



THE COLLEGE OF WILLIAM AND MARY IN VIRGINIA

INTERCOLLEGIATE ATHLETICS PROGRAMS FOR THE YEAR ENDED JUNE 30, 2021

Auditor of Public Accounts
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–TABLE OF CONTENTS–

Pages

INDEPENDENT ACCOUNTANT’S REPORT ON APPLYING AGREED-UPON PROCEDURES	1-8
SCHEDULE	
Schedule of Revenues and Expenses of Intercollegiate Athletics Programs	9
Notes to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs	10-13
UNIVERSITY OFFICIALS	14



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Commonwealth of Virginia

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P.O. Box 1295
Richmond, Virginia 23218

January 12, 2022

The Honorable Glenn Youngkin
Governor of Virginia

Joint Legislative Audit
And Review Commission

Katherine A. Rowe
President, The College of William & Mary in Virginia

INDEPENDENT ACCOUNTANT'S REPORT ON APPLYING AGREED-UPON PROCEDURES

We have performed the procedures enumerated below on **The College of William and Mary in Virginia's** (William & Mary) Schedule of Revenues and Expenses of Intercollegiate Athletics Programs (Schedule) for the year ended June 30, 2021. University management is responsible for the Schedule and its compliance with National Collegiate Athletic Association (NCAA) requirements.

University management has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of evaluating whether the Schedule is in compliance with the NCAA Constitution 3.2.4.17.1, for the year ended June 30, 2021. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

Agreed-Upon Procedures Related to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

Procedures described below were limited to material items. For the purpose of this report, and as defined in the agreed-upon procedures, items are considered material if they exceed four percent of total revenues or total expenses, as applicable. The procedures and associated findings are as follows:

Internal Controls

1. We reviewed the relationship of internal control over intercollegiate athletics programs to internal control reviewed in connection with our audit of the university's financial statements. In addition, we identified and reviewed those controls unique to the Intercollegiate Athletics Department, which were not reviewed in connection with our audit of the university's financial statements.
2. Intercollegiate Athletics Department management provided a current organizational chart. We also made certain inquiries of management regarding control consciousness, the use of internal audit in the department, competence of personnel, protection of records and equipment, and controls regarding information systems with the Information Technology Department.
3. Intercollegiate Athletics Department management provided us with their process for gathering information on the nature and extent of affiliated and outside organizational activity for or on behalf of the university's intercollegiate athletics programs. We tested these procedures as noted below.

Affiliated and Outside Organizations

4. Intercollegiate Athletics Department management identified all related affiliated and outside organizations and provided us with copies of audited financial statements for each such organization for the reporting period.
5. Intercollegiate Athletics Department management prepared and provided to us a summary of revenues and expenses for or on behalf of the university's intercollegiate athletics programs by affiliated and outside organizations included in the Schedule.
6. Intercollegiate Athletics Department management provided to us any additional reports regarding internal control matters identified during the audits of affiliated and outside organizations performed by independent public accountants. We were not made aware of any internal control findings.

Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

7. Intercollegiate Athletics Department management provided to us the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs for the year ended June 30, 2021, as prepared by the university, and shown in this report. We recalculated the addition of the amounts in the Schedule, traced the amounts on the Schedule to management's trial balance worksheets, and agreed the amounts in management's trial balance worksheets to the Intercollegiate Athletics Department's accounts in the accounting records. Certain adjustments to the Schedule were necessary to conform to

NCAA reporting guidance. We discussed the nature of adjusting journal entries with management and are satisfied that the adjustments are appropriate.

8. We compared each major revenue and expense account over ten percent of total revenues or total expenses, respectively, to prior period amounts and budget estimates. Variances exceeding ten percent of prior period amounts or budget estimates are explained below:

<u>Line Item</u>	<u>Explanation</u>
Contributions	Contributions decreased by \$2,601,177 or 46 percent from the previous year due to the university receiving less contributions than anticipated as a result of the pandemic. Actual contributions received were \$1,652,664 or 37 percent less than budgeted expectations.
Coaching salaries, benefits, and bonuses paid by the university and related entities	Coaching salaries, benefits, and bonuses paid by the university and related entities decreased by \$852,341 or 15 percent due to the university implementing a hiring freeze during much of the pandemic. Additionally, certain staff members were temporarily re-assigned to other areas of the university to provide needed support.

Revenues

9. We obtained the amount of ticket sales revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
10. We obtained documentation of the university's methodology for allocating student fees to intercollegiate athletics programs. We compared student fees reported in the Schedule to amounts reported in the accounting records and an expected amount based on fee rates and enrollment. We noted \$431,477 in student facility fees that were inappropriately included in the indirect institutional support-athletic facilities debt service, lease and rental fees line item and required reclassification to the student fees line item. Following revision, we found these amounts to be substantially in agreement with our calculation with minor differences attributed to the methodology used for projecting student fee revenue.
11. We compared amounts reported in the Schedule for direct institutional support to institutional budget transfer documentation and/or other corroborative supporting documentation. We noted \$541,849 in direct institutional support was inappropriately included in the indirect institutional support-athletic facilities debt service, lease and

rental fees line item and required reclassification to the direct institutional support line item. Following revision, we believe this line item to be appropriately stated.

12. We inquired with the university regarding indirect cost charges payable by the Intercollegiate Athletics Department to the university. For the fiscal year ending June 30, 2021, university management decided not to charge Auxiliary Enterprises for indirect costs pursuant to the budgetary relief provided by the Commonwealth in the 2020 Special Session I Amendments to the 2020 Appropriation Act (Chapter 56 of the 2020 Special Session of the General Assembly, Item 3-4.01.A.3). As a result, \$565,752 in indirect institutional support to Intercollegiate Athletics Department was erroneously excluded from the Schedule and required revision. Following revision, we compared amounts reported in the Schedule for indirect institutional support to cost allocation detail and other corroborative supporting documentation and noted the line item to be appropriately stated.
13. We ensured the Schedule properly includes revenue related to rental fees waived by the university for or on behalf of athletics. We determined a reclassification of \$1,146,764 to the student fees, direct institutional support, and contributions line items was necessary to conform to NCAA reporting guidance. After reclassification, we believe this line item to be properly reported in the Schedule.
14. We obtained the amount of game guarantee revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
15. Intercollegiate Athletics Department management provided us with a listing of all contributions of moneys, goods or services received directly by its intercollegiate athletics programs from any affiliated or outside organization, agency or group of individuals that constitutes ten percent or more of all contributions received during the reporting period. Except for contributions received from the William & Mary Athletic Educational Foundation, an affiliated organization, we noted no individual contribution which constituted more than ten percent of total contributions received for intercollegiate athletics programs. We reviewed contributions from the William & Mary Athletic Educational Foundation, which exceeded ten percent of all contributions and agreed them to supporting documentation. We noted \$173,438 in contributions was inappropriately included in the indirect institutional support - athletic facilities debt service, lease and rental fees line item and required reclassification to the contributions line item. Following revision, we believe this line item to be appropriately stated.
16. We obtained the amount of in-kind revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
17. We obtained the amount of media rights revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.

18. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from tournaments, conference distributions, and NCAA distributions. We inspected the terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
19. We obtained the amount of program, novelty, parking, and concession sales revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
20. We obtained the amount of royalties, licensing, advertisement, and sponsorships revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
21. The William & Mary Foundation manages athletics-restricted endowment funds on behalf of the university. The university has access to request endowment income from the William & Mary Foundation in accordance with certain budgetary restrictions. We confirmed the amount of athletics-restricted endowment and investments income used for operations during the fiscal year with William & Mary Foundation management and agreed it to the amount reported in the Schedule. Additionally, we compared a sample of endowment draws to appropriate supporting documentation. We found all reviewed amounts to be properly approved and in accordance with Intercollegiate Athletics Department documentation regarding spending restrictions.
22. We obtained the amount of other operating revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.

Expenses

23. Intercollegiate Athletics Department management provided us a listing of student aid recipients during the reporting period. Since the university used the NCAA Compliance Assistant software to prepare athletic aid detail, we selected 10 percent of individual student-athletes across all sports and obtained the students' account detail from the university's student information system. We agreed each student's information to the information reported in the NCAA Membership Financial Reporting System via Compliance Assistant. We also ensured that the total aid amount for each sport agreed to amounts reported as financial aid in the student accounting system. We performed a check of selected students' information as reported in the NCAA's Compliance Assistant software to ensure proper calculation of revenue distribution equivalencies.
24. Intercollegiate Athletics Department management provided us with a listing of coaches, support staff, and administrative personnel employed and paid by the university during the reporting period. We selected and tested individuals, including football and men's and women's basketball coaches, and compared amounts paid during the fiscal year from the payroll accounting system to their contract or other employment agreement

document. We found that recorded expenses equaled amounts paid as salary and bonuses and were in agreement with approved contracts or other documentation.

25. We obtained the amount of severance payments expense reported in the Schedule. The amount was deemed to be immaterial for detailed testing.
26. We obtained the amounts for recruiting and team travel expenses reported in the Schedule. The amounts were deemed to be immaterial for detailed testing.
27. We selected a sample of disbursements for sports equipment, uniforms, and supplies. We compared and agreed the selected operating expenses to adequate supporting documentation. We found all reviewed amounts to be properly approved, reasonable to intercollegiate athletics, and properly recorded in the accounting records.
28. We obtained a listing of debt service payments and rental fees for athletics facilities for the reporting year and agreed them to supporting documentation.
29. We obtained an understanding of the university's methodology for charging indirect cost to the Intercollegiate Athletics Department. For the fiscal year ending June 30, 2021, university management decided not to charge Auxiliary Enterprises for indirect costs pursuant to the budgetary relief provided by the Commonwealth in the 2020 Special Session I Amendments to the 2020 Appropriation Act (Chapter 56 of the 2020 Special Session of the General Assembly, Item 3-4.01.A.3). As a result, \$565,752 in indirect costs were erroneously excluded from the Schedule and required revision. Following revision, we compared amounts reported in the Schedule for indirect cost to cost allocation detail and other corroborative supporting documentation and noted the line item to be appropriately stated.

Other Reporting Items

30. We obtained repayment schedules for all outstanding intercollegiate athletics debt during the reporting period. We recalculated annual maturities reported in the notes to the Schedule and agreed total annual maturities and total outstanding athletic related debt to supporting documentation.
31. We agreed total outstanding institutional debt to supporting debt schedules and the university's general ledger, as the audited financial statements were not yet available.
32. We agreed the fair value of athletics-dedicated endowments to supporting documentation provided by the William & Mary Foundation.
33. We agreed the fair value of institutional endowments to supporting documentation provided by the William & Mary Foundation.

34. We obtained a schedule of athletics-related capital expenditures made during the period. We selected a sample of transactions to validate existence and accuracy of recording and recalculated totals.

Additional Procedures

35. We compared the sports sponsored by the university, as reported in the NCAA Membership Financial Reporting System, to the Calculation of Revenue Distribution Equivalencies Report (CRDE) from the NCAA's Compliance Assistant software. We noted agreement of the sports reported.
36. We compared total current year grants-in-aid revenue distribution equivalencies to total prior year reported equivalencies per the NCAA Membership Financial Report submission and noted no variations exceeding four percent when compared to prior year.
37. We obtained the university's Sports Sponsorship and Demographics Forms Report for the reporting year. We validated that the countable sports identified by the institution met the minimum requirements for number of contests and minimum number of participants as defined in NCAA Bylaw 20.9.6.3 or qualified for the extraordinary blanket waiver per NCAA guidance due to the COVID-19 pandemic. We ensured that countable sports have been properly identified in the NCAA Membership Financial Reporting System for the purpose of revenue distribution calculations.
38. We compared the current number of sports sponsored to the prior year total reported in the university's NCAA Membership Financial Report submission and noted no variations when compared to prior year.
39. We obtained a listing of student-athletes receiving Pell grant awards from the university's student information system and agreed the total value of these Pell grants to the amount reported in the NCAA Membership Financial Reporting System. We noted agreement of the amounts reported.
40. We compared the total number of Pell grant awards in the current year to the number reported in the prior year NCAA Membership Financial Report submission. We noted no variations greater than 20 grants when compared with the prior year.

We were engaged by university management to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to and did not conduct an audit, examination, or review engagement, the objective of which would be the expression of an opinion or conclusion, respectively, on the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs or any of the accounts or items referred to above. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the university and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

This report is intended solely for the information and use of William & Mary and its President and is not intended to be and should not be used by anyone other than these specified parties. However, this report is a matter of public record and its distribution is not limited.

Staci A. Henshaw
AUDITOR OF PUBLIC ACCOUNTS

JSS/clj

THE COLLEGE OF WILLIAM & MARY
SCHEDULE OF REVENUES AND EXPENSES OF
INTERCOLLEGIATE ATHLETICS PROGRAMS
For the year ended June 30, 2021

	Football	Men's Basketball	Women's Basketball	Other Sports	Non-Program Specific	Total
<u>Operating revenues:</u>						
Ticket sales	\$ 760	\$ 9,325	\$ 9,325	\$ -	\$ -	\$ 19,410
Student fees	166,709	-	-	-	15,495,365	15,662,074
Direct institutional support	234,164	5,638	94,621	514,191	633,080	1,481,694
Indirect institutional support	-	-	-	-	565,752	565,752
Indirect institutional support - athletic facilities debt service, lease and rental fees	-	102,306	59,243	51,525	46,276	259,350
Guarantees	-	62,000	-	3,500	-	65,500
Contributions (Note 2)	612,098	332,000	75,968	1,829,964	174,590	3,024,620
In-Kind	13,534	14,537	6,741	6,367	4,352	45,531
Media rights	-	-	-	-	55,622	55,622
NCAA distributions	-	-	-	3,366	1,140,157	1,143,523
Program, novelty, parking, and concession sales	180	-	-	-	1,608	1,788
Royalties, licensing, advertisement and sponsorships	47,525	18,675	8,186	32,097	529,760	636,243
Athletics-Restricted endowment and investments income (Note 3)	1,877,948	208,958	191,582	1,524,678	225,430	4,028,596
Other operating revenue	527	-	-	102,223	8,522	111,272
Total operating revenues	<u>2,953,445</u>	<u>753,439</u>	<u>445,666</u>	<u>4,067,911</u>	<u>18,880,514</u>	<u>27,100,975</u>
<u>Operating expenses:</u>						
Athletic student aid	2,901,069	819,257	829,490	4,654,418	65,849	9,270,083
Coaching salaries, benefits, and bonuses paid by the university and related entities	1,643,845	724,338	442,703	2,154,847	-	4,965,733
Support staff/administrative compensation, benefits, and bonuses paid by the university and related entities	130,558	62,648	6,443	10,267	4,434,608	4,644,524
Severance payments	-	322,602	-	-	283,397	605,999
Recruiting	10,011	25,956	11,147	30,829	443	78,386
Team travel	53,227	77,604	33,980	375,948	476	541,235
Sports equipment, uniforms, and supplies	335,671	59,026	41,171	360,449	305,521	1,101,838
Game expenses	75,600	33,609	36,070	182,191	-	327,470
Fundraising, marketing and promotion	-	-	-	-	130,639	130,639
Spirit groups	-	-	-	-	554	554
Athletic facility leases and rental fees	-	102,306	59,243	51,525	46,276	259,350
Athletic facility debt service	638,160	-	-	466,970	389,493	1,494,623
Direct overhead and administrative expenses	472,664	-	-	364,780	15,077	852,521
Indirect cost paid to the institution by athletics	-	-	-	-	565,752	565,752
Medical expenses and insurance	6	-	-	3,348	334,587	337,941
Memberships and dues	-	-	681	9,271	46,588	56,540
Student-Athlete meals (non-travel)	30,415	39,753	32,486	51,475	-	154,129
Other operating expenses	50,472	12,833	2,598	28,262	262,119	356,284
Total operating expenses	<u>6,341,698</u>	<u>2,279,932</u>	<u>1,496,012</u>	<u>8,744,580</u>	<u>6,881,379</u>	<u>25,743,601</u>
Excess (deficiency) of revenues over (under) expenses	<u><u>\$(3,388,253)</u></u>	<u><u>\$(1,526,493)</u></u>	<u><u>\$(1,050,346)</u></u>	<u><u>\$(4,676,669)</u></u>	<u><u>\$11,999,135</u></u>	<u><u>\$ 1,357,374</u></u>
<u>Other Reporting Items:</u>						
Total athletics-related debt (Note 5)						\$ 13,307,750
Total institutional debt						\$ 325,354,756
Value of athletics-dedicated endowments						\$ 129,342,162
Value of institutional endowments						\$ 1,278,379,747
Total athletics-related capital expenditures						\$ 4,780,807

The accompanying Notes to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs are an integral part of this Schedule.

WILLIAM & MARY
NOTES TO SCHEDULE OF REVENUES AND EXPENSES OF
INTERCOLLEGIATE ATHLETICS PROGRAMS
FOR THE YEAR ENDED JUNE 30, 2021

1. BASIS OF PRESENTATION

The accompanying Schedule of Revenues and Expenses of Intercollegiate Athletic Programs has been prepared on the accrual basis of accounting. The purpose of the Schedule is to present a summary of revenues and expenses of the Intercollegiate Athletics Programs of the university for the year ended June 30, 2021, and includes both those intercollegiate athletics revenues and expenses under the direct accounting control of the university and those on behalf of the university's intercollegiate athletics programs by outside organizations not under the university's control. Because the schedule presents only a selected portion of the university's activities, it is not intended to, and does not present the financial position, changes in financial position, or cash flows for the year ended June 30, 2021. Revenues and expenses directly identifiable with each category of sport are presented and reported accordingly. Revenues and expenses not directly identifiable to a specific sport are reported under the category "Non-Program Specific."

2. CONTRIBUTIONS

The William & Mary Athletic Educational Foundation (WMAEF), Incorporated, also referred to as the Tribe Club, raises funds and collects contributions for the benefit of the Intercollegiate Athletics Department. The university received \$3,024,620 from the WMAEF during the year ended June 30, 2021.

The university received \$2,063,912 through the William & Mary Foundation for capital improvements to Kaplan Arena and various other athletic capital projects. Capital contributions are not reported in the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs.

3. ENDOWMENT AND INVESTMENT INCOME

The William & Mary Foundation (Foundation) is authorized to receive and administer gifts and bequests of all kinds. The Foundation makes such resources available to the university, which may be drawn as needed by the university within the Foundation's budgetary restrictions. The university received \$4,028,596 of endowment and investment income from the Foundation for the benefit of the Intercollegiate Athletics Department for the year ended June 30, 2021.

4. CAPITAL ASSETS

Capital assets are recorded at historical cost at the date of acquisition or acquisition value at the date of donation in the case of gifts. Construction expenses for capital assets and improvements are capitalized when expended. The university's capitalization policy on equipment includes all items with an estimated useful life of two years or more. William & Mary capitalizes all equipment with a unit price greater than or equal to \$5,000.

Depreciation is computed using the straight-line method over the estimated useful lives of the respective assets as follows:

Buildings	40-50 years
Improvements other than Buildings	10-50 years
Infrastructure	10-50 years
Equipment	2-30 years
Library Books	10 years

A summary of the capital asset ending balances net of accumulated depreciation for the year ending June 30, 2021, is as follows:

Depreciable Capital Assets:	
Buildings	\$62,419,417
Improvements other than buildings	5,191,191
Infrastructure	2,628,105
Equipment	<u>5,763,138</u>
Total depreciable capital assets	<u>76,001,851</u>
Less Accumulated Depreciation for:	
Buildings	20,659,049
Improvements other than buildings	1,668,868
Infrastructure	2,628,105
Equipment	<u>3,545,713</u>
Total accumulated depreciation	<u>28,501,735</u>
Total capital assets, net	<u>\$47,500,116</u>

5. LONG-TERM DEBT

Long-term debt relating to intercollegiate athletics is shown below.

Description	Interest Rate (%)	Fiscal Year Maturity	Balance as of June 30, 2021	% used by Athletics	Athletics Balance as of June 30, 2021
Section 9(d) bonds:					
Busch Field Astroturf Replacement, Series 2016A	3.000 – 5.000	2030	\$790,000	100%	\$ 790,000
Improve Athletics Facilities, Series 2014B	5.000	2024	130,000	100%	130,000
Improve Athletics Facilities, Series 2014B	4.000 – 5.000	2026	260,000	100%	260,000
Improve Athletics Facilities, Series 2016A	3.000	2027	150,000	100%	150,000
Improve Athletics Facilities, Series 2019A	5.000	2030	3,855,000	100%	3,855,000
Improve Athletics Facilities II, Series 2017A	2.125 – 5.000	2038	1,275,000	15%	191,250
Improve Athletics Facilities II, Series 2017A	2.125 – 5.000	2038	650,000	10%	65,000
Improve Aux Facilities Project, 2017A	2.125 – 5.000	2038	2,960,000	100%	2,960,000
J. Laycock Football Facility, Series 2014B	5.000	2024	985,000	100%	985,000
J. Laycock Football Facility, Series 2016A	3.000	2027	1,100,000	100%	1,100,000
Recreation Sports Center, Series 2014B	4.000 – 5.000	2026	190,000	15%	28,500
Total Section 9(d) bonds					<u>10,514,750</u>
W&M General Revenue Pledge Bonds:					
Improve Athletics Facilities, Series 2020B	0.613 – 3.023	2036	990,000	100%	990,000
Improve Athletics Facilities II, Series 2020B	0.613 – 2.542	2024	1,320,000	100%	1,320,000
Recreation Sports Center, Series 2020B	0.613 – 3.023	2036	3,220,000	15%	483,000
Total W&M General Revenue Pledge Bonds					<u>\$ 2,793,000</u>
Total, Net					<u>\$13,307,750</u>
Long-term debt matures as follows:					
	Year End		Principal		Interest
	2022		\$ 905,000		\$ 486,539
	2023		1,042,750		440,258
	2024		1,098,500		390,960
	2025		1,143,500		343,698
	2026		1,479,000		293,338
	2027-2031		4,976,250		795,322
	2032-2036		2,178,500		233,056
	2037-2041		484,250		14,614
	Total		<u>\$13,307,750</u>		<u>\$2,997,785</u>

6. INDIRECT COSTS

The university recovers from each auxiliary enterprise an amount to reimburse for the cost of administrative and facilities support. For the year ended June 30, 2021, the university did not recover auxiliary support costs from the Intercollegiate Athletics Department due to the significant financial impact on auxiliary enterprises caused by the COVID-19 pandemic. In accordance with the NCAA's 2021 Agreed-Upon Procedures manual, the value of these indirect costs is reported on the Schedule of Revenues and Expenses in the operating revenues line item titled Indirect Institutional Support and the operating expenses line item titled Indirect Cost Paid to the Institution by Athletics.

THE COLLEGE OF WILLIAM & MARY

As of June 30, 2021

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COLLEGE OFFICIALS

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