

Governance, Administration and Athletics Committee

December 2018

RADFORD UNIVERSITY

Board of Visitors

RADFORD UNIVERSITY

Board of Visitors

GOVERNANCE, ADMINISTRATION AND ATHLETICS COMMITTEE MEETING

3:30 P.M. **

DECEMBER 6, 2018

MARY ANN JENNINGS HOVIS MEMORIAL BOARD ROOM

THIRD FLOOR, MARTIN HALL, RADFORD, VA

DRAFT **AGENDA**

- **CALL TO ORDER** Dr. Rachel D. Fowlkes, *Chair*
- **APPROVAL OF AGENDA** Dr. Rachel D. Fowlkes, *Chair*
- **APPROVAL OF MINUTES** Dr. Rachel D. Fowlkes, *Chair*
 - October 2, 2018
- **REPORTS**
 - Information Technology Report Mr. Danny M. Kemp, *Vice President for Information Technology and Chief Information Officer*
 - Highlights of Major Accomplishments
 - Current Initiatives
 - Future Initiatives
 - Intercollegiate Athletics Report Mr. Robert G. Lineburg, *Director of Intercollegiate Athletics*
 - Student-Athlete Experience
 - Culture
 - Academic Excellence
 - Competitive Excellence
 - Resource Development
 - Branding
 - Special Event
- **OTHER BUSINESS** Dr. Rachel D. Fowlkes, *Chair*
 - Name of Committee
- **ADJOURNMENT** Dr. Rachel D. Fowlkes, *Chair*

**** All start times for committees are approximate only. Meetings may begin either before or after the listed approximate start time as committee members are ready to proceed.**

Committee Members

Dr. Rachel D. Fowlkes, Chair

Ms. Georgia Anne Snyder-Falkinham, Vice-Chair

Dr. Thomas Brewster

Mr. Gregory A. Burton

Ms. Lisa Throckmorton

December 2018 Meeting Materials

RADFORD UNIVERSITY

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Information Technology Report

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Agenda

- **Highlights of Major Accomplishments**
- **Current Initiatives**
- **Future Initiatives**

Project Categorization

Strategic

VS

Operational

- Shapes the organization and its resources

- Responsibility of senior management

- Creates a unique product or service

- Concerned with long term success of the organization

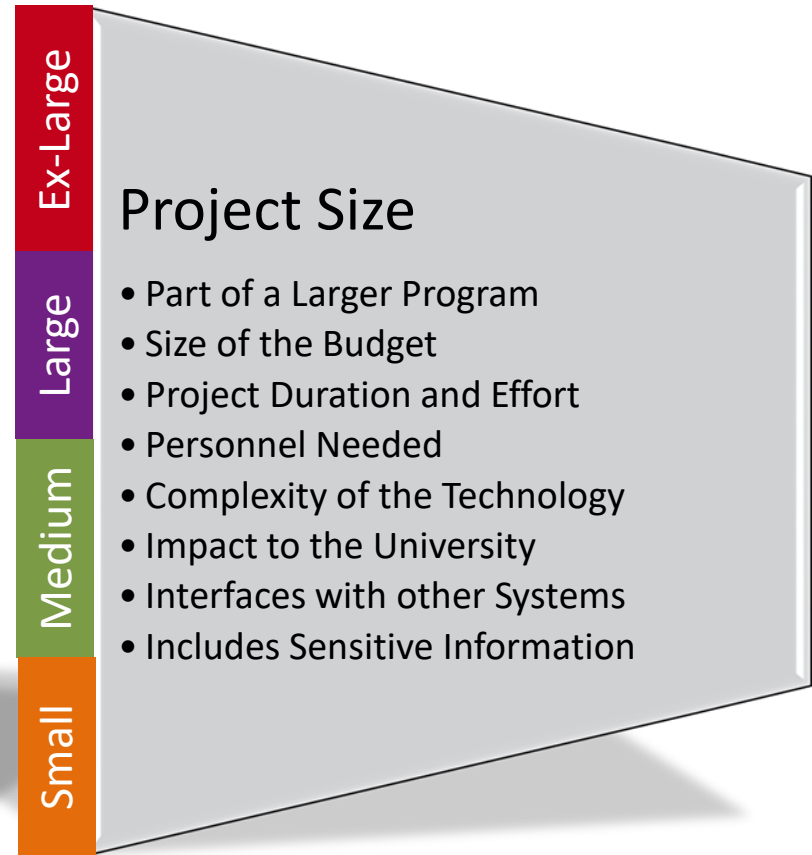
- Sustains the organization with necessary modifications

- Responsibility of functional managers

- Continuous or repetitive

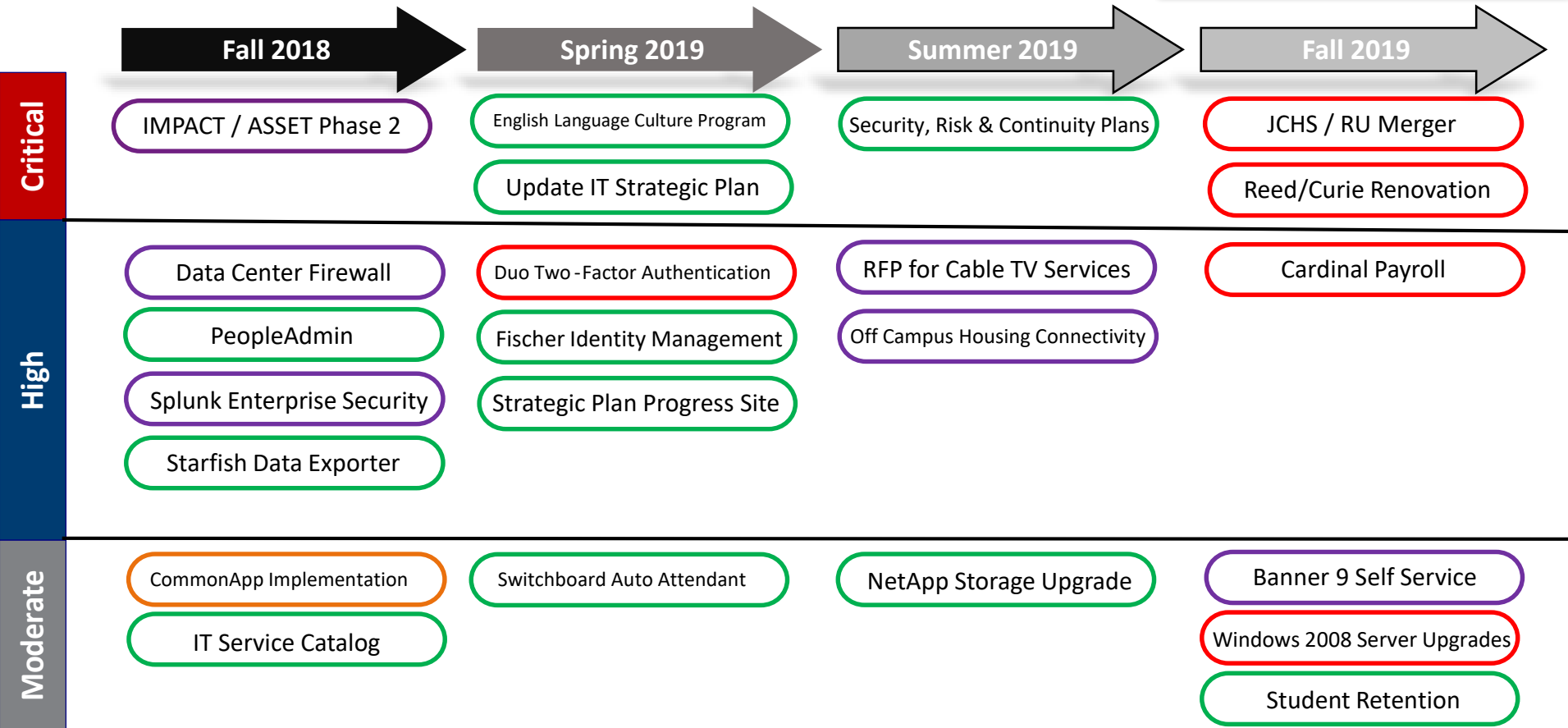
- Concerned with immediate needs of business functions

Project Assessment

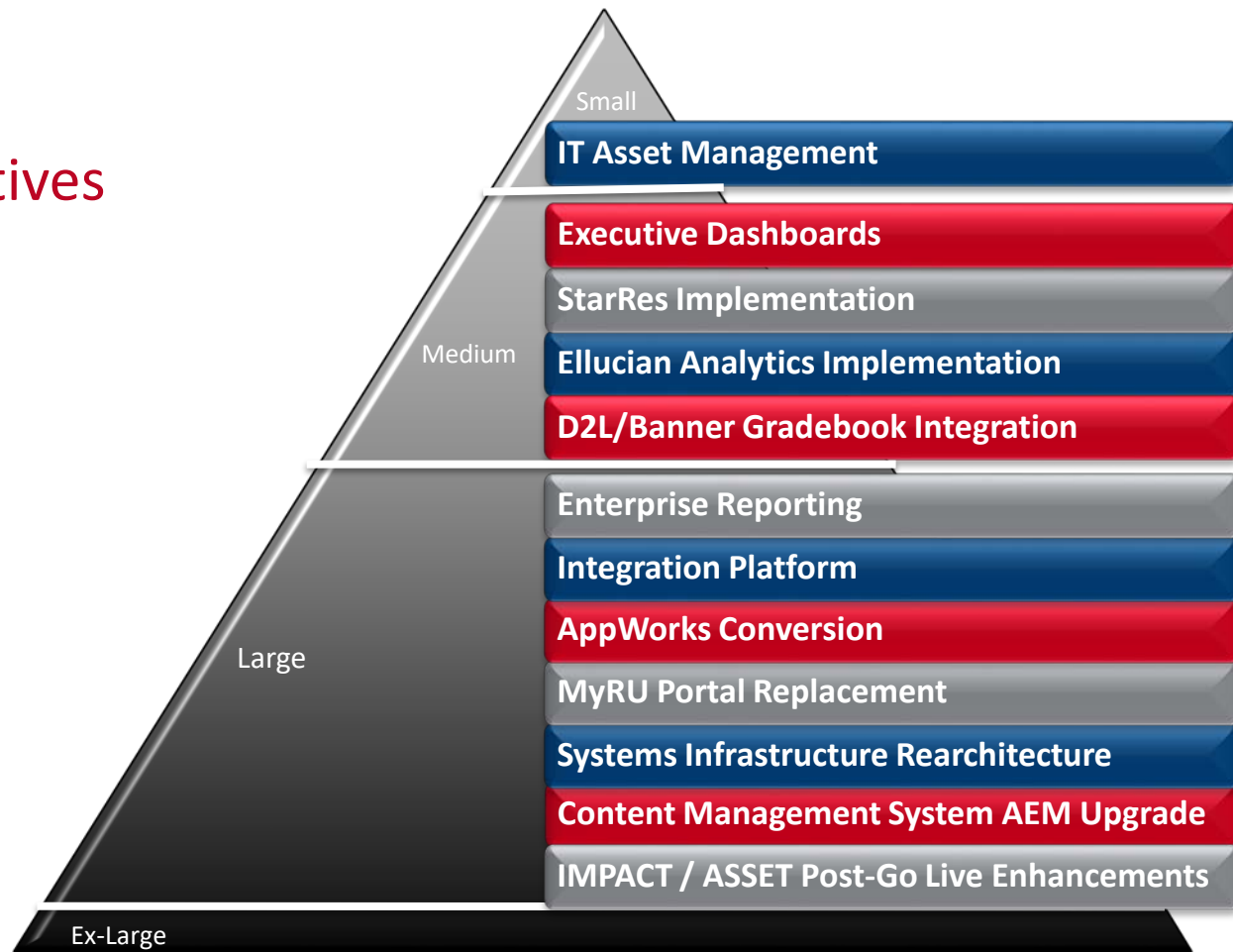


Current Initiatives

Projected Completion Timeline



Future Initiatives



Discussion

Division of Information Technology (DoIT)

Highlights of Major Accomplishments

August 18, 2018 – November 9, 2018

Duo Two-Factor Authentication

- A major phase of the Duo two-factor authentication project was successfully completed with a current enrollment of over 11,950 accounts.
- Mandatory enrollment for faculty, staff and retirees was enabled on October 23, 2018.
- A campaign to encourage alumni enrollment is underway before the mandatory alumni enrollment deadline of December 4, 2018.
- Planning for securing the VPN, club accounts and other systems is in progress.

Service Catalog Project Update

- A project to update, enhance and improve the DoIT Service Catalog is underway.
- Categories for existing services have been updated and others created for new services.
- Planning is underway for the new Service Catalog to be available in ServiceNow with links from IOneStop and the DoIT website.

Project Management Support

- The utilization of the Zoho Projects tool continues to grow with over 100 active projects and 93 users including IT and non-IT users across campus.
- New features and customizations were added to enhance the flexibility and better serve the needs of project managers.
- Zoho training sessions and support continued as new users were added to the tool.
- A new project was added to Zoho to support the IT Subcommittee for the JCHS/RU Merger project.
- The JCHS/RU Merger IT Subcommittee members were given access to the project for easier management of tasks in a central location.

IMPACT Program Technology Enhancements

- Enterprise Systems continues to work toward full automation of the admissions and registration processes.
- Hardware upgrades to the IMPACT CypherPath virtualization server were completed - adding memory and a second CPU to support an increase in CyberSecurity students.
- Development work continues on the automation of user account creations and student enrollments in D2L.

Banner 9

- Banner 9 Administrative Pages went live September 24 with minimal issues.
- End user training on Banner 9 Administrative Pages continues through December 2018.

English Language Culture Program

- Planning has begun to design IT processes for the implementation of the new English Language Culture Institute.

Online Employee Giving Page

- A new Banner Self Service form for online employee gifts and payroll deductions was released.
- This new process automates the employee payroll deduction processes for employee giving.

Common App Integration

- Common App processing has been automated for fall 2019 applications.

Accommodate System Implementation

- In conjunction with the Center for Accessibility Services, Simplicity Accommodate has been implemented for student case management.
- Accommodate will be used for spring 2019 students.

Student Success

- In conjunction with the Office of Student Success and Retention, Enterprise Systems created an online form to document student decisions to cancel their registration.

Technology for Nursing Simulation Center

- Completed the installation and setup of technology in the new Nursing Simulation Center facility in Cook Hall.

AV Installations for McConnell Harvey Knowledge Center

- Installed 10 televisions with laptop video connections for breakout spaces.
- Installed 2 large 80-inch displays with laptop and wireless connections for collaboration spaces.

AV Installation for McConnell Center for Innovative Teaching and Learning

- Installed AV classroom equipment for training room.
- Installed 2 large displays with laptop and wireless connections.
- A Zoom web conferencing cart was constructed with a large display, camera, computer and speakers to service as a mobile video conferencing system.

WVRU Radio Station Anniversary Celebration

- Celebrated WVRU's 40th Anniversary, October 20, 2018 with a number of events and activities during Homecoming weekend.

Identity Services and Audit Compliance

- Completed the annual EDUCAUSE Core Data survey including modules and metrics for: IT Organization, Staff and Finance; Educational Technology Services; Information Security; Information Systems and Applications; and Capability and Technology Deployment.
- Completed annual eVA User Security Audit and submitted certification report to the Commonwealth eVA Global Security Office.
- Submitted the Level II expenditure report to VITA per Level II operating requirements.
- Implemented a new role in the Identity Management system to support IMPACT students for access to portal and other technology services.

Video Conferencing

- Upgrades to the Kyle Hall 63 classroom have been completed providing an immersive Zoom video conferencing room configuration that allows the instructor to comfortably interact with both local and remote participants. This system includes a state of the art tracking camera that follows lecturers as they move around the room. Six displays provide a quick visual of distant participants as well lecture content from both the instructor and student perspectives.
- Radford University streamed video to Martinsville and Abingdon for the Substance Use Disorders in SWVA conference.

Technology Support Services Statistics

- Processed 5,014 support requests between August 18 and November 9.
- 48 technology-training workshops were offered, providing faculty and staff with opportunities to enhance their technology skills.
- 1,720 web enabled video meetings were conducted between August 18 and November 9.

Printing Services

- Largest job: Admissions Highlander Day invitations which consisted of an oversized UV coated card - total cards/postcards printed: over 126,000.
- Supported other major events with numerous printed pieces for Fall Opening/Move-in, Highlander Festival, and Homecoming.
- Supported numerous ongoing Advancement initiatives and the Momentous Occasion with both confidential and highly visible print collateral.

Server Firewall Replacement Project

- The Banner ERP environment including front end and database servers were moved behind the server firewall in September providing enhanced security for this critical environment.

Off-Campus Apartment Network

- Coordinated with Shentel the installation and support of Cable TV and wireless Internet connectivity for the RU provided off-campus housing.

Internet Router Upgrade

- Two campus Internet routers were upgraded to new hardware.

University Network Storage

- Increased Radford's network attached storage environment at the Virginia Tech datacenter.
- Replaced equipment that was reaching end of manufacture support.
- Upgraded storage controller at Virginia Tech to the latest operating system version.

LDAP Integration into Unix Account Management

- In preparation for the transition to the new Identity Management System, the code for the distribution of Unix account files has been rewritten to incorporate LDAP groups as a source of authority.

Email Anti-Phishing and Anti-Spoofing

- New processes have been developed, tested, and implemented to help reduce the ever-increasing volume of phishing email messages.
- New rules were put in place to identify and quarantine high-risk messages.
- A new methodology has also been implemented to identify messages with a high probability of being spoofed as a spear-phishing attempt and has proven very effective.

Dormant Web Sites on the PHP Web Server Removed

- Several dormant web sites were taken offline to remove outdated and potentially vulnerable web sites.

Decommissioning of Legacy Campus Web Server

- The legacy campus web server, infolink, was still serving a role to manage account quotas on the old H: drive storage system. With the completion of the H: drive migrations, this service was no longer required and the server was archived and decommissioned.

Library VMware Integration

- Migrated the Library virtualization storage environment to the DoIT infrastructure
- Integrated the Library VMware cluster into DoIT's virtualization management environment
- Decommissioned several physical machines and virtual machines from Library's infrastructure to streamline operations within DoIT.

Security Logging

- Continued to re-architect the security logging system to one that is more stable and usable using Splunk Enterprise Security.

Business Continuity Document Refresh

- DoIT is working to refresh business continuity documents. This refresh will include updates to the Business Impact Analysis (BIA), Disaster Recovery Strategy and Plans, and the Risk Assessment. The goal is to update these documents to reflect current system information and simplify the documents so they are easy to understand and maintain.

Data Loss Prevention

- The Identity Finder data loss prevention tool is being piloted to identify personal identifiable information (PII) such as social security numbers, banking and financial information stored on local computers.
- Plans are underway to expand the use of this tool in other offices that process sensitive information.

Phishing Awareness

- Conducted a phishing campaign targeting Radford University students to increase awareness of common job scams and how to spot phishing emails. The email went to 9,114 students and 1,442 clicked the link; of those who received the email, 58 students reported it to DoIT. If a student clicked the link, they were taken to a DoIT webpage with information on how to identify similar phishing emails.
- Plans are underway to send another fake phishing email in the future to further increase awareness of common phishing techniques.

Vulnerability Scanning and Remediation

- Vulnerability scans are being performed weekly against Radford University servers and critical infrastructure. These scans identify vulnerabilities in applications and operating systems, providing guidance on how to remediate these vulnerabilities before they are exploited by attackers.

Intercollegiate Athletics

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Agenda

- Student-Athlete Experience
- Culture
- Academic Excellence
- Competitive Excellence
- Resource Development
- Branding
- Special Event

Student-Athlete Experience

Outreach and Service

- Fear 2 Freedom
- Radford Gives Back Food Drive -
Collected Over 1,200 Food Items
- Big South Conference SAAC Members Participate
in Hurricane Florence Fund Drive

Leadership

- Jenny Davis, Women's Lacrosse, and Laney Corbin,
Women's Basketball, Participated in Big South Conference
Student-Athlete Leadership Retreat in Charlotte
- Jessica Wollmann, Women's Soccer, Nominated for the
Prestigious John Wooden Citizenship Cup Award



Culture

- EADA Report Submitted October 15, 2018 - Compliance with Title IX
- National Letter of Intent Signing Day - November 14, 2018
- Strategic Plan



Academic Excellence

Big South All-Academic Team

Juan Cisneros - Men's Cross Country

Percie Lyons - Women's Cross Country

Ben Thiss - Men's Soccer

Valerie Gonzalez - Volleyball

Big South Scholar-Athlete of the Year

Jessica Wollman - Women's Soccer



Competitive Excellence

Men's Soccer

Amadou Macky Diop – First Team All-Big South
and Co-Freshman of the Year

Kieran Roberts – First Team All-Big South

Myles York – Second Team All-Big South

Victor Valls – Second Team All-Big South

Sam Farrell – Freshman All-Big South

Thure Ilgner – Freshman All-Big South



Women's Soccer

Coach Ben Sohrabi – Coach of the Year

Jasmine Casarez – Attacking Player of the Year

Jordan Lundin – First Team All-Big South

Nelia Perez – First Team All-Big South

Kayla Thomas – First Team All-Big South and All-
Freshman Team

Jane Everett – Second Team All-Big South

Courtenay Kaplan – Second Team All-Big South

Reese Degan – Freshman All-Big South

Helena Gonzalez – Freshman All-Big South

Competitive Excellence

Volleyball

Stephanie Neast - First Team All-Big South

Mallory McKnight - First Team All-Big South

Haley Kleespies - Second Team All-Big South

Valerie Gonzalez - Honorable Mention

Grace Green - Freshman All-Big South

Men's and Women's Basketball

- Both programs selected as 2018-19 Big South Conference Preseason Favorites
- Senior forward Ed Polite Jr. named to the Big South Preseason All-Conference First Team and redshirt sophomore guard Carlik Jones placed on the Big South Preseason All-Conference Second Team
- Senior forward/guard Destinee Walker named to the Big South Preseason All-Conference First Team and redshirt junior Lydia Rivers placed on the Big South Preseason All-Conference Second Team



Resource Development

2018-2019 Fund Drive Year:

- Total New Pledges and Gifts to Highlander Club \$186,120
- Membership in Highlander Club 408 members



Resource Development

Radford Sports Properties Revenue Update (2018-19):

- Overall Revenue: \$335,340 (\$244,340 cash, \$91,000 trade)
- Overall Percentage to Budget: 87% (\$385,000)
- Cash Revenue Target: 84% (\$290,000)
- Trade Revenue Target: 96% (\$95,000)



Branding

- Launch of Heritage Collection
- Facility Branding
 - Hall of Fame
 - Third Floor Administrative Hallway
 - Player Banners Dedmon
- ESPN+ to Stream All Home Men's and Women's Basketball Games
- Men's Basketball vs. Gardner-Webb - ESPNU January 17, 2019



Special Event

Winter Celebration- Men's and Women's Basketball Alumni Weekend
February 23, 2019



Discussion

October 2018 Minutes

RADFORD UNIVERSITY

Board of Visitors

GOVERNANCE, ADMINISTRATION AND ATHLETICS COMMITTEE MEETING

3:45 P.M.

October 2, 2018

MARY ANN JENNINGS HOVIS MEMORIAL BOARD ROOM

THIRD FLOOR, MARTIN HALL, RADFORD, VA

DRAFT
MINUTES

COMMITTEE MEMBERS PRESENT

Dr. Rachel D. Fowlkes, Chair
Ms. Georgia Anne Snyder-Falkinham, Vice-Chair
Dr. Thomas Brewster
Ms. Lisa Throckmorton

COMMITTEE MEMBER ABSENT

Mr. Gregory A. Burton

OTHER BOARD MEMBERS PRESENT

Mr. Robert A. Archer
Dr. Jay A. Brown
Ms. Krisha Chachra
Ms. Karyn K. Moran
Ms. Nancy A. Rice
Ms. Myriah Brooks, Student Representative

OTHERS PRESENT

Ms. Stephanie Ballein, Senior Associate Athletic Director
Ms. Sharon Barrett, Director of Athletics and Auxiliary Business Services
Mr. Scott Bennett, Assistant Athletics Director for Sport Performance
Ms. Lisa Blackwell, Director of Enterprise Systems
Ms. Kenna Colley, Interim Provost
Mr. Scott Davis, Associate Athletic Director
Mr. Cory Durand, Associate Athletic Director for External Operations
Mr. Chad Hyatt, Assistant Athletics Director for Sports Medicine
Dr. Angela Joyner, Executive Director of Career Services
Mr. Eric Lovik, Director of Institutional Research
Ms. Margaret McManus, University Auditor
Mr. Ed Oakes, Associate Vice President for Information Technology
Ms. Ashley Schumaker, Chief of Staff, Office of the President
Mr. Andrew Travis, Information Security Officer
Mr. Allen Wilson, Senior Assistant Attorney General, Commonwealth of Virginia
Other Radford University faculty and staff

CALL TO ORDER

Dr. Rachel D. Fowlkes, Chair, formally called the Governance, Administration and Athletics Committee meeting to order at 4:12 p.m. in Mary Ann Jennings Hovis Memorial Board Room in Martin Hall.

APPROVAL OF AGENDA

Dr. Fowlkes, Chair, asked for a motion to approve the October 2, 2018 agenda, as published. Ms. Georgia Anne Snyder-Falkinham so moved, Ms. Lisa Throckmorton seconded, and the motion carried unanimously.

APPROVAL OF MINUTES

Dr. Fowlkes asked for a motion to approve the minutes of the May 3, 2018 meeting of the Governance, Administration and Athletics Committee, as published. Ms. Georgia Anne Snyder-Falkinham so moved, Ms. Throckmorton seconded, and the motion carried unanimously.

INFORMATION TECHNOLOGY REPORT

Mr. Danny M. Kemp, Vice President for Information Technology and Chief Information Officer, briefed the Committee on the current information security projects, which included: Duo Two-Factor Authentication; Updating Information Security Standard; JCHS/RU Merger; Publishing the Incident Response Guide (CSIRT); Implementing Splunk Enterprise Security; Updating System Diagrams; Implementing Identity Finder; PHP/ASP Account/Site Review and Cleanup; Vulnerability Scanning and Remediation; and Updating Business Impact Analysis and Disaster Recover Plans (BIA/DRP).

Mr. Kemp presented the information security's most recent accomplishments and introduced the committee to Mr. Andrew Travis, Information Security Officer.

Mr. Kemp updated the Committee on the multi-function devices noting that a five-year contract with Virginia Business Systems was signed. One hundred and sixty-eight BizHub copiers across campus were replaced with Xerox devices. PaperCut was also implemented to help reduce unneeded prints jobs and minimize costs. An update was given on the Duo Two-Factor Authentication noting as of today 4,890 users are enrolled in Duo. All users are required to be enrolled by October 23, 2018.

Mr. Kemp showed a short video and gave an update on Banner 9. Banner 9 is being upgraded in stages with Administrative pages being first. The administrative pages were moved to production on September 24, 2018. End user training began in August during OurTurn and training will continue through fall 2018. Ms. Lisa Blackwell, Director for Enterprise Systems, was introduced to the Committee. Mr. Kemp thanked Lisa and other departments on campus for their hard work on the Banner 9 upgrade. A copy of Mr. Kemp's report is attached hereto as ***Attachment A*** and is made a part of hereof.

INTERCOLLEGIATE ATHLETICS REPORT

Mr. Robert Lineburg, Director of Athletics, introduced Mr. Scott Bennett, Assistant Athletics Director for Sports Performance, and Mr. Chad Hyatt, Assistant Athletics Director for Sports Medicine. Mr. Bennett and Mr. Hyatt spoke about on the importance of ensuring the health and safety for student athletes and creating an environment that promotes the health, safety and well-being of the student-athlete.

Mr. Lineburg pointed out the academic excellence of the student-athletes noting that 32 students had a

perfect 4.0 in spring 2018, and 121 students were on the Dean's List with an overall department GPA of 3.1. In competitive excellence, Radford ranks fourth in the Big South Sasser Cup. In the Big South Conference Poll, men's soccer was second, women's soccer was fourth, volleyball was second, and both the men's and women's cross-country teams were selected inside the top six.

Mr. Lineburg released the goals for the 2019-2020 fund drive with a \$1.2 million goal for new pledges and gifts to the Highlander Club and a goal of 1,500 members in the Radford Athletics Club. In branding, the new Heritage Collection will be launched this fall.

Mr. Lineburg noted that on October 19, 2018 four new members would be introduced into the Radford University Athletics Hall of Fame- Dr. Donald N. Dedmon, Ms. Nikki Porter, Mr. Denny Van Pelt and Ms. Jackie Clouse Snell. A copy of Mr. Lineburg's report is attached hereto as **Attachment B** and is made a part of hereof.

ADJOURNMENT

With no further business to come before the committee, Dr. Fowlkes, Chair, asked for a motion to adjourn. Ms. Georgia Anne Snyder-Falkinham made the motion and Ms. Lisa Throckmorton seconded. The meeting adjourned at 4:49 p.m.

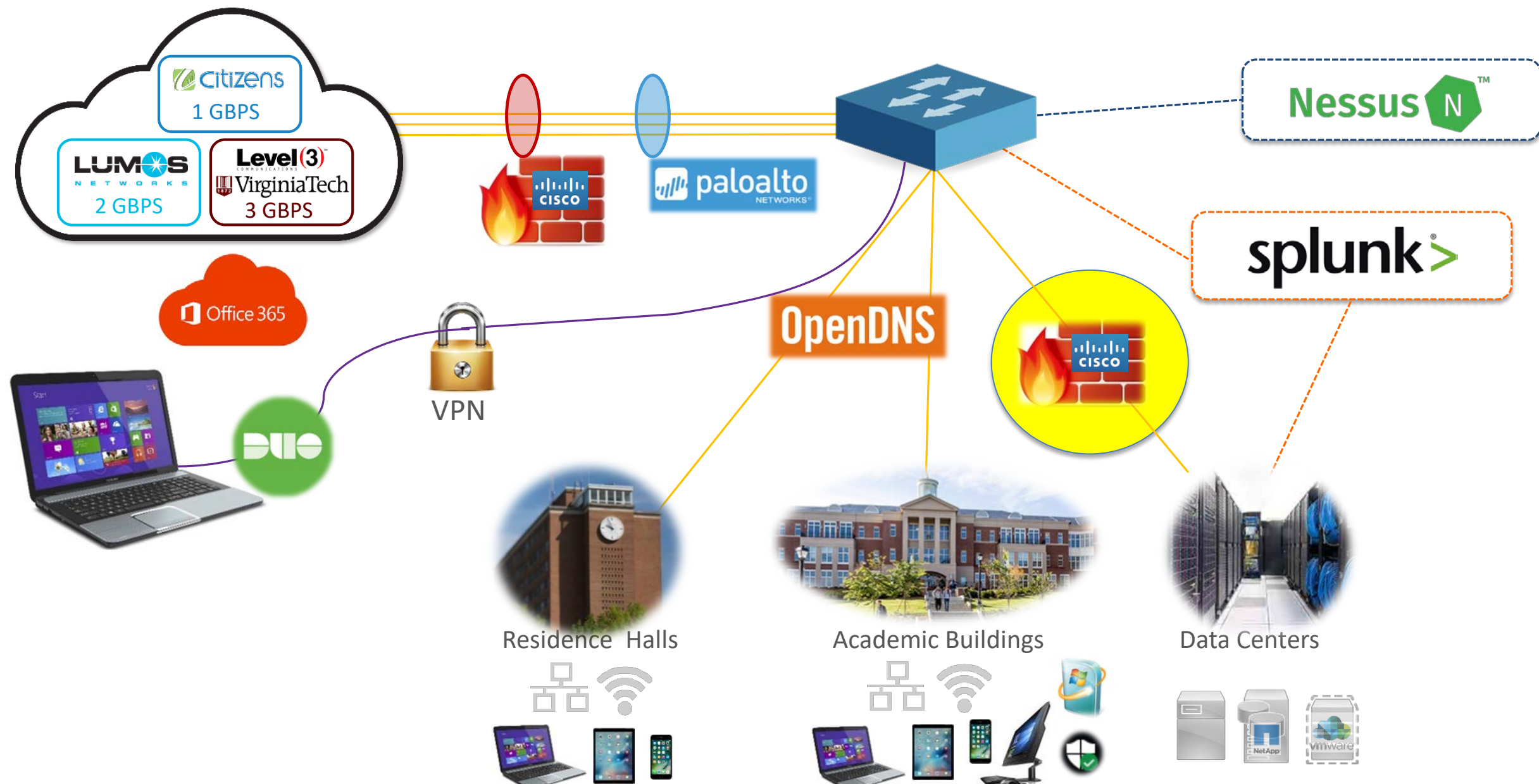
Respectfully submitted,

Sharon Ratcliffe

Executive Assistant to the Vice President for information Technology

Agenda

- Information Security Update
- Multi-Function Device Update
- Banner 9 Update
- Highlights since April 2018



Information Security - Current Projects

Project	Start Date	End Date
Implement Duo Two-Factor Authentication	9/25/17	Fall 2018
Update Information Security Standard	5/1/18	Fall 2018
JCHS/RU Merger	6/25/18	Fall 2019
Publish Incident Response Guide (CSIRT)	7/9/18	Fall 2018
Implement Splunk Enterprise Security	7/23/18	Fall 2018

Information Security - Current Projects

Project	Start Date	End Date
Update System Diagrams	8/1/17	Summer 2019
Implement Identity Finder	9/26/17	Summer 2019
PHP/ASP Account/Site Review & Cleanup	7/2/18	Fall 2018
Vulnerability Scanning & Remediation	7/18/18	Fall 2018
Update Business Impact Analysis and Disaster Recover Plans (BIA/DRP)	7/18/18	Summer 2019

Information Security: Recent Accomplishments

- Completed the first phase setup of a Security Incident and Event Monitor (SIEM) system with Splunk Enterprise Security
- Updated the third-party vendor review procedure to ensure we adequately assess the risk of hosted systems and maintain the documents needed to satisfy an audit
- Segmented the student network and printers from the faculty/staff network to increase security and control access between the different user groups

Information Security: Duo Two-Factor Authentication

- The Duo two-factor authentication project is on track with a requirement for all users (faculty, staff, students, alumni) to be enrolled by October 23, 2018.
- As of September 24, 2018, we have 3,107 users enrolled in Duo.
- DoIT has held multiple information sessions with academic and administrative departments.
- A Duo website was created with an overview of the project and links to documentation.
- More than 30 articles were added to ITOneStop Knowledge Base to assist with enrollment, authentication and frequently asked questions.
- University Relations created a short video and digital signage content to illustrate how to enroll in Duo and why we are taking advantage of two-factor authentication; the video will be shared on social media and the main website.
- We will continue to have information sessions to aid in the adoption of Duo for our campus community.



Multi-Function Device (MFD) Update

- Five-year contract with Virginia Business Systems
- 168 BizHub MFD's (Copiers) replaced with Xerox devices. (July / August)
- Monthly Fixed Cost + Per Page Cost
- Training ongoing through the Fall semester
- Enhanced User Interface
- Touch Screen "App" functionality for future flexibility
- PaperCut implemented to help reduce unneeded print jobs and minimize accidental color printing
- printreleaf reforestation planting of one tree for every 8,333 sheets of paper



Banner 9 Update

 ellucian.

- Radford University is upgrading in stages with Administrative Pages being first.
- Banner 9 project team continues to meet to ensure smooth transition.
- Team consists of both technical and functional area representatives.
- Production servers are deployed and optimized for performance by the database and infrastructure teams.
- Multiple system installs, configurations and upgrades have been completed to ensure the new development and production environments are fully secure and functional.
- Testing has been completed.
- End user training that began at August Our Turn was well attended and well received.
- Training will continue throughout Fall 2018.
- **Banner 9 Administrative Pages were moved to production - September 24, 2018.**
- Banner 8 INB is no longer be available for general use.
- Banner 8 Self Service Banner will not change at this time.

Agenda

- Student-Athlete Experience
- Culture
- Academic Excellence
- Competitive Excellence
- Resource Development
- Branding
- Special Event

Student-Athlete Experience

- Standards of care to ensure health and safety for specific concerns
- All-staff education
- Collaborative effort between sports medicine and sports performance
- Creating an environment that promotes the health, safety and well-being of the student-athlete

Culture

- NCAA infractions/enforcement process
- Main types/categories of recent major infractions cases
- Academic integrity issues
- International student-athletes
- Head Coach control
- Off-court conduct issues for coaches



Academic Excellence

Spring 2018

- Perfect 4.0 - 32 student-athletes
- Dean's List - 121 student-athletes
- Fourteen programs over 3.0
- Three programs over 3.5
- Highest team GPA - volleyball 3.6 and women's cross country 3.6
- Department GPA - 3.1



Competitive Excellence

Big South Sasser Cup

Standings 2017-2018

Sasser Cup Award	Average
1 - Liberty	8.85
2 - Campbell	8.31
3 - High Point	8.28
4 - Radford	6.48
5 - Charleston Southern	5.86
6 - Winthrop	5.60
7 - UNC Asheville	5.02
8 - Gardner-Webb	4.45
9 - Longwood	4.25
10 - Presbyterian College	3.88

Competitive Excellence

- Men's Soccer tabbed 2nd in Big South Conference poll; Kieran Roberts named attacking player of the year
- Women's Soccer picked 4th in Big South Conference poll
- Volleyball picked 2nd in Big South Conference poll; Haley Kleespies and Stephanie Neast named preseason all-conference squad
- Both the Radford men's and women's cross country teams were selected inside the top six of the Big South Conference polls.



Resource Development

Goals for 2018-2019 Fund Drive Year:

- Total New Pledges and Gifts to Highlander Club \$1,200,000
- Membership in Radford Athletics Club 1,200 Members



Resource Development

Radford Sports Properties Revenue (2017-18):

- Overall Revenue: \$354,125 (\$257,875 cash, \$96,250 trade)

Radford Sports Properties Revenue Update (2018-19):

- Overall Revenue: \$292,840 (\$205,340 cash, \$87,500 trade)
- Overall Percentage to Budget: 76% (\$385,000)
- Cash Revenue Target: 71% (\$290,000)
- Trade Revenue Target: 92% (\$95,000)

Branding

Licensing Revenue:

- FY18 - \$81,803
- FY17 - \$76,130

FY18 - 8% increase over previous year

What's New?

- Launch of the new Heritage Collection coming this fall
- ESPN+ Package: Radford Athletics will produce over 80 live events that will be streamed through the new ESPN+ platform. The events are paid subscription. Everything will be produced in-house.



Special Event



2018 RADFORD ATHLETICS
HALL OF FAME
INDUCTION CEREMONY
FRIDAY, OCTOBER 19
6:30 PM (RECEPTION) | 7 PM (DINNER)

PRESENTED BY VCOM

End of Board of Visitors Materials

