



Joint Meeting with W&M Foundation

February 2, 2012

Board Room, Blow Hall

Committee on Athletics

Todd L. Stottlemeyer, Chair

Timothy P. Dunn, Vice Chair

W&M Foundation Athletics Subcommittee

Jonathan J. Doyle, Chair





Agenda

- I. Introductory Remarks – Mr. Stottlemeyer & Mr. Watkins**
- II. Approval of Minutes**
 - A. Athletics Subcommittee – October 20, 2011**
 - B. Committee on Athletics – December 8, 2011**
- III. Joint Discussion on William and Mary Athletics**
 - A. Today – Status**
 - 1. Academically**
 - 2. Athletically**
 - 3. Financially**
 - B. Tomorrow – Challenges**
 - 1. Academically**
 - 2. Athletically**
 - 3. Financially**
- IV. Adjourn**





"Exercise and recreation ... are as necessary as reading; I will say rather more necessary, because health is worth more than learning.
A strong body makes the mind strong."

Thomas Jefferson, W&M Class of 1762





Distinguishing William & Mary Athletics

- Pursuit of Academic & Athletic Excellence
- Academic & Athletic Balance
- Passion & Performance
- True Student & Athlete Concept





Academic Profile

- Admissions
- NCAA Graduation Rate





Recognition

Team/Individual

- Team Academic Award
- CAA Scholar Athletes
- Academic All-American
- National Award
- Provost Awards
- Phi Beta Kappa
- Rhodes Scholar





Athletic Profile

- 23 Sports
 - 11 Male
 - 12 Female
- NCAA Division 1





Recognition

Team/Individual

- Capital One Cup
- CAA Champions
- NCAA Participation
- All-American
- Player of the Year
- NCAA Champion
- Professional





“Great Coaching is Great Teaching”





William & Mary Coaches

- Great personal integrity, character and maturity
- Commitment to student & athlete concept
- Outstanding developers of people, athletically and personally
- Superior knowledge and understanding of their sport





Commitment to William & Mary Athletics

- Cliff Gauthier, Head Men's Gymnastics Coach 39 years
- Al Albert, Head Men's Soccer Coach (Ret.) * 33 years
- Jimmye Laycock, Head Football Coach * 32 years
- Peel Hawthorne, Head Field Hockey Coach * 25 years
- John Daly, Head Women's Soccer Coach 25 years
- Dan Stimson, Head/Asst. Track & Field Coach 25 years
- Chris Norris, Head/Asst. Men's Soccer Coach * 16 years
- Debbie Taylor, Head Women's Basketball Coach * 13 years
- Matt Crispino, Director Men's & Women's Swimming * 5 years
- Melissa Shelton, Head Women's Volleyball Coach * 4 years

* Alumnus/Alumna





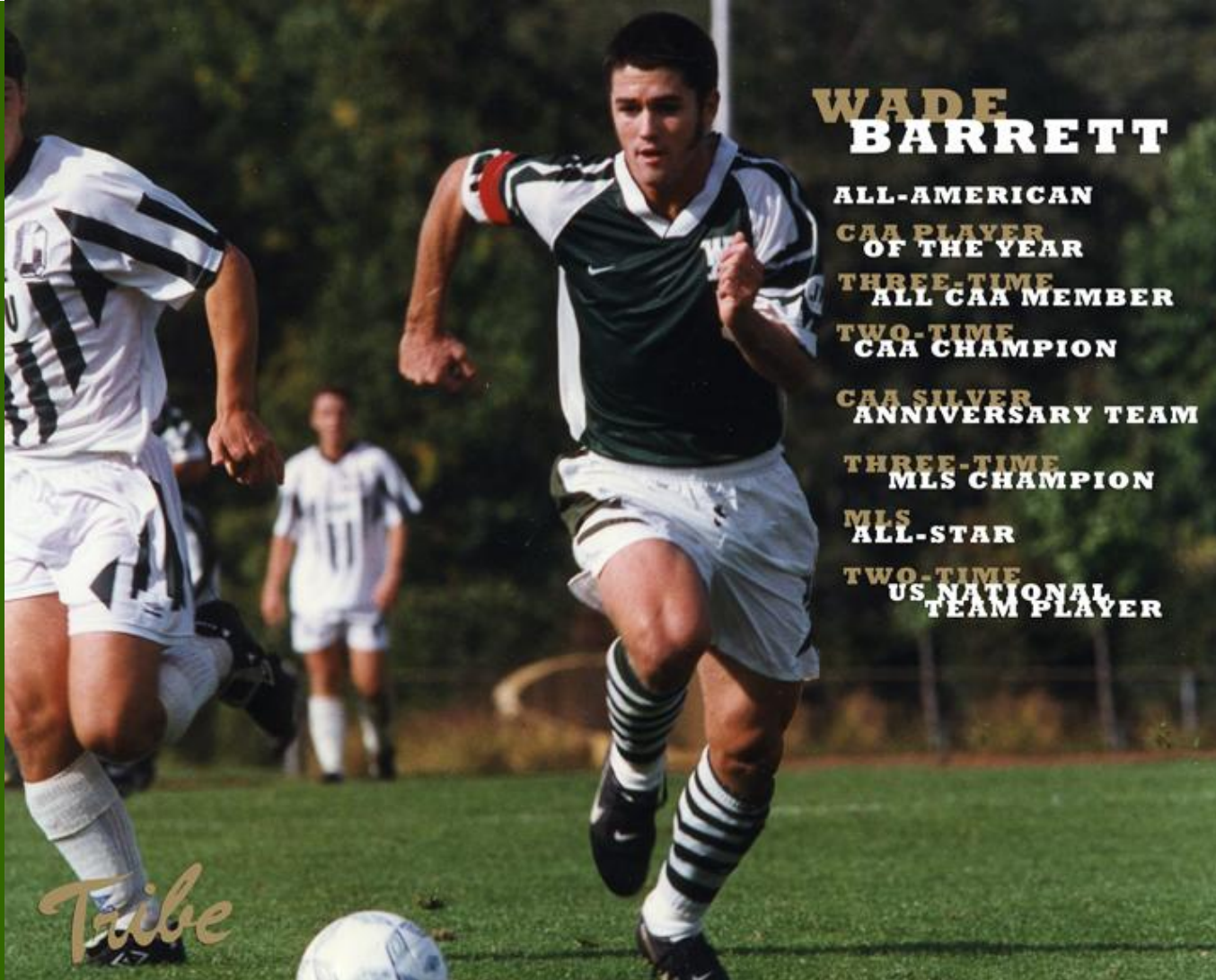
Coaching/Teaching

- Individual and collective goals are set
- Students & Athletes are challenged physically, mentally, emotionally and psychologically to reach those goals
- In striving to achieve these goals the student-athletes define in themselves intangible qualities such as commitment, self- discipline, desire, sacrifice, leadership and team work



Tribe

Tribe



**WADE
BARRETT**

ALL-AMERICAN

**CAA PLAYER
OF THE YEAR**

**THREE-TIME
ALL CAA MEMBER**

**TWO-TIME
CAA CHAMPION**

**CAA SILVER
ANNIVERSARY TEAM**

**THREE-TIME
MLS CHAMPION**

**MLS
ALL-STAR**

**TWO-TIME
US NATIONAL
TEAM PLAYER**

Tribe

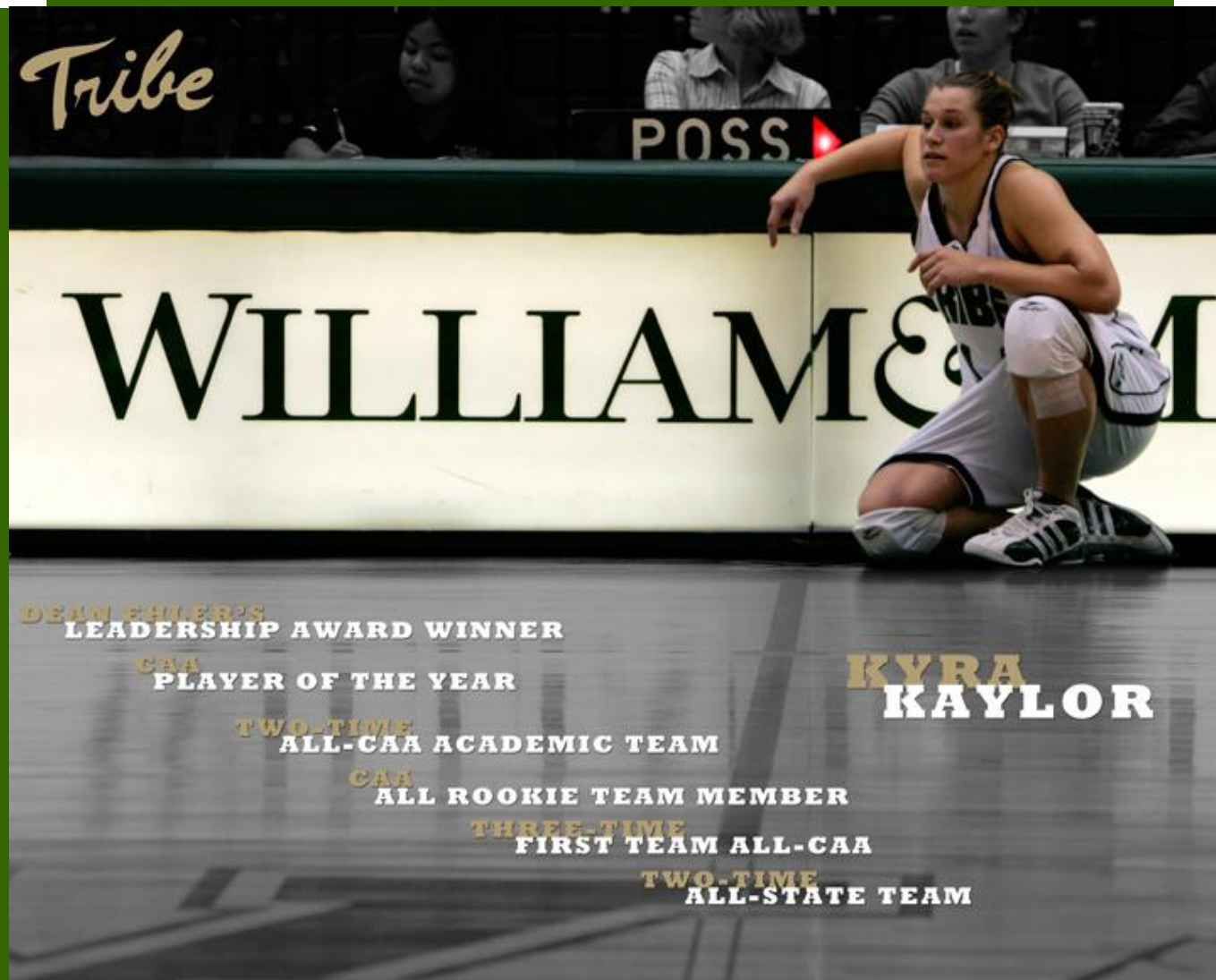
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DEAN EHLER'S
LEADERSHIP AWARD WINNER

CAA
PLAYER OF THE YEAR

TWO-TIME
ALL-CAA ACADEMIC TEAM

CAA
ALL ROOKIE TEAM MEMBER

THREE-TIME
FIRST TEAM ALL-CAA

TWO-TIME
ALL-STATE TEAM

KYRA
KAYLOR

Tribe

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**MATT
LANE**

**ELEVEN-TIME
ALL-AMERICAN**
**2001 U.S. TRACK COACHES
MALE TRACK ATHLETE
OF THE YEAR**
**TWO-TIME
CAA CHAMPION**
**CAA
ROOKIE OF THE YEAR**
**THREE-TIME
CAA ATHLETE OF THE YEAR**
**ACADEMIC
ALL-AMERICAN**
**TWO-TIME
US OLYMPIC QUALIFIER**



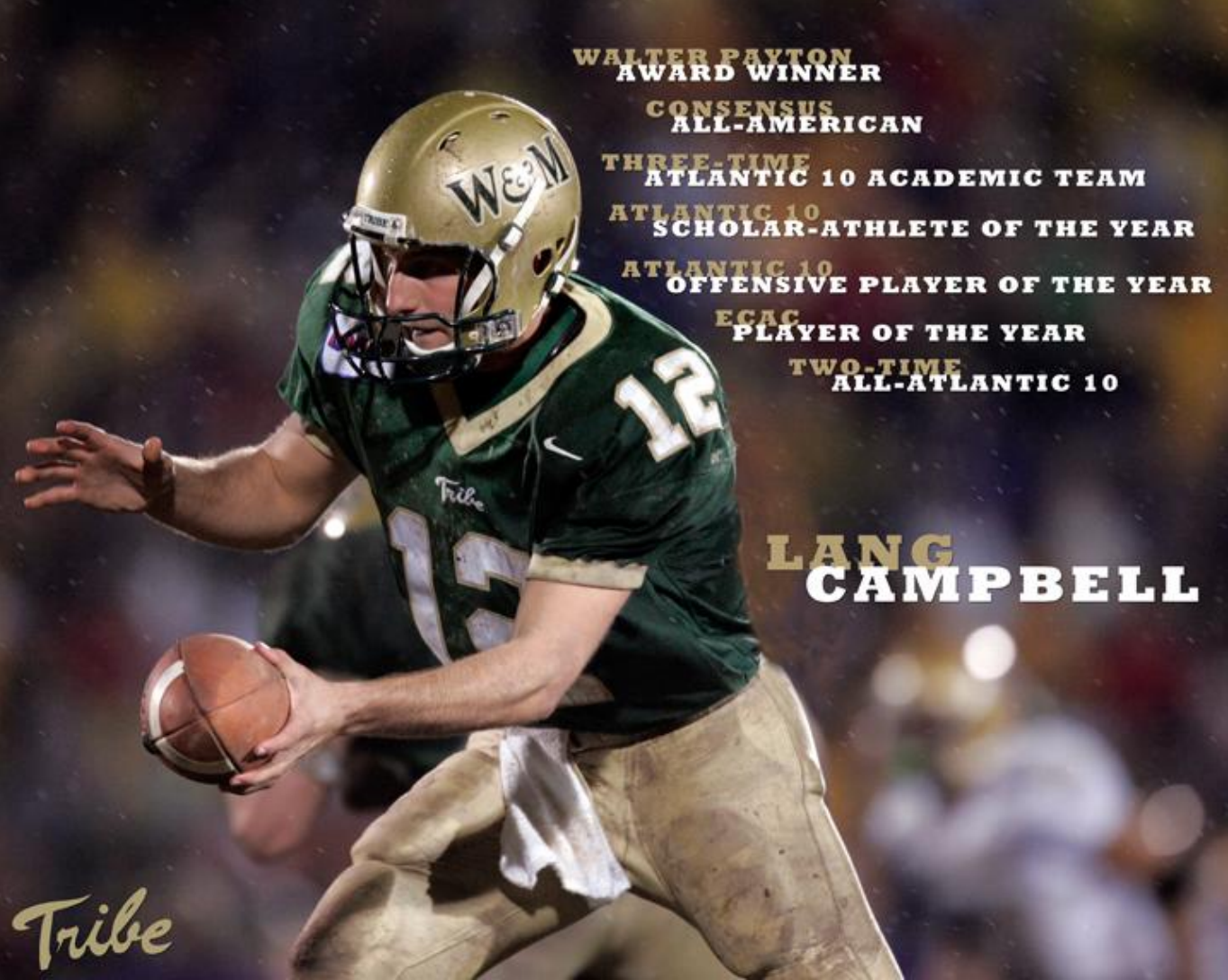
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WALTER PAYTON
AWARD WINNER

CONSENSUS
ALL-AMERICAN

THREE-TIME
ATLANTIC 10 ACADEMIC TEAM

ATLANTIC 10
SCHOLAR-ATHLETE OF THE YEAR

ATLANTIC 10
OFFENSIVE PLAYER OF THE YEAR

ECAC
PLAYER OF THE YEAR

TWO-TIME
ALL-ATLANTIC 10

LANG
CAMPBELL

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**SIX-TIME
ALL-AMERICAN**

**FOUR-TIME
CAA PLAYER OF THE YEAR**

**MEGAN
MOULTON-LEVY**

Tribe

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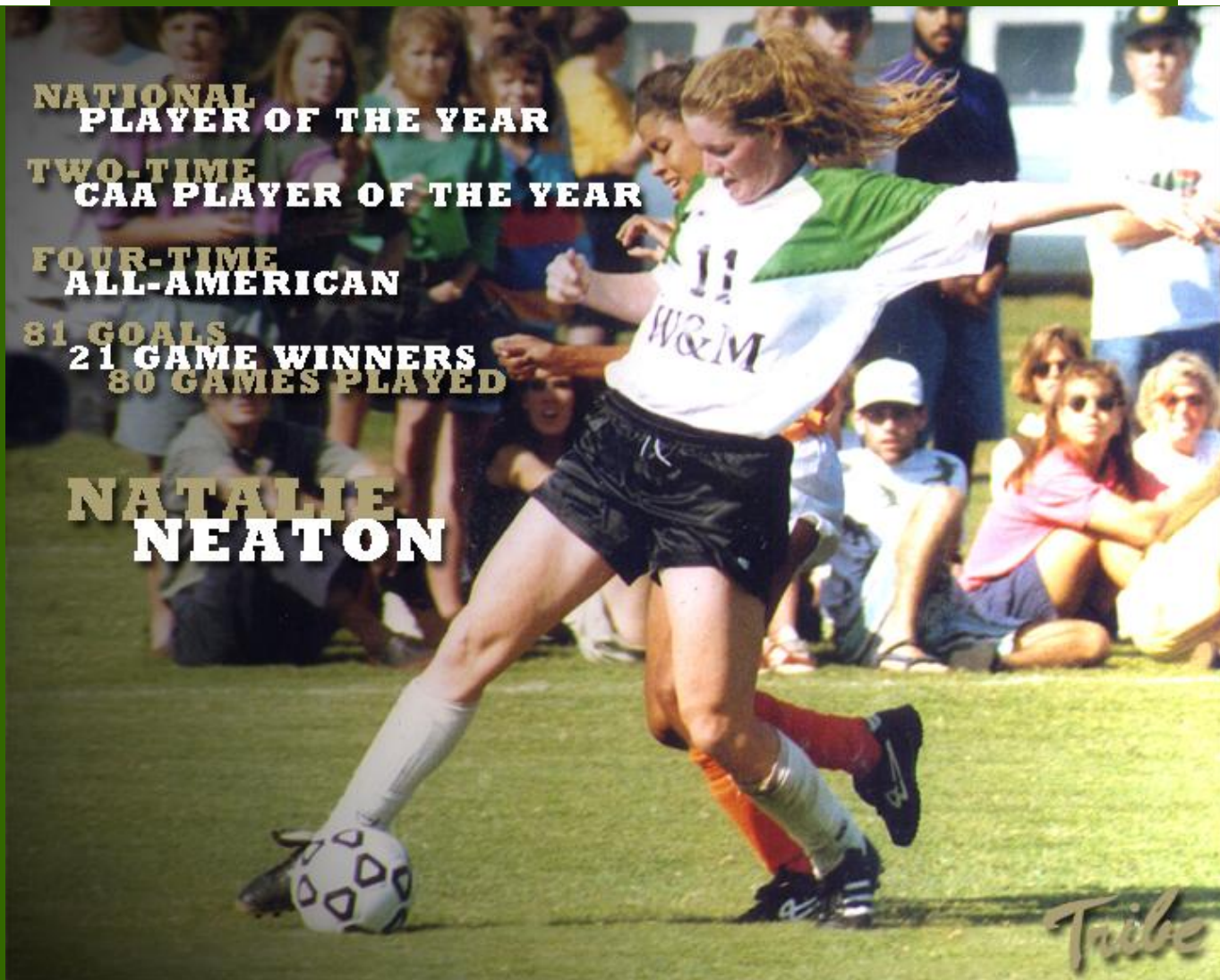
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**NATIONAL
PLAYER OF THE YEAR**
**TWO-TIME
CAA PLAYER OF THE YEAR**
**FOUR-TIME
ALL-AMERICAN**
81 GOALS
21 GAME WINNERS
80 GAMES PLAYED

**NATALIE
NEATON**



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NISSAN-EMERY FINALIST

NCAA PARALLEL BAR CHAMPION

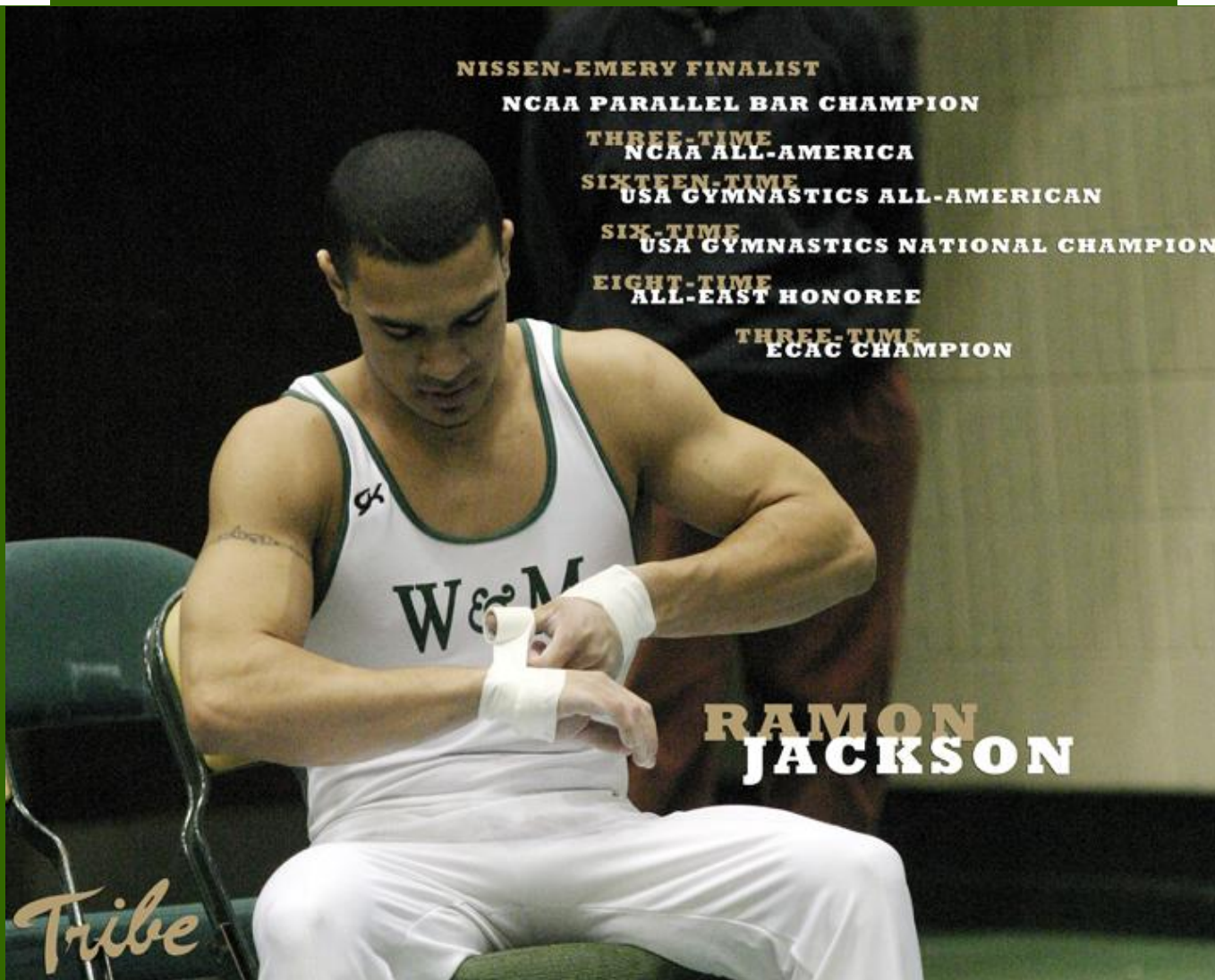
**THREE-TIME
NCAA ALL-AMERICA**

**SIXTEEN-TIME
USA GYMNASTICS ALL-AMERICAN**

**SIX-TIME
USA GYMNASTICS NATIONAL CHAMPION**

**EIGHT-TIME
ALL-EAST HONOREE**

**THREE-TIME
ECAC CHAMPION**



**RAMON
JACKSON**

Tribe

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Tribe



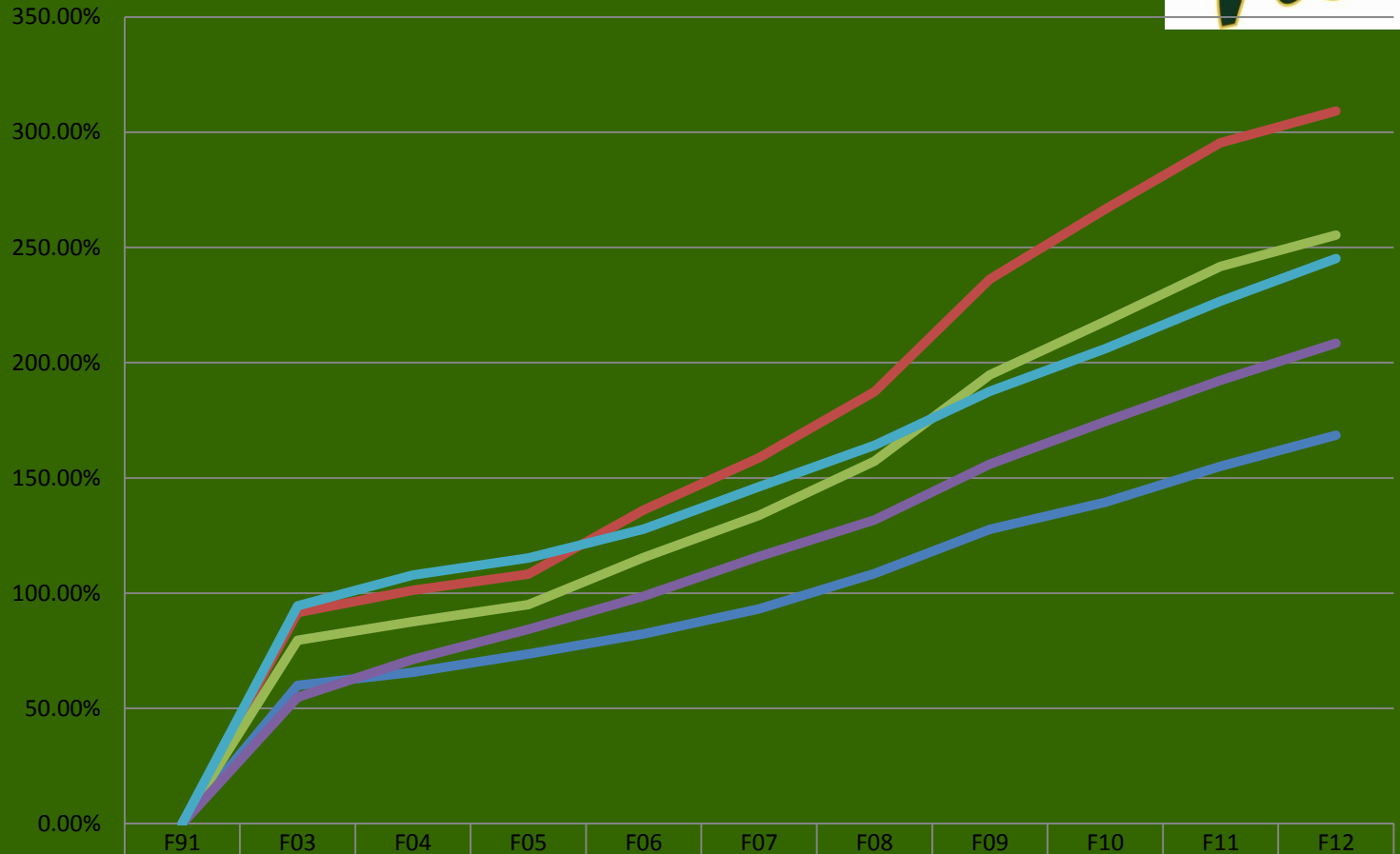
The WHY

The real values of the challenges faced in a competitive athletic environment are the lessons learned about one's self and others and the personal growth derived from those experiences that will influence the student & athlete throughout their lives.





Total Percentage Growth Since 1990-91

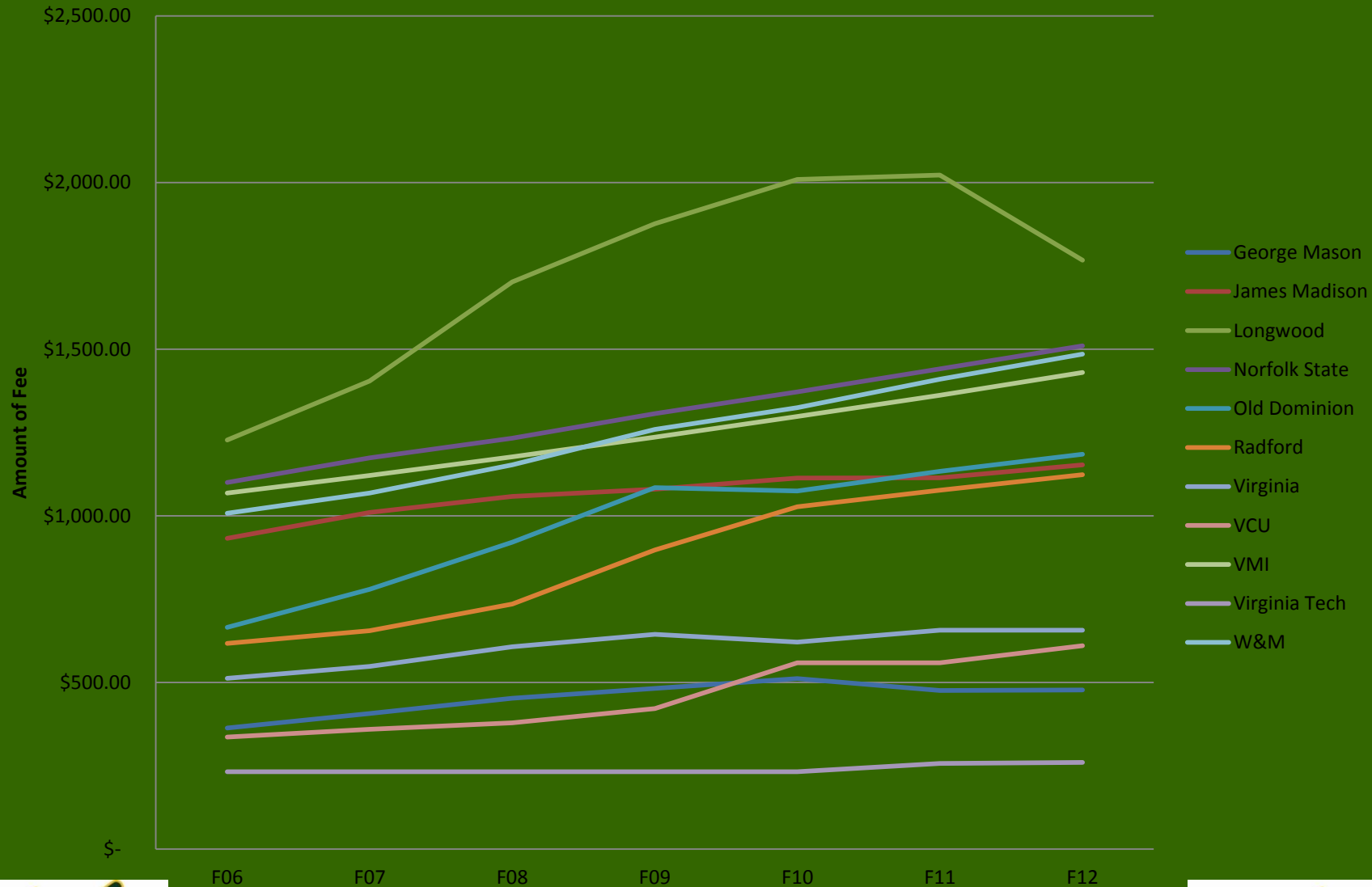


Athletics Fee	0	60.04%	65.64%	73.60%	82.28%	93.13%	108.50%	127.67%	139.42%	154.97%	168.54%
Non-Athletics Fee	0	91.60%	101.23%	108.17%	136.17%	158.79%	187.40%	236.17%	266.63%	295.41%	309.13%
Total Student Fees	0	79.53%	87.62%	94.95%	115.56%	133.68%	157.23%	194.67%	217.98%	241.70%	255.36%
In-State Tuition/Rm&Brd/Fees	0	54.89%	71.16%	84.29%	98.75%	115.93%	131.71%	155.89%	174.46%	192.24%	208.37%
Out-of-State Tuition/Rm&Brd/Fees	0	94.47%	107.90%	115.27%	127.86%	146.15%	164.15%	187.53%	206.08%	226.72%	245.24%



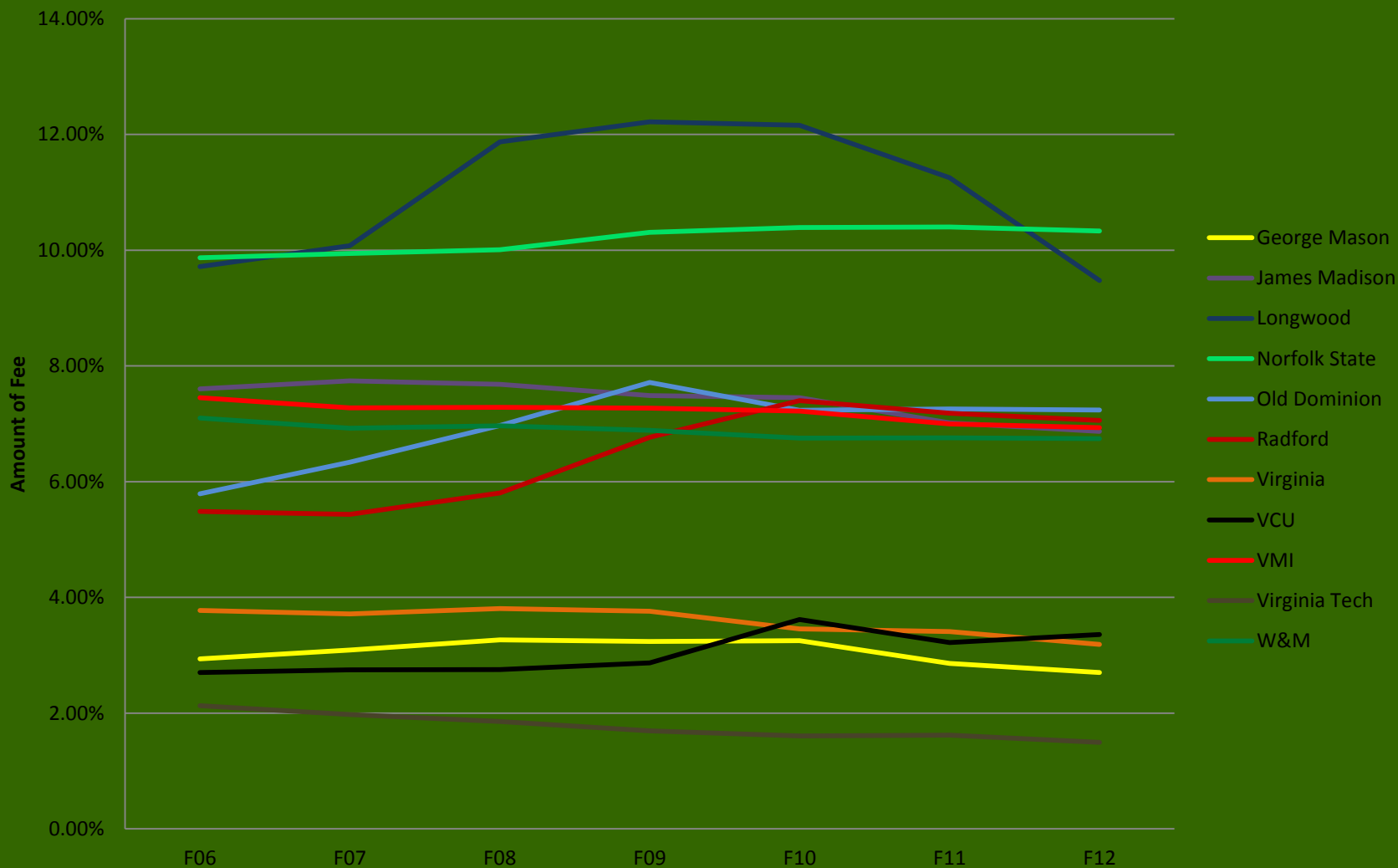


Student Fees for Athletics - Virginia NCAA Division I Schools





Student Fees for Athletics as Percent of Total Cost - Virginia NCAA Division I Schools





William and Mary Athletics

Student Fee Analysis of Virginia NCAA Division I Schools

Student Fees - Amount

	F06	F07	F08	F09	F10	F11	F12
George Mason	\$ 362.91	\$ 406.47	\$ 452.58	\$ 481.67	\$ 511.43	\$ 475.55	\$ 477.36
James Madison	\$ 932.00	\$ 1,010.00	\$ 1,058.00	\$ 1,080.00	\$ 1,113.00	\$ 1,114.00	\$ 1,153.00
Longwood	\$ 1,227.00	\$ 1,404.00	\$ 1,702.00	\$ 1,876.00	\$ 2,009.00	\$ 2,022.00	\$ 1,767.00
Norfolk State	\$ 1,100.00	\$ 1,174.00	\$ 1,232.70	\$ 1,306.66	\$ 1,372.00	\$ 1,440.60	\$ 1,510.00
Old Dominion	\$ 665.62	\$ 779.44	\$ 920.96	\$ 1,084.33	\$ 1,074.09	\$ 1,133.01	\$ 1,184.70
Radford	\$ 617.00	\$ 655.00	\$ 735.00	\$ 897.00	\$ 1,027.00	\$ 1,077.00	\$ 1,123.00
Virginia	\$ 512.00	\$ 548.00	\$ 607.00	\$ 644.00	\$ 621.00	\$ 657.00	\$ 657.00
VCU	\$ 336.06	\$ 359.47	\$ 378.70	\$ 421.51	\$ 558.89	\$ 558.89	\$ 610.00
VMI	\$ 1,068.00	\$ 1,121.00	\$ 1,177.00	\$ 1,236.00	\$ 1,298.00	\$ 1,362.00	\$ 1,430.00
Virginia Tech	\$ 232.00	\$ 232.00	\$ 232.00	\$ 232.00	\$ 232.00	\$ 257.00	\$ 260.00
W&M	\$ 1,008.00	\$ 1,068.00	\$ 1,153.00	\$ 1,259.00	\$ 1,324.00	\$ 1,410.00	\$ 1,485.00

Student Fees - Percent of Total In-State Cost

	F06	F07	F08	F09	F10	F11	F12
George Mason	2.94%	3.09%	3.27%	3.24%	3.25%	2.86%	2.70%
James Madison	7.60%	7.74%	7.68%	7.49%	7.45%	7.02%	6.87%
Longwood	9.72%	10.08%	11.87%	12.22%	12.16%	11.25%	9.48%
Norfolk State	9.87%	9.94%	10.01%	10.31%	10.39%	10.40%	10.33%
Old Dominion	5.79%	6.34%	6.97%	7.72%	7.24%	7.26%	7.24%
Radford	5.48%	5.44%	5.80%	6.77%	7.40%	7.18%	7.06%
Virginia	3.77%	3.71%	3.81%	3.76%	3.46%	3.41%	3.19%
VCU	2.70%	2.75%	2.75%	2.87%	3.62%	3.22%	3.36%
VMI	7.45%	7.28%	7.29%	7.27%	7.22%	7.00%	6.93%
Virginia Tech	2.13%	1.98%	1.86%	1.70%	1.61%	1.62%	1.50%
W&M	7.10%	6.93%	6.97%	6.89%	6.75%	6.76%	6.74%





William and Mary Athletics

Comparison of Athletics Revenue Sources: 2009-10

Source: NCAA (www.usatoday.com/sports/college/ncaa-finances.htm) and EADA (ope.ed.gov/athletics) financial reports

School (# of sports)	Total Revenue	Athletics Endowments			Contributions (Annual gifts, including gifts-in-kind and payments on behalf of athletics)			Generated and Other (Tickets, NCAA, sponsorship, guarantees, concessions, etc.)			Fee/Other Subsidies (Student fee, direct state, government and insitutional support, indirect facilities and administrative support)	
		Amount	%		Amount	%		Amount	%		Amount	%
George Mason (22)	\$16,745,102	\$0	0%	✓	\$806,443	5%	✓	\$2,068,455	12%	✓	\$13,870,204	83%
James Madison (18)	\$28,636,487	\$0	0%	✓	\$1,340,159	5%	✓	\$3,304,102	12%	✓	\$23,992,226	84%
Norfolk State (15)	\$12,386,976	\$0	0%	✓	\$270,228	2%	✓	\$1,268,401	10%	✓	\$10,848,347	88%
Old Dominion (18)	\$32,475,822	\$16,368	0%	✓	\$4,442,993	14%	✓	\$4,352,598	13%	✓	\$23,663,863	73%
Virginia (25)	\$81,841,633	\$512,360	1%	✓	\$33,975,775	42%	✓	\$35,193,395	43%	✓	\$12,160,103	15%
VCU (16)	\$16,265,155	\$21,000	0%	✓	\$1,098,606	7%	✓	\$2,353,658	14%	✓	\$12,791,891	79%
Virginia Tech (21)	\$63,613,464	\$2,210,610	3%	✓	\$16,138,765	25%	✓	\$38,172,538	60%	✓	\$7,091,551	11%
VMI (15)	\$9,598,685	\$0	0%	✓	\$5,272,372	55%	✓	\$974,939	10%	✓	\$3,351,374	35%
William and Mary (23)	\$18,116,719	\$1,933,973	11%	✓	\$2,825,680	16%	✓	\$3,405,965	19%	✓	\$9,951,101	55%





William and Mary Athletics

Comparison of Athletics Expenses: 2009-10

Source: www.usatoday.com/sports/college/ncaa-finances.htm and EADA filings

School	Total Expenses	Student Aid		Coach Salaries		Admin Salaries		Operating	
		Amount	%	Amount	%	Amount	%	Amount	%
George Mason	\$ 16,926,126	\$ 4,110,220	24.3%	\$ 3,135,786	18.5%	\$ 3,185,461	18.8%	\$ 6,494,659	38.4%
James Madison	\$ 28,991,789	\$ 6,413,803	22.1%	\$ 4,289,524	14.8%	\$ 5,719,862	19.7%	\$ 12,568,600	43.4%
Norfolk State	\$ 9,416,582	\$ 2,965,653	31.5%	\$ 1,790,665	19.0%	\$ 1,130,612	12.0%	\$ 3,529,652	37.5%
Old Dominion	\$ 29,048,014	\$ 4,731,171	16.3%	\$ 4,668,615	16.1%	\$ 4,048,295	13.9%	\$ 15,599,933	53.7%
Virginia	\$ 69,792,472	\$ 11,684,196	16.7%	\$ 16,872,236	24.2%	\$ 11,951,891	17.1%	\$ 29,284,149	42.0%
VCU	\$ 16,818,906	\$ 3,119,680	18.5%	\$ 3,006,091	17.9%	\$ 2,560,821	15.2%	\$ 8,132,314	48.4%
Virginia Tech	\$ 55,738,633	\$ 8,470,679	15.2%	\$ 10,202,227	18.3%	\$ 8,210,585	14.7%	\$ 28,855,142	51.8%
VMI	\$ 9,834,258	\$ 3,221,725	32.8%	\$ 2,102,254	21.4%	\$ 1,742,697	17.7%	\$ 2,767,582	28.1%
William and Mary	\$ 17,982,575	\$ 6,123,389	34.1%	\$ 3,232,647	18.0%	\$ 2,604,983	14.5%	\$ 6,021,556	33.5%

School	Total Expenses Per Athlete	Student Aid	Coach Salaries	Admin Salaries	Operating	Total Athletes (Unduplicated)
		Per Athlete	Per Athlete	Per Athlete	Per Athlete	
George Mason	\$ 33,517	\$ 8,139	\$ 6,209	\$ 6,308	\$ 12,861	505
James Madison	\$ 62,348	\$ 13,793	\$ 9,225	\$ 12,301	\$ 27,029	465
Norfolk State	\$ 36,928	\$ 11,630	\$ 7,022	\$ 4,434	\$ 13,842	255
Old Dominion	\$ 63,702	\$ 10,375	\$ 10,238	\$ 8,878	\$ 34,210	456
Virginia	\$ 103,091	\$ 17,259	\$ 24,922	\$ 17,654	\$ 43,256	677
VCU	\$ 69,214	\$ 12,838	\$ 12,371	\$ 10,538	\$ 33,466	243
Virginia Tech	\$ 102,085	\$ 15,514	\$ 18,685	\$ 15,038	\$ 52,848	546
VMI	\$ 28,259	\$ 9,258	\$ 6,041	\$ 5,008	\$ 7,953	348
William and Mary	\$ 35,893	\$ 12,222	\$ 6,452	\$ 5,200	\$ 12,019	501





William and Mary Athletics

Analysis of NCAA I-AA Athletics Expenses

Based on 2009-10 EADA Reports (<http://ope.ed.gov/athletics/>)

William and Mary - CAA		Total Undergrads	Total Athletes	Total Expenses	Total GIA Exp	Total Non-GIA Expenses	Estimated Institutional Supp. (1)		
							Total	%ofExp.	Per UG
WILLIAM AND MARY		5,757	501	\$ 17,556,207	\$ 6,106,887	\$ 11,449,320	\$ 9,524,736	54%	\$ 1,654
College of William and Mary	CAA	5,757	501	\$ 17,556,207	\$ 6,106,887	\$ 11,449,320	\$ 9,524,736	54%	\$ 1,654
Georgia State University	CAA	16,823	338	\$ 15,829,098	\$ 4,320,075	\$ 11,509,023	\$ 14,879,352	94%	\$ 884
Hofstra University	CAA	7,320	376	\$ 19,494,815	\$ 8,453,987	\$ 11,040,828	\$ 14,621,111	75%	\$ 1,997
James Madison University	CAA	16,462	465	\$ 28,991,789	\$ 5,607,660	\$ 23,384,129	\$ 24,063,185	83%	\$ 1,462
Northeastern University	CAA	15,699	522	\$ 22,339,095	\$ 10,533,588	\$ 11,805,507	\$ 16,754,321	75%	\$ 1,067
Old Dominion University	CAA	13,686	456	\$ 23,346,192	\$ 4,731,171	\$ 18,615,021	\$ 19,844,263	85%	\$ 1,450
Towson University	CAA	15,182	498	\$ 18,682,392	\$ 5,614,352	\$ 13,068,040	\$ 16,066,857	86%	\$ 1,058
University of Delaware	CAA	15,786	625	\$ 31,836,146	\$ 8,643,027	\$ 23,193,119	\$ 24,832,194	78%	\$ 1,573
Richmond	CAA	2,915	376	\$ 18,263,925	\$ 8,042,932	\$ 10,220,993	\$ 11,214,050	61%	\$ 3,847
Colonial Athletic Association		109,630	4,157	\$ 196,339,659	\$ 62,053,679	\$ 134,285,980	\$ 151,800,070	77%	\$ 1,385

All figures in yellow are calculated based on athletics department estimates through our research and projections. All others are factual data from 2009-10 EADA report.

1-Estimate of percentage of budget funded by institutional support is based on data collected from the 2008-09 NCAA financial report collected and published online by USA Today (<http://www.usatoday.com/sports/college/ncaa-finances.htm>)





William and Mary Athletics

Analysis of NCAA I-AA Athletics Expenses

Based on 2009-10 EADA Reports (<http://ope.ed.gov/athletics/>)

William and Mary - Patriot League		Total Undergrads	Total Athletes	Total Expenses	Total GIA Exp	Total Non-GIA Expenses	Estimated Institutional Supp. (1)		
							Total	%ofExp.	Per UG
WILLIAM AND MARY		5,757	501	\$ 17,556,207	\$ 6,106,887	\$ 11,449,320	\$ 9,524,736	54%	\$ 1,654
Bucknell University	Patriot	3,582	730	\$ 16,369,481	\$ 6,866,053	\$ 9,503,428	\$ 13,095,585	80%	\$ 3,656
Colgate University	Patriot	2,798	528	\$ 19,739,347	\$ 9,935,829	\$ 9,803,518	\$ 16,975,838	86%	\$ 6,067
College of the Holy Cross	Patriot	2,897	681	\$ 16,788,777	\$ 6,679,357	\$ 10,109,420	\$ 13,263,134	79%	\$ 4,578
Lafayette College	Patriot	2,363	502	\$ 15,306,240	\$ 7,046,433	\$ 8,259,807	\$ 11,938,867	78%	\$ 5,052
Lehigh University	Patriot	4,746	603	\$ 19,834,683	\$ 8,147,937	\$ 11,686,746	\$ 11,305,769	57%	\$ 2,382
Patriot League		16,386	3,044	\$ 88,038,528	\$ 38,675,609	\$ 49,362,919	\$ 66,579,194	76%	\$ 4,063

All figures in yellow are calculated based on athletics department estimates through our research and projections. All others are factual data from 2009-10 EADA report.

1-Estimate of percentage of budget is based on data collected from Patriot League commissioner for the 2006-07 fiscal year.





William and Mary Athletics

Analysis of NCAA I-AA Athletics Expenses

Based on 2009-10 EADA Reports (<http://ope.ed.gov/athletics/>)

William and Mary - Ivy League		Total Undergrads	Total Athletes	Estimated "Real" Ath Budget (1)	Estimated GIA Exp (1)	Actual Non-GIA Expenses	Estimated Institutional Supp. (2)		
							Total	%ofExp.	Per UG
WILLIAM AND MARY		5,757	501	\$ 17,556,207	\$ 6,106,887	\$ 11,449,320	\$ 9,524,736	54%	\$ 1,654
Brown University	Ivy	5,996	855	\$ 23,340,728	\$ 8,169,255	\$ 15,171,473	\$ 17,505,546	75%	\$ 2,920
Columbia University	Ivy	6,762	668	\$ 29,662,645	\$ 10,381,926	\$ 19,280,719	\$ 22,246,983	75%	\$ 3,290
Cornell University	Ivy	13,870	1,066	\$ 28,282,731	\$ 9,898,956	\$ 18,383,775	\$ 21,212,048	75%	\$ 1,529
Dartmouth College	Ivy	4,090	841	\$ 28,494,748	\$ 9,973,162	\$ 18,521,586	\$ 21,371,061	75%	\$ 5,225
Harvard University	Ivy	6,869	999	\$ 27,467,080	\$ 9,613,478	\$ 17,853,602	\$ 20,600,310	75%	\$ 2,999
Princeton University	Ivy	5,029	953	\$ 29,964,622	\$ 10,487,618	\$ 19,477,004	\$ 22,473,466	75%	\$ 4,469
University of Pennsylvania	Ivy	10,094	897	\$ 46,752,074	\$ 16,363,226	\$ 30,388,848	\$ 35,064,055	75%	\$ 3,474
Yale University	Ivy	5,254	840	\$ 55,144,689	\$ 19,300,641	\$ 35,844,048	\$ 41,358,517	75%	\$ 7,872
Ivy League		57,964	7,119	\$ 269,109,315	\$ 94,188,260	\$ 174,921,055	\$ 201,831,987	75%	\$ 3,482

All figures in yellow are calculated based on athletics department estimates through our research and projections. All others are factual data from 2009-10 EADA report.

1-Ivy League schools do not have "athletics" GIA expenses. The total expense they report for EADA purposes is everything other than GIA. We assume that their athletes receive institutional need-based aid at roughly the same proportion as other similar schools. The average I-AA football Patriot League school (all private) spends about 44% of its budget on GIA, while the average among CAA football school (mostly public) is about 30% (W&M is 34.8%). For comparison purposes, we estimate that the non-GIA portion of Ivy League budgets is about 65% of the true total. Non-GIA Expenses divided by .65 produces the estimated "real" budget and 35% of that yields the estimated GIA expense.

2-We also attempted to estimate how much of the "real" athletics expenses were supported by institutional funds, defined as all money not generated by athletics operations, or donations not specifically restricted to athletics. We were able to determine that in 2006-07, I-AA Patriot League schools in total averaged about 76% institutional support. CAA schools totaled an average of 77% institutional support. We made a conservative estimate that 75% of an Ivy League school's true athletics expenses are covered by institutional funds.





Athletics and the College

- Building Life Long Relationships
- Fostering Institutional Pride
- Expanding the Brand
- Diversifying the Campus
- Unifying the W&M Family





ATHLETIC DONOR GIVING PROFILE



Following is a breakdown of giving by supporters of athletics in comparison to non-supporters of athletics for Fiscal Year 2011.

A. Alumni Athletes

1. *For 2010-2011 the overall alumni participation rate was 22%. The participation rate for alumni athletes was 35%*
2. *Athletes comprised 12% of the alumni population. They contributed 31% of the gifts given by all alumni.*
3. *The average gift from alumni overall was \$1,313 compared to the average gift from alumni athletes of \$2,169.*
4. *Of the \$5,937,554 given by the alumni athletes in FY '11, 16% (\$966,061) was given to athletics only; 45% (\$2,681,662) was designated for both athletic (\$1,053,463) and non-athletic (\$1,628,199) (i.e. Fund for W&M) and 39% (\$2,289,831) total athlete donations were allocated for non-athletic purposes (i.e. athlete donor did not give to Athletics).*
5. *Of the 2,737 total alumni athlete donors, 34% (943) gave only to athletics, 28% (763) gave to both athletics and some other program(s), 38% (1,031 gave only to other programs and not Athletics.*



B. Non-Athlete

1. *For 2010-11 the overall alumni participation rate was 22%. The participation rate for non-athlete alumni was 20%.*
2. *The average gift from a non-athlete alum who gave only to areas other than athletics was \$867.*
3. *The average gift from a non-athlete who gave to athletics and other areas of the College was \$5,544.*

C. Summary

1. Participation Rate	<u>FY '10</u>	<u>FY '11</u>
Alumni	22%	22%
Athletes	35%	35%
Non-Athletes	20%	20%
2. Average Gifts	<u>FY '10</u>	<u>FY '11</u>
Alumni	\$1,828	\$1,313
Athletes	\$2,734	\$2,169
Non-athletes—College only	\$1,450	\$ 867
Non-athletes – AEF & College	\$4,000	\$5,544



Mike Tomlin

<http://www.youtube.com/watch?v=H997lrTBRF8>

