>4%</i> | <i>(990,469)</i> |

HORIZON LEAGUE - TOTAL

| | Total Athletically Generated Revenue | Total Expenses | % of Income vs. Total Expenses | Total Institutional Investment |
|-------------------|---|-------------------|---|--------------------------------------|
| Average | 2,635,668 | 14,607,332 | 18% | 11,971,664 |
| YSU | 4,776,674 | 17,773,159 | 27% | 12,996,485 |
| <i>Difference</i> | <i>2,141,006</i> | <i>3,165,827</i> | <i>9%</i> | <i>1,024,821</i> |

YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
2021-22 FINANCIAL ANALYSIS

MVFC / MID AMERICAN / HORIZON LEAGUE

| | 2021-22 Unallocated Expenses | 2021-22 Total Expenses |
|-------------------|------------------------------------|------------------------------|
| Average | 6,463,842 | 22,339,764 |
| YSU | 3,927,285 | 17,773,159 |
| <i>Difference</i> | <i>(2,536,557)</i> | <i>(4,566,605)</i> |

| | Spending Per Student- Athlete | Spending Per Student-Athlete (Less Scholarships) | Institutional Funding Per Student-Athlete |
|-------------------|----------------------------------|---|--|
| MVFC Average | 46,808 | 35,161 | 30,114 |
| YSU | 35,546 | 24,583 | 25,553 |
| <i>Difference</i> | <i>(11,262)</i> | <i>(10,578)</i> | <i>(4,561)</i> |
| MAC Average | 66,521 | 49,116 | 44,567 |
| YSU | 35,546 | 24,583 | 25,553 |
| <i>Difference</i> | <i>(30,975)</i> | <i>(24,533)</i> | <i>(19,014)</i> |

YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
2021-22 FINANCIAL ANALYSIS

MVC / MID AMERICAN / HORIZON LEAGUE

| Men's Sports | YSU Rank | Total Sponsored | | Peer Average Expenses | YSU Expenses | Difference |
|---------------------|-----------------|------------------------|--|------------------------------|---------------------|--------------------|
| Baseball | 18 | 21 | | 1,018,478 | 780,515 | (237,963) |
| Basketball | 26 | 27 | | 2,641,755 | 1,708,158 | (933,597) |
| Track & Field | 6 | 16 | | 588,698 | 628,310 | 39,612 |
| Football | 15 | 18 | | 7,480,066 | 4,230,772 | (3,249,294) |
| Golf | 16 | 20 | | 305,214 | 206,037 | (99,177) |
| Swimming | 8 | 11 | | 427,449 | 370,875 | (56,574) |
| Tennis | 10 | 11 | | 346,360 | 231,762 | (114,598) |
| Total Men | | | | 12,808,020 | 8,156,429 | (4,651,591) |

| Women's Sports | YSU Rank | Total Sponsored | | Peer Average Expenses | YSU Expenses | Difference |
|-----------------------|-----------------|------------------------|--|------------------------------|---------------------|-------------------|
| Basketball | 27 | 27 | | 1,710,619 | 1,179,769 | (530,850) |
| Bowling | 1 | 1 | | - | 309,494 | 309,494 |
| Track & Field | 11 | 26 | | 737,469 | 821,130 | 83,661 |
| Golf | 15 | 23 | | 330,101 | 292,095 | (38,006) |
| Lacrosse | 4 | 5 | | 501,501 | 536,107 | 34,606 |
| Soccer | 20 | 27 | | 738,829 | 602,321 | (136,508) |
| Softball | 22 | 24 | | 786,453 | 563,234 | (223,219) |
| Swimming | 16 | 20 | | 655,965 | 421,856 | (234,109) |
| Tennis | 13 | 18 | | 420,540 | 333,892 | (86,648) |
| Volleyball | 21 | 26 | | 767,028 | 629,547 | (137,481) |
| Total Women | | | | 6,648,505 | 5,689,445 | (959,060) |

YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS
FOOTBALL

| | MVFC RANK TOTAL EXPENSES | MVFC RANK TOTAL SALARIES | TOTAL # OF MVFC INSTITUTIONS IN SURVEY | % OF TOTAL ATHLETIC DEPARTMENT BUDGET |
|---------|--------------------------------|--------------------------------|---|--|
| 2021-22 | 8 | 8 | 11 | 26% |
| 2020-21 | 6 | 7 | 11 | 29% |
| 2019-20 | 6 | 7 | 11 | 27% |
| 2018-19 | 6 | 6 | 11 | 26% |
| 2017-18 | 6 | 6 | 11 | 26% |
| 2016-17 | 5 | 4 | 10 | 27% |
| 2015-16 | 5 | 4 | 10 | 27% |
| 2014-15 | 2 | 4 | 10 | 27% |
| 2013-14 | 3 | 3 | 10 | 28% |
| 2012-13 | 3 | 1 | 10 | 30% |
| 2011-12 | 2 | 1 | 10 | 30% |
| 2010-11 | 3 | 1 | 10 | 29% |
| 2009-10 | 3 | 1 | 9 | 27% |
| 2008-09 | 4 | 4 | 9 | 26% |
| 2007-08 | 4 | 4 | 9 | 24% |
| 2006-07 | 4 | | 9 | 26% |
| 2005-06 | 3 | | 7 | 26% |
| 2004-05 | 1 | | 7 | 26% |
| 2003-04 | 1 | | 7 | 26% |
| 2002-03 | 1 | | 7 | 26% |
| 2001-02 | 2 | | 7 | 24% |
| 2000-01 | 1 | | 7 | 24% |

Note: The Total # of MVFC Institutions in Survey figure represents the number MVFC that we received their NCAA Financial Report and not necessarily when each institution entered the conference. The original 7 institutions include Illinois State, Indiana State, Missouri State, Northern Iowa, Western Illinois, and Youngstown State. North Dakota State and South Dakota State began competing in 2008. South Dakota entered the conference in 2012 and North Dakota followed in 2020.

Note: The rankings above are based upon the NCAA Financial Report. For an unknown reason, some institutions report different figures on this report than they report on the EADA Survey. This difference can change our ranking from one table to the next in this presentation.

YOUNGSTOWN STATE UNIVERSITY
INTERCOLLEGIATE ATHLETICS

| | YSU HORIZON LEAGUE MCCAFFERTY FINISH | TOTAL # OF HORIZON LEAGUE INSTITUTIONS | TOTAL MCCAFFERTY POINTS SCORED BY YSU |
|---------|--|--|---|
| 2022-23 | 1 | 11 | 56 |
| 2021-22 | 2 | 12 | 52 |
| 2020-21 | 1 | 12 | 45 |
| 2019-20 | COVID | COVID | COVID |
| 2018-19 | 4 | 10 | 37 |
| 2017-18 | 5 | 10 | 30 |
| 2016-17 | 2 | 10 | 44 |
| 2015-16 | 4 | 10 | 34 |
| 2014-15 | 3 | 9 | 45 |
| 2013-14 | 2 | 9 | 43 |
| 2012-13 | 7 | 9 | 31 |
| 2011-12 | 10 | 10 | 23 |
| 2010-11 | 8 | 10 | 17 |
| 2009-10 | 8 | 10 | 17 |
| 2008-09 | 8 | 10 | 22 |
| 2007-08 | 6 | 10 | 26 |
| 2006-07 | 9 | 9 | 14 |
| 2005-06 | 5 | 9 | 30 |
| 2004-05 | 8 | 9 | 26 |
| 2003-04 | 9 | 9 | 20 |
| 2002-03 | 7 | 9 | 22 |
| 2001-02 | 8 | 9 | 15 |

NAME, IMAGE, AND LIKENESS (NIL) AT YSU:

Total NIL Earnings (each year defined as July 1-June 30):

2023-24: \$451,441.36 -> 264% increase

2022-23: \$124,011.66 -> 144% increase.

2021-22: \$50,689.68

Total: \$626,142.70

Total NIL earnings by sport since July 1, 2021:

Men's Basketball: \$330,209.33

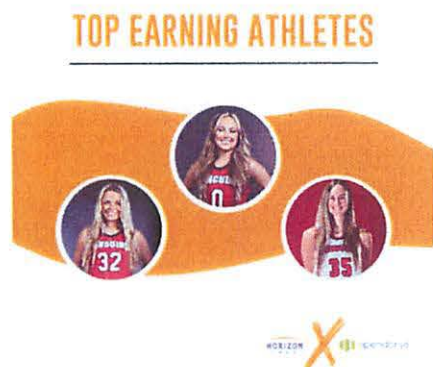
Football: \$216,963.00

Women's Basketball: \$58,355.15

All Other Sports: \$20,615.22

YSU Success Amongst Peers:

Per information provided by YSU's NIL partner, Opendorse, YSU student-athletes earn far more on average than their league peers. YSU was recognized by the Horizon League/Opendorse as the top earning school in 2022-23 while the top 3 individual earning athletes all were YSU student-athletes. Other information provided by Opendorse, shows that YSU Men's Basketball, Football, and Women's Basketball student-athletes earn much higher than the top average earners amongst their conference peers and in football's case, the entire FCS.



The Penguin Collective:

The Penguin Collective is a 3rd party entity, separate from YSU Athletics, that was established to enhance NIL opportunities for YSU student-athletes. The Penguin Collective has done a tremendous job of fundraising in the 7 months since their launch earlier this year. The Penguin Collective has disbursed \$455,783.33 to YSU student-athletes thus far and has helped YSU gain notoriety as one of the best "mid-major" Division 1 schools when it comes to NIL.