

**James T. Reese Jr., Ed.D.**  
Associate Professor  
State University of New York College at Cortland  
Sport Management Department

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**EDUCATION**

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**Doctor of Education (Ed.D.)**

University of Northern Colorado (1999)

*Specialization:* Sport Administration

*Dissertation:* A Comprehensive Simulation for Ticket Pricing in Professional Football

*Course Summary:* Sport Promotions and Marketing, Financial Management for Sport, Sport Personnel Management, Sport Public Relations, Event Development and Management, Sociological Kinesiology, Management of Sport Facilities and Equipment, Legal Aspects, and Research Seminar in Physical Education.

**Master of Science (M.S.)**

Georgia Southern University (1995)

*Specialization:* Sport Management

*Course Summary:* Administration of Athletics, Sport Marketing, Social and Ethical Issues in Sport, and Research Strategies in Sport Science.

**Bachelor of Arts (B.A.)**

St. Andrews Presbyterian College (1988)

*Major:* Business and Economics

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**PROFESSIONAL EXPERIENCE – HIGHER EDUCATION**

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**Jan. 2010-Present**

**Associate Professor-SUNY Cortland**

Responsibilities include: teaching classes in the undergraduate and graduate Sport Management programs; scholarly activities; and professional, university and community service.

**Fall 2006-Dec. 2009**

**Associate Professor/Graduate Coordinator-SUNY Cortland**

Responsibilities include: Serving as Graduate Coordinator of the Sport Management Department for the residential, executive online, international, and international dual degree programs; teaching classes in the undergraduate and graduate Sport Management programs; scholarly activities; and professional, university and community service.

- Fall 2005-Spring 2006**      **Associate Professor/Undergraduate Coordinator/Internship Coordinator-Ohio University**  
 Responsibilities included: Serving as Undergraduate Coordinator of the Sport Management program; serving as Internship Coordinator for the undergraduate Sport Management program; serving as an Associate Director of the Sales Centre in the College of Business (2006); teaching classes in the undergraduate Sport Management program, the graduate Coaching Education program, and the graduate online Athletic Administration program; scholarly activities; and professional, university and community service.
- Fall 1999-Spring 2005**      **Assistant Professor/Internship Coordinator-Ohio University**  
 Responsibilities included: Serving as Internship Coordinator of the undergraduate Sport Management program; teaching classes in the undergraduate Sport Management Program, the graduate Coaching Education program, the graduate online Athletic Administration program, and the graduate Sports Administration & Facility Management program; and professional, university and community service.
- Fall 1996**      **Graduate Teaching Assistant-University of Northern Colorado**  
 Responsibilities included: Teaching undergraduate activities classes in the Department of Kinesiology and Physical Education. *Classes taught:* Basketball.
- Fall 1994-Spring 1996**      **Graduate Teaching Assistant-Georgia Southern University**  
 Responsibilities included: Creating and implementing quarterly unit plans and daily lesson plans; instructing and evaluating approximately 200 undergraduate students per quarter; conducting skill and written exams. *Classes taught:* Basketball, bowling, flag football, beginning and advanced tennis, and weight training.

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#### PROFESSIONAL EXPERIENCE – SPORT INDUSTRY

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- April-May 2009**      **Director of Training Camp Operations-New York Jets Training Camp**  
 Responsibilities included: Serving as the primary point of contact on behalf of SUNY Cortland with the New York Jets for training camp held in Cortland, NY. Assisting with the planning and execution of all training camp responsibilities including organizing, staffing, crowd control, security, sponsorship, marketing, event management and hospitality.
- 2001-Present**      **President-ReeseSports, LLC**  
 Responsibilities include: Training clients and providing recommendations for improvement on ticket office functions such as financials and

reporting, seat improvements, transfers, will call, stadium relocation, stadium reseating, ticket sales, and customer service. Recent clients: United Football League/Turnstyles Ticketing (Present); SUNY Youth Sports Institute (6/09); University of Nebraska at Omaha Athletics (12/07); Curb Agajanian Motorsports (2003-2004); Jim Davis Productions (2002-2003).

- 2004-2005 Sponsorship Consultant-Motorsports Management International, Inc./Curb-Agajanian Motorsports**  
Responsibilities included: Selling and negotiating national sponsorship contracts for a race team that competes in the NASCAR Busch Series and the Craftsman Truck Series.
- 2002-2003 Vice President-IFSA/USA (International Federation of Strength Athletes)**  
Responsibilities included: Creating sponsorship proposals and marketing plans; selling national sponsorship; negotiating and executing contracts with athletes, promoters, sponsors, vendors, and television networks; working directly with the title sponsor to ensure satisfaction; creating and managing a national scoring system; researching and implementing a comprehensive drug testing program, and comprehensive administrative duties.
- 2000-2002 Director and Promoter-Ohio Valley Strongman Contest**  
Responsibilities included: Responsibility for all aspects of the event including selling and negotiating local sponsorship; staffing; purchasing; recruiting athletes; printing; and all administrative and logistical issues.
- 2000-2002 Sponsorship Coordinator-Ohio University Hockey Team**  
Responsibilities included: Selling and coordinating sponsorship sales, and negotiating equipment purchases with manufacturers.
- Winter 2000 Event Coordinator-MAC Women's Swimming & Diving Championships**  
Responsibilities included: Selling event sponsorship, administrative duties, staffing, and all associated facility and event logistics.
- Fall 1999 Football Game Management Assistant-Ohio Athletics**  
Responsibilities included: Assisting with the security and facility preparation of home football games.
- 1996-1999 Ticket Assistant-Denver Broncos Football Club**  
Responsibilities included: Management of duplicate tickets including the the printing, distribution, and financial management associated with replacing tickets; management of season ticket transfers including the organization of records, financial management, and administrative duties required to transfer seat locations; management of seat relocation requests which included the relocation requests of 23,000 season ticket accounts representing approximately 71,000 seats; litigation research;

assisted with the ticketing, logistics, and execution of Super Bowls XXXII and XXXIII; ordering and inventory management of office products and supplies; research and assistance with new stadium ticket pricing; the screening and interviewing of prospective employees; management and participation in the season ticket sales program; the design and implementation of forms and documents; billing of season ticket accounts; management of stadium incident reports; administrative tasks, customer service, inventory control of licensed merchandise, and troubleshooting.

- 1996-1997 Athletic Game Management Assistant-University of Northern Colorado**  
Responsibilities included: Event supervision of fall and spring sports, preparation and clean up of venues, ticketing, officiating and security.
- Summer 1996 Marketing & Facilities Assistant-Georgia Southern University**  
Responsibilities included: Selling season ticket packages for the football program; selling advertisements for the football game program; assisting with sponsorship sales including the sale of scoreboard and stadium advertising; and assisting with the development of event promotions.
- Fall 1995 Intern-Georgia Southern University Athletic Compliance**  
Responsibilities included: Preparing a comprehensive study for the Faculty Athletics Committee detailing the implementation of a professional sports counseling panel for student-athletes; presenting compliance issues and monitoring the academic progress of student- athletes.
- 1994-1996 Athletic Game Management Assistant-Georgia Southern University**  
Responsibilities included: Event supervision of fall and winter sports, preparation and clean up of venues, ticket operations, officiating, security, and event promotions.
- 1994-1996 Personal Trainer-Gold's Gym, Statesboro, Georgia**  
Responsibilities included: Membership sales, training clients, creating individual workout routines, and equipment maintenance.

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#### PROFESSIONAL EXPERIENCE – COACHING

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- Fall 1996 Assistant Men's/Women's Tennis Coach-University of Northern Colorado**  
Responsibilities included: Coaching, strength and conditioning, recruiting, service, and administrative duties for the men's and women's tennis programs.
- 1995-1996 Assistant Men's/Women's Tennis Coach-Georgia Southern University**  
Responsibilities included: All aspects of team operations including coaching, recruiting, budgeting, scheduling, conditioning, and tennis camps.

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**RESEARCH AREAS OF INTEREST**


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Ticket operations; customer service; ethical issues in sport, and youth sports.

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**PUBLICATIONS\***


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**Peer-Reviewed Articles (12)**

- Reese, J. T., Dodds, M. A., Snyder, D. L. (2009). Fans apply full-court press over reseating policy. *College Athletics and the Law*, 6(8), pp. 7.
- Staurowsky, E. J., Lawrence, H. J., Paule, A., & Reese, J. T. (2007). Travelers on the Title IX Compliance Highway: How Are Ohio's Colleges & Universities Faring? *Women in Sport and Physical Activity Journal*, 15(4), 46-82.
- Reese, J. T., & Moberg, C. R. (2007, Fall). An exploratory study of the college transplant fan. *The SMART Journal*, 4(1), 27-46.
- Reese, J. T., & Snyder, D. L. (2005). Legal implications of reselling tickets above face value. *Sport Marketing Quarterly*, 14(2), 123-124.
- Reese, J. T., Nagel, M. S., & Southall, R. M. (2004). National Football League ticket transfer policies: Legal and policy issues. *Journal of Legal Aspects of Sport*, 14(2), 163-190.
- Reese, J. T., Nagel, M. S., & Southall, R. M. (2003). Marketing implications of ticket transfers in the National Football League. *Sport Marketing Quarterly*, 12(4), 254-255.
- Southall, R. M., Nagel, M. S., Batista, P. J., & Reese, J. T. (2003, Spring/Summer). The Board of Regents of the University of Minnesota v. Haskins: The University of Minnesota Men's Basketball academic scandal. *Journal of Legal Aspects of Sport*, 13(2), 121-143.
- Reese, J. T. (2002, November/December). Sports facility liability. *The Journal of Physical Education, Recreation & Dance*, 73(9), 10-11; 18.
- Reese, J. T., & Nagel, M. S. (2001). The relationship between revenues and winning in the National Football League. *International Journal of Sport Management*, 2(2), 125-133.
- Reese, J. T., & Mittelstaedt, R. D. (2001) An exploratory study of the criteria used to establish NFL ticket prices. *Sport Marketing Quarterly*, 10(4), 223-230.
- Reese, J. T. (2000, May-June). Aquatic Facility Safety and Responsibility. *The Journal of Physical Education, Recreation & Dance*, 71(5), 6-7.
- Reese, J. T. (2000, March). Title IX and Contact Sports. *The Journal of Physical Education, Recreation & Dance*, 71(3), 11-12.

\*According to SUNY Cortland Sport Management Department publication standards.

### **Book Chapter (1)**

Reese, J. T. (2004). Ticket operations in a professional sports team setting. In U. McMahon-Beattie and I. Yeoman (Eds.), *Sport and leisure operations management* (pp. 167-179), London: Thomson Learning.

### **Non Peer-Reviewed/Trade Journal Articles (11)**

Reese, J. T. (2008, December 8). Sports organizations want to know if you've got personality. *SportsBusiness Journal*, 11(32), pp. 20.

Reese, J. T. (2008, February 4-10). Linking season tickets to annual giving can add to bottom line. *SportsBusiness Journal*, 10(40), pp.13.

Reese, J. T. (2007, September 10-16). Program convinces students that attendance has its rewards. *SportsBusiness Journal*, 10(20), pp.14.

Reese, J. T. (2003, December) Only the strong survive: Meet the athletes who took top honors at the GNC Pro Performance X-TREME STRONGMAN American Championship. *Physical Magazine*, 6(12), 74-77.

Reese, J. T. (2003, September). Strongman season wrap-ups and roll-ups: Marunde top beast in California Qualifier. *Milo: A Journal for Serious Strength Athletes*, 11(2), 39-40.

Reese, J. T. (2003, August). Kirit repeats as America's Strongest Man in GNC Pro Performance X-TREME STRONGMAN American Championship. Online article for IFSA/USA at <http://www.x-tremestrongman.com/nationals/reeseReport.html>.

Reese, J. T. (2000, March 13-March 19). Fans get a real charge from flexing muscles. *SportsBusiness Journal*, 2(47), pp.44.

Reese, J. T. (2000, January 31-February 6). Stadium finance plan makes a bad case worse. *SportsBusiness Journal*, 2(41), pp.35.

Reese, J. T. (1999, December 20-December 26). Don't turn your back on stadium security till the final whistle blows. *SportsBusiness Journal*, 2(35), pp. 36.

Reese, J. T. (1996). "You Be the Judge..." Georgia Association for Health, Physical Education, Recreation, & Dance Journal, 30(1), pp. 11.

Zwald, D., Reese, J. T., & Holder, B. (1996). "Non-Contact Flag Football," manuscript. A physical activity manuscript used as a text in the physical activities program at Georgia Southern University.

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## PRESENTATIONS

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### **Peer-Reviewed Regional/National/International Presentations (2)**

Staurowsky, E. J., Lawrence, H. J., Paule, A. L., & Reese, J. T. (2007, March 29). Travelers on the Title IX compliance highway: How are colleges and universities faring? Paper presented at the Title IX Academic and Legal Conference, Cleveland, OH.

Reese, J. T. (2002, March 7). Legal responsibility in the discipline of ticket operations. Paper presented at the annual meeting of The Society for the Study of Legal Aspects of Sport and Physical Activity, Waco, TX.

### **Peer-Reviewed Regional/National/International Presentations with Published Abstracts (22)**

Reese, J. T., Dodds, M. A., & Snyder, D. L. (2009, April 17). Fans apply full-court press to Pitt over reseating policy. Paper presented at Scholar's Day: A Day of Research and Inquiry, SUNY Cortland, Cortland, NY.

Reese, J. T., & Dick, R. J. (2007, November 1). The impact of student ticketing systems on sales and attendance in intercollegiate athletics. Paper presented at the annual meeting of the Sport Marketing Association, Pittsburgh, PA.

Reese, J.T., Daughtrey, C.L., Fenton, K., Nichols, R., Moore, D., Gross, J., & Swydan, P. (2006, November 3). How to better prepare sport management students for careers in sport sales. Symposium panel presented at the annual meeting of the Sport Marketing Association, Denver, CO.

Snyder, D. L., & Reese, J. T. (2006, August 31). The Japanese who can say no: An analysis of the first professional baseball strike in Japan. Paper presented at the annual meeting of the Asian Association for Sports Management, Tokyo, Japan.

Snyder, D. L., & Reese, J. T. (2006, August 31). A comparative analysis of salary arbitration in Major League Baseball and the Nippon Professional Baseball. Paper presented at the annual meeting of the Asian Association for Sports Management, Tokyo, Japan.

Reese, J. T., & Morris, H. J. (2006, March 31). A qualitative study of attendance policies in higher education. Paper presented at the annual meeting of the Drake Group, Indianapolis, IN.

Moberg, C. R., & Reese, J. T. (2005, November 11). An exploratory examination of the college-student transplant fan. Paper presented at the annual meeting of the Sport Marketing Association, Tempe, AZ.

Reese, J. T., Irwin, R. L., Sutton, W. A., Kadlecsek, J., Kahler, J., & Cohn, M. (2005, November 10). How to further integrate sport management programs with industry sales offices. Symposium panel presented at the annual meeting of the Sport Marketing Association, Tempe, AZ.

Reese, J. T., Southall, R. M., & Staurowsky, E. J. (2005, April 1). Blow the whistle on the success of educating college athletes. Paper presented at the annual meeting of the Drake Group, St. Louis, MO.

Sack, A. L., Meggyesy, D., & Reese, J. T. (2005, April 1). The role of organized labor in collegiate athletic reform: Past, present and future. Organizing college athletes in the 1980s: The case of the Center for Athletes Rights and Education. Symposium conducted at the annual meeting of The Drake Group, St. Louis, MO.

Reese, J. T., & Snyder, D. L. (2004, November 19). Marketing implications of secondary ticket distribution in professional sports. Paper presented at the annual meeting of the Sport Marketing Association, Memphis, TN.

Reese, J. T., & Southall, R. M. (2004, March 6). Why the Chicago Cubs will be forced to compromise in rooftop bleachers suit. Paper presented at the annual meeting of the Sport and Recreation Law Association, Las Vegas, NV.

Reese, J. T., & Southall, R. M. (2004, March 5). Suing season ticket holders: Good business or bad public relations. Paper presented at the annual meeting of the Sport and Recreation Law Association, Las Vegas, NV.

Southall, R. M., Staurowsky, E. J., Nagel, M. S., Reese, J. T., & Huma, R. (2004, March 4). NCAA Division I-A intercollegiate athletics: Legal and policy issues. Paper presented at the annual meeting of the Sport and Recreation Law Association, Las Vegas, NV.

Reese, J. T., & Akindes, G. (2004, February 20). Facilities development: Artificial turf vs. natural turf. Paper presented at the inaugural Sports, Youth and Africa Symposium, Athens, OH.

Reese, J. T., Nagel, M. S., & Southall, R. M. (2003, March 7). A policy analysis and legal implications of ticket transfers in the NFL. Paper presented at the annual meeting of the Society for the Study of Legal Aspects of Sport and Physical Activity, Atlanta, GA.

Staurowsky, E. J., Sack, A., Southall, R. M., & Reese, J. T. (2002, November 7). Through the narrow gate: Reframing the college sport reform movement as a reform movement of the professorate and students. Paper presented at the annual meeting of the North American Society for the Sociology of Sport, Indianapolis, IN.

Reese, J. T. and Mittelstaedt, R. D. (2001, May 31). A study of the criteria used to establish NFL ticket prices. Paper presented at the annual meeting of the North American Society for Sport Management, Virginia Beach, VA.

Holman, M., Reese, J. T., Nagel, M. S., & Altman, S. (2001, March 8). The role of the courts in the regulation of co-participant sport violence. Paper presented at the annual meeting of The Society for the Study of Legal Aspects of Sport and Physical Activity, Ridgedale, MO.

Reese, J. T., & Stotlar, D. K. (2000, June 3). A comprehensive simulation for ticket pricing in professional football. Paper presented at the annual meeting of the North American Society for Sport Management, Colorado Springs, CO.

Nagel, M. S., & Reese, J. T. (2000, March 11). The NCAA's scheduling exemption for religious reasons: A closer look. Paper presented at the annual meeting of The Society for the Study of Legal Aspects of Sport and Physical Activity, Albuquerque, NM.

Nagel, M. S., & Reese, J. T. (1999, June). The relationship between revenues and winning in the National Football League. Poster session presented at the annual meeting of the North American Society for Sport Management, Vancouver, British Columbia, Canada.

### **Non Peer-Reviewed or Invited Local/National/International Presentations (14)**

Drayer, J., Reese, J. T., & Shapiro, S. (2010, January 14). The economics of ticketing. Symposium panel presented at the annual meeting of the Ticket Summit, New York, NY.

Curtin, K., Reese, J.T., Shanahan, B. (2008, May 8). Invited participant to serve on a panel of industry experts at the annual York College of Pennsylvania Sport Management Professional Day, York, PA.

Reese, J. T. (2007, October 12). Ticket operations: A viable career path. Presented to faculty and students in the Sport Management program at East Stroudsburg University, East Stroudsburg, PA.

Reese, J. T. (2005, April 28). Case studies in ticket operations. Presented to faculty and students at the Guangzhou Institute of Physical Education, Guangzhou, China.

Reese, J. T. (2005, April 28). Technological advances in ticket operations. Presented to faculty and students at the Guangzhou Institute of Physical Education, Guangzhou, China.

Reese, J. T. (2005, April 24). Case studies in ticket operations. Presented to faculty, students, and professionals at Beijing Sport University, Beijing, China.

Reese, J. T. (2005, April 24). Technological advances in ticket operations. Presented to faculty, students, and professionals at Beijing Sport University, Beijing, China.

Reese, J. T. (2003, November 12). Internships: How to get them and why you need them. Volunteering: Expanding your resume with volunteer activities. Leadership Development Workshop Series: Resume Building and Critique. Athens, OH.

Reese, J. T., & Bradley, A. (2003, April 28). Ohio Athletics season ticket holder study results. Presented to the staff of the Ohio Athletics department, Athens, OH.

Reese, J. T. (2002, December 13). Developing an effective internship in professional baseball. Presented at the annual Professional Baseball Winter Meetings, Nashville, TN.

Reese, J. T. (2002, November 26). How to sell sponsorship in professional sports. Presented to the American Marketing Association, Athens, OH.

Reese, J. T. (2002, February 28). Working in the world of professional sports. Parkersburg, WV, Lions Club.

Ammon, R., Brown, M. T., Nagel, M. S., Reese, J. T., & Southall, R. M. (2002, February 14). How to secure a job in the sport industry. West Georgia Sport Marketing Sport Management Symposium, Carrollton, GA.

Reese, J. T., Marazon, M., & Nolan, S. (2001, April 29). A proposal for bringing the 2003 American Collegiate Hockey Association National Invitational Tournament to Ohio University, Naples, FL.

### **Non Peer-Reviewed Local/National/International Presentations with Published Abstracts (2)**

Reese, J. T. (2008, February 1). Training for entry level sales staff. Presented at the annual conference of the International Ticketing Association, Chicago, IL.

Reese, J. T., & Jennings, M. (2006, January 13). How to Utilize Sport Management Programs for Ticket Office Sales Staffing. Presented at the annual conference of the International Ticketing Association, Boston, MA.

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### **FULL TEXT BOOK REVIEWS (9)**

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Reese, J. T. (2004, August). [Review of the book Contemporary Sport Management (2<sup>nd</sup> ed.) by Parks and Quarterman]. Human Kinetics.

Reese, J. T. (2004, July). [Review of a proposed Sport Ethics text]. Longman Publishers.

Reese, J. T. (2004, March). [Review of a proposed Sport Ethics text]. Longman Publishers.

Reese, J. T. (2003, November). [Review of the book Managing Sport Facilities by Fried]. Human Kinetics.

Reese, J. T. (2003, August). [Review of the book Sport Marketing (2<sup>nd</sup> ed.) by Mullin, Hardy, & Sutton]. Human Kinetics.

Reese, J. T. (2003, July). [Review of the book Governance and Policy Development in Sport Organizations by Hums and MacLean]. Holcomb Hathaway Publishers.

Reese, J. T. (2001, October). [Review of the book Governance and Policy Development in Sport Organizations by Hums and MacLean]. Holcomb Hathaway Publishers.

Reese, J. T. (2001, May). [Review of the book Contemporary Sport Management (2<sup>nd</sup> ed.) by Parks and Quarterman]. Human Kinetics.

Reese, J. T. (2000, May). [Review of the book Sport Promotion and Sales Management by Irwin, Sutton, & McCarthy]. Human Kinetics.

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### GRANTS (7)

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Reese, J. T. (2008). Ticketing software donation by TicketReturn. Software donation for use in the SPM 285 Ticket Operations in Sport class, and the pending Applied Sales and Marketing Center (\$7,500.00).

Reese, J. T. (2008). Ticketing software donation by Ballena Technologies, Inc.. Software donation for use in the SPM 285 Ticket Operations in Sport class and the pending Applied Sales and Marketing Center (\$25,000.00).

Reese, J. T. (2008). Chris Morris Sales and Marketing Scholarship. Private donation of \$2,000.00 for 3 years toward a graduate assistant stipend at SUNY Cortland for a student interested in a career in applied sales or marketing (\$6,000.00).

Reese, J. T. (2003). National and regional television commercials donated to Ohio University in conjunction with the 2004 Bicentennial campaign (\$50,000.00).

Reese, J. T., Brown, M. T., & Kreutzer, A. L. (1999, November). The Use of Video Conferencing for Program Recruitment and Development (Funded in part, \$4,220.00).

Reese, J. T., & Kreutzer, A. L. (2000, April). A Study of the Job Placement Rates and Job Satisfaction to Improve the Diversity of Student Recruitment (Not Funded, \$7,832.50).

Reese, J. T., & Brown, M. T. (2000, April). The Use of the Annual Georgia Southern Sport Management Conference for Undergraduate Teaching and Learning (Not Funded, \$10,858.50).

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### UNIVERSITY SERVICE

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#### College Service (6 committees/activities)

2009-2010 Chair, College Curriculum Review Council (CRRC)

2009-2010 Member, Strategic Planning Steering Committee

2009-2010 Member, Faculty Senate (School of Professional Studies)

2009-2010 Member, Cortland Intercollegiate Athletics Board

2009-2010 Member, UUP Cortland Chapter Executive Board

- 2009-2010 Committee of Graduate Coordinators  
School Service (1 committees/activities)
- 2009-2010 Chair, Personnel Committee, School of Professional Studies  
Departmental Service (2 committees/activities)
- 2009-2010 Member, Curriculum Committee, Sport Management Department
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- College Service (6 committees/activities)
- 2008-2009 Member, Strategic Planning Steering Committee
- 2008-2009 Member, College Curriculum Review Council (CRRC)
- 2008-2009 Member, Faculty Senate (School of Professional Studies)
- 2008-2009 Member, Cortland Intercollegiate Athletics Board
- 2008-2009 Committee of Graduate Coordinators
- 2008-2009 Alternate, Task Force for Housing International Graduate Students and Visiting Scholars
- School Service (3 committees/activities)
- 2008-2009 SUNY Cortland Search Committee, Dean of Professional Studies
- 2008-2009 Chair, Personnel Committee, School of Professional Studies
- 2008-2009 Alternate, Studio West Building & Renovation Project Advisory Committee
- Departmental Service (2 committees/activities)
- 2008-2009 Member, Curriculum Committee, Sport Management Department
- 2007-2008 Member, Applied Working Group, Sport Management Department
- 2007-2008 Member, Sport Management Department Chair's Advisory Committee
- College Service (9 committees/activities)
- 2007-2008 Chair, SUNY Cortland Search Committee, Interim Director of Graduate Studies

- 2007-2008 Member, Assistant Athletic Director for Event Management and Promotions Search Committee
- 2007-2008 Member, Faculty Senate
- 2007-2008 Member, Fulbright Scholarship Committee
- 2007-2008 Member, Cortland Intercollegiate Athletics Board
- 2007-2008 Member, Academic Affairs Committee
- 2007-2008 Member, Marketing Advisory Committee
- 2007-2008 Committee of Graduate Coordinators
- 2007-2008 Alternate, Task Force for Housing International Graduate Students and Visiting Scholars
- School Service (2 committees/activities)
- 2007-2008 Chair, Personnel Committee, School of Professional Studies
- 2007-2008 Alternate, Studio West Building & Renovation Project Advisory Committee
- Departmental Service (5 committees/activities)
- 2007-2008 Chair, Sport Management Department Faculty Search Committee, Assistant Professor/Associate Professor Position
- 2007-2008 Chair, Sport Management Department Faculty Search Committee, Instructor Position
- 2007-2008 Curriculum Committee, Sport Management Department
- 2007-2008 Member, Personnel Committee, Sport Management Department
- 2007-2008 Member, Applied Working Group, Sport Management Department

College Service (6 committees/activities)

- 2006-2007 Member, Cortland Intercollegiate Athletics Board
- 2006-2007 Member, Marketing Advisory Committee

2006-2007	Member, Academic Affairs Committee
2006-2007	Committee of Graduate Coordinators
2006-2007	Volunteer, SUNY Cortland Midnight Breakfast, Wednesday May 9, 2007
2006-2007	Marshal, Graduation Ceremony, Spring 2007
	<u>School Service</u> (1 committee/activity)
2006-2007	Member, Personnel Committee, School of Professional Studies
	<u>Departmental Service</u> (5 committees/activities)
2006-2007	Member, Sport Management Department Faculty Search Committee, Associate Professor Position
2006-2007	Chair, Sport Management Department Faculty Search Committee, Assistant Professor Position
2006-2007	Chair, Sport Management Department Faculty Search Committee, Instructor Position
2006-2007	Member, Personnel Committee, Sport Management Department
2006-2007	Curriculum Committee, Sport Management Department
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2005-2006	Member, Curriculum Committee-College of Health and Human Services, Ohio University
2005-2006	Chair, Curriculum Committee-Recreation and Sport Sciences, Ohio University
2005-2006	Member, Intercollegiate Athletics Committee, Ohio University
2005-2006	Member, Promotion & Tenure Committee-Recreation and Sport Sciences, Ohio University
2005-2006	Chair, Division of Sports Administration Faculty Search Committee, Ohio University
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2004-2005	Chair, Curriculum Committee-Recreation and Sport Sciences, Ohio University
2004-2005	Member, Intercollegiate Athletics Committee, Ohio University

2004-2005	Member, Curriculum Committee-College of Health and Human Services, Ohio University
2003-2004	Campus Recreation Staff Search Committee, Ohio University
2003-2004	Curriculum Committee-Recreation and Sport Sciences, Ohio University
2003-2004	Division of Sports Administration Faculty Search Committee, Ohio University
2002-2003	Governance and Operations Committee-Recreation and Sport Sciences, Ohio University
2002-2003	Division of Sports Administration Faculty Search Committee, Ohio University
2001-2002	Curriculum Committee-Recreation and Sport Sciences, Ohio University
2000-2001	Chair, Enhancement Committee-Recreation and Sport Sciences, Ohio University
2000-2001	Division of Sports Administration Faculty Search Committee, Ohio University
1999-2000	Enhancement Committee-Recreation and Sport Sciences, Ohio University
1994-1996	Substitute Instructor, Sport Management Program, Georgia Southern University
1994	Assistant Coordinator-Georgia Southern Sport Management Conference
1994	Intern-International Conference of World Sport Management, Georgia Tech University.

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#### COMMUNITY SERVICE

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Spring/Summer 2009	Assistant Diamond League Coach-Homer, NY Little League
Summer, 2008	Fundraising Assistant, Homer Little League
January-March, 2008	Homer Little League Coaching Staff, Winter Baseball Clinics
December 2007	A Day Out with Santa (Volunteer), Hampton Inn, Cortland, NY
Spring/Summer 2007	Assistant Tee Ball Coach-Homer, NY Recreation Department

December 2006	A Day Out with Santa (Volunteer), Hampton Inn, Cortland, NY
2006-2007	Coordinator of Media Relations New York Dash Soccer Club (nydash.com)
2003-2006	Faculty Advisor to Ohio University Student Organization- Ohio University Men's Club Basketball.
2005-2006	Ticketing Advisor-Southern Ohio Copperheads
2002-2004	Volunteer-Special Olympics, Athens, OH.
March 2003	Sponsorship Planning Committee-2003 National Intramural Basketball Championships, Athens, OH.
March 2003	Judge-Arnold Classic Strongman Contest-Columbus, Ohio
February 2003	Tournament Committee-American Collegiate Hockey Association (ACHA) National Hockey Tournament, Athens, OH.
Winter 2003	Planning Committee-Athens Youth Hockey Association: Hockey Helping the Homeless and Youth, Athens, OH.
2002-2006	Faculty Advisor to Ohio University Student Organization- Collegiate Athletes Coalition (CAC).
Summer 2002	Volunteer-Athens High School Tennis Camp.
July 2002	Volunteer Operations Assistant-Great Lakes All-Stars vs. Team USA Baseball, Athens, OH.
April, 2001	Bid Coordinator-2003 ACHA National Hockey Tournament, Athens, OH.
January, 2001	Volunteer-Children's Hospital, Columbus, Ohio.
2000-2001	Volunteer Sponsorship Coordinator-Ohio University Hockey.
2000-2001	Faculty Advisor to Ohio University Fellowship of Christian Athletes
December 1999	Volunteer-Children's Hospital, Columbus, Ohio.
1999-2000	Member-Ohio University Green and White Athletic Booster Club.

Summer 1997	Volunteer-Participate in the Lives of America's Youth (PLAY). Basketball Coaching Clinic, Denver, CO.
Summer 1996	Volunteer-Youth Education Through Sport (YES). Tennis Coaching Clinic, Tallahassee, FL.

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### PROFESSIONAL MEMBERSHIPS AND PROFESSIONAL SERVICE

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- American Alliance for Health, Physical Education, Recreation and Dance, Member, 1999.
- Impumelelo-The Interdisciplinary Electronic Journal of African Sport, Advisory Board, 2004-Present
- International Association of Assembly Managers, Member, 2000
- International Journal of Sport Management and Marketing, Guest Reviewer (January, 2006)
- International Ticketing Association, Member, 2004-Present  
 Membership Committee 2005; Chair-2006-2007  
 Creator and Organizer of INTIX Job Fair, 2007-Present
- Journal of Business and Industrial Marketing, Editorial Review Board, 2009-Present
- Journal of Issues in Intercollegiate Athletics*, Editorial Board, 2007-Present
- North American Society for Sport Management, Member, 1999-2002; 2004-Present  
 Sponsorship Committee 2000-2001
- North American Society for the Sociology of Sport, Member, 2002
- Ohio Sport Management Group, Executive Officer, 2000-2001
- Sport Marketing Association, Member, 2004-Present
- Sport Marketing Quarterly*, Editorial Board, 2001-2004
- The Drake Group, Member, 2001-Present  
 Executive Board Member, Secretary/Treasurer: 2005-2007
- The Smart Journal*, Editorial Board, 2005-Present
- The Sport and Recreation Law Association, Member, 2000-2006  
 Sponsorship Committee 2001-2002; Policy Committee 2004-2005

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**FACULTY COURSE INSTRUCTION**

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***Undergraduate Courses Taught***

PESS 201 – Introduction to Sport Industry (Ohio University)  
(Summers, 2004, 2002, 2001); (Fall, 2000, 1999)

PESS 221A – Tennis (Ohio University)  
(Summers, 2006, 2004, 2002, 2000)

PESS 264A – Softball (Ohio University)  
(Summer, 2000)

PESS 261 – Practicum in Sport Sciences (Ohio University)  
(Spring, Winter, 2006); (Fall, Spring, Winter, 2005); (Fall, Summer, Spring, Winter, 2004);  
(Fall, Summer, Spring, Winter, 2003); (Fall, Summer, Spring, Winter, 2002); (Fall, Summer,  
Spring, Winter, 2001); (Fall, Spring, 2000)

PESS 313 – Sport Club Management (Ohio University)  
(Summer, 2000); (Fall, 1999)

PESS 376 – Athletic Facility Planning and Management (Ohio University)  
(Summer, Winter, 2004); (Fall, Summer, Winter, 2003); (Fall, Summer, Winter, 2002); (Fall,  
Winter, 2001); (Fall, Spring, 2000); (Fall, 1999)

PESS 391 – Risk Management (Ohio University)  
(Winter, 2006); (Fall, Summer, Spring, Winter, 2005); (Fall, 2004); (Winter, 2001)

PESS 401 – Sport Marketing (Ohio University)  
(Winter, 2001); (Spring, Winter, 2000)

PESS 412 – Sport Governance and Ethics (Ohio University)  
(Fall, Spring, 2004); (Fall, Spring, 2003); (Fall, Spring, 2002); (Fall, Spring, Winter, 2001);  
(Summer, Spring, 2000)

PESS 430 – Sport Sponsorship and Licensing (Ohio University)  
(Winter, 2006); (Fall, Winter, 2005); (Winter, 2004); (Winter, 2003); (Winter, 2002)

PESS 440 – Ticket Operations (Ohio University)  
(Spring, 2006)

PESS 490 – Internship in Sport Sciences (Ohio University)  
(Summer, Spring, Winter, 2006); (Fall, Summer, Spring, Winter, 2005); (Fall, Summer, 2002);  
(Spring, Winter, 2004); (Fall, Summer, Spring, Winter, 2003); (Fall, Summer, Spring, Winter,  
2002); (Fall, Summer, Spring, Winter, 2001); (Fall, 2000)

SPM 247 – Intercollegiate and Scholastic Sport (SUNY Cortland)  
(Fall, 2009)

SPM 275 – Foundations of Sport Management (SUNY Cortland)  
(Fall, 2006)

SPM 285 – Ticket Operations in Sports (SUNY Cortland Online)  
(Spring, 2009; Winter, 2008, 2007)

SPM 460 – Applied Sport Sales and Marketing (SUNY Cortland)  
(Spring, 2010)

### ***Graduate Courses Taught***

PESS 642 – Ethics in Sport (Ohio University)  
(Spring, 2006); (Spring, Winter, 2004); (Summer, Spring, 2003); (Summer, 2001)

PESS 642 – Ethics in Sport (Ohio University Online)  
(Fall, 2005); (Fall, 2004)

SAFM 645 – Facility Management and Programming (Ohio University)  
(Spring, 2002); (Spring, 2001); (Winter, 2000)

SASM 670 – Financial Administration of Sport Facilities and Programs (Ohio Univ. Online)  
(Winter, 2006)

SPM 510 – The Sport Enterprise (SUNY Cortland)  
(Fall, 2009, 2008, 2007, 2006)

SPM 510 – The Sport Enterprise (SUNY Cortland Online)  
(Summer, 2009); (Fall, Summer, 2008); (Fall, Summer, 2007)

SPM 529 – Ethics in Sport (SUNY Cortland Online)  
(Summer, 2008)

SPM 529 – Sales Strategies in Sport (SUNY Cortland Online)  
(Summer, 2009, 2008)

SPM 547 – Intercollegiate Athletics Management (SUNY Cortland)  
(Spring, 2010); (Fall, Spring, 2009); (Fall, Spring, 2008); (Spring, 2007)

SPM 655 – Sport Event Management (SUNY Cortland)  
(Spring, 2008; Spring, 2007)

SPM 660 – Sport Marketing (SUNY Cortland)  
(Fall, 2006)

SPM 682 – Independent Study in Sport Management (SUNY Cortland)  
(Summer, Spring, 2008); (Fall, 2007)

SPM 685 – Internship/Master’s Project (SUNY Cortland)  
(Spring, 2010); (Fall, Summer, Spring, 2009); (Fall, Summer, Spring, 2008); (Fall, Summer, Spring, 2007)

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### HONORS AND AWARDS

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2008 International Ticketing Association (INTIX) – Nominated for Board of Directors

2007-2008 Excellence in Teaching Award. SUNY Cortland Sport Management Department

2008 International Ticketing Association (INTIX) - Professional Service Award

2007 International Ticketing Association (INTIX) – Nominated for Board of Directors

2002 Sigma Phi Epsilon Ohio University Outstanding Faculty Member

2001 Student Athlete Advisory Committee (SAAC) Outstanding Faculty Member, Ohio University

Nominated for the 2000-2001 Outstanding Teacher Award in the College of Health and Human Services, Ohio University

Earned two Super Bowl Rings, Administrator, Denver Broncos Football Club, 1996-1999

Awarded Graduate Assistantship, Fall 1996, University of Northern Colorado

Awarded Graduate Assistantships, 1994-1996, Georgia Southern University

Omicron Delta Epsilon-Intl. Honor Society in Economics, St. Andrews College, 1988

Elected Co-Captain, St. Andrews Presbyterian College Baseball Team, Fall 1986

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### CERTIFICATIONS

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2008-Present. The State University of New York, Youth Sports Institute, Certified Youth Coach, Level I

Spring/Summer 2009. Homer Little League, Certified Youth Baseball Coach

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**INTERCOLLEGIATE ATHLETICS**

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Baseball Team, St. Andrews Presbyterian College, 1984-1985; Fall 1986 (Co-Captain)

Track & Field Team, St. Andrews Presbyterian College, 1987-1988

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