

Vince Volpe

SUMMARY

- Former NCAA Student-Athlete (Baseball at Indiana University)
- Professional Administrator with 21 Years of Experience in Intercollegiate Athletics
- Led the Capital Campaign Effort That Raised \$160 Million at the University of Missouri
- Personally Responsible for Securing \$52 Million in Philanthropic Support at Five Universities
- Mentored Eight Colleagues to Executive Roles Within Intercollegiate Athletics
- Areas of Experience Include: University Relations, Department Leadership, Student-Athlete Experience and Welfare, Compliance, Athletic Program Administration, Multi-Media Rights, Requests for Proposals, Outsourcing, Business Operations, Facilities and Capital Projects, External Operations and Development

EDUCATION

Indiana University – Bloomington, Indiana

- Master of Science in Athletics Administration (2003)
- Bachelor of Science in Sports Management (2002)

CONTINUING EDUCATION

- Sports Management Institute (2024, 2025)
- Top Connect Leadership Institute Certification – East Tennessee State University (2021)
- NAADD Conference Representative for the Western Athletic Conference (2018, 2019, 2020, 2021)
- College Athletics Leadership Symposium (2014, 2015, 2016, 2017, 2018, 2019)
- Division 1-AAA Athletics Directors Association Mentoring Program (2017, 2018)
- Cardinal Advisors PREP Advisory Program (2012, 2013, 2014)
- Lead 1 Athletic Directors' Association – Athletic Directors' Institute (2010, 2011)
- NACDA Mentoring Institute (2009, 2010, 2011, 2012, 2013, 2016)
- NACDA – National Association of Collegiate Directors of Athletics (2004 to Present)
- NAADD – National Association of Athletics Development Directors (2004 to Present)
- NACMA – National Association of Collegiate Marketing Administrators (2009 to 2012)

AWARDS & ACCOMPLISHMENTS

- American Advertising Award – Mizzou Tiger Scholarship Fund Brochure
- American Advertising Award – Locker Campaign Brochures
- Big Ten Conference – Academic All Big-Ten Award
- Indiana University – Athletic Scholarship Recipient for Baseball
- Indiana University – Alpha Beta Honorary Award for Academic Excellence

VOLUNTEERISM

- Big Brothers & Big Sisters – Board of Directors
- Central Missouri Food Bank – Board of Directors
- Habitat for Humanity
- Meals on Wheels
- United Way

PERSONAL

- 44 Years of Age
- Married 14 years to Laura Volpe from Columbia, Missouri; Bachelor's Degree in Communications and Student-Athlete (Gymnastics) at the University of Missouri; Master's Degree in Higher Education from the University of Oklahoma; we have an eight year old son Geno Volpe and six year old son Gavin Volpe
- Interests include Reading, Personal Fitness, Hiking, Travel and Golf

PROFESSIONAL EXPERIENCE

Arizona State University – Tempe, Arizona

Associate Athletics Director (2023 to Present)

- Big 12 Conference
- 690 Student-Athletes in 26 Athletic Programs
- 305 Staff in 16 Athletic Facilities; Annual Budget of \$142 Million
- National Championships: Men’s Swimming & Diving (2024), Wrestling – 125 Weight Class (2024)

- Member of the Athletic Director’s Senior Staff
- Member of the Arizona State University Foundation’s Leadership Team
- Responsible for the Hiring and Management of 18 Staff Members
- Collaborate with ASU Foundation for Planning and Coordination of Key Donors
- Leadership of the Sun Devil Club: Formalized Reporting Structure, Defined Roles and Responsibilities, Structured Team and Unit Meeting Cadence and Accountability, Mapped a Strategy for Success
- Responsible for \$2 million in Major Gifts and Pledges from 2023 to 2024
- Launching the “Changing Futures” Capital Campaign for Athletics
- Established a Major Giving Society to Steward Significant Philanthropic Investment
- Collaborate with Head Coaches to Develop and Refine Ongoing Needs Assessments
- Oversight of Annual Giving, Major Giving, Endowments, Planned Giving, Letterwinners, Digital and Social Media, Special Events and Donor Relations
- Developed Student-Athlete Thank-A-Thon, Donor Guidebook and New Business Collateral Materials
- Redesigned Website and Strategically Utilized Digital Media Platforms for Athletics Development
- Established the Champions Club to Increase Unrestricted Philanthropic Support
- Launched the Goal Line Club to Provide Additional Resources to Fund a Top 25 Football Program
- Member of the Host Committee for the 2024 Men’s Final Four in Phoenix, AZ

University of Texas – Rio Grande Valley – Edinburg, Texas

Deputy Director of Athletics/Chief Revenue Officer (2015 to 2023)

- Western Athletic Conference
- 295 Student-Athletes in 16 Athletic Programs
- 75 Staff in 4 Athletic Facilities; Annual Budget of \$19 Million

- Member of the Athletic Director’s Senior Staff
- Responsible for the Hiring and Management of 23 Coaches and Staff
- Liaison to University Advancement, Alumni Relations, Governmental Relations and Human Resources
- Collaborated with Several Units on Campus to Negotiate a University-Wide Partnership with AT&T
- Coordinated Research for Football Feasibility Study: Funding Model, Pro Forma, Business Plan, Student Fee Referendum and Economic Impact Study Which Lead to a Historic Voter Turnout Producing a Positive Vote to Bring Division I FCS Football to UTRGV
- Coordinated Head Coach Searches for Men’s Basketball, Women’s Basketball, Baseball, Men’s and Women’s Golf, Men’s and Women’s Tennis
- Involved in Planning and Management of Strategic Plan for the Department of Athletics
- Secured the Largest Gift to Date in the History of UTRGV Athletics - \$1 million
- Responsible for \$7 million in Major Gifts and Pledges from 2015 to 2023
- Responsible for 525% Increase in Fundraising and 340% Increase in Ticket Sales
- Developed Student-Athlete Thank-A-Thon, Donor Guidebook and New Business Collateral Materials
- Redesigned Website and Launched First Digital Media Platforms for Athletics Development
- Established the Champions Club to Increase Unrestricted Philanthropic Support
- Launched the Football Founders Society to Help Establish a First-Class FCS Football Program
- Strategically Created a Premium and Priority Seating and Donor Parking Program for Football, Men’s and Women’s Basketball and Baseball
- Responsibilities: Business Operations, Facilities and Capital Projects, Development, Ticket Sales & Operations, Corporate Sales, Licensing, Marketing & Promotions and Strategic Revenue Enhancement
- Program Administrator: Baseball, Women’s Basketball, Men’s & Women’s Golf, Men’s & Women’s Tennis
- Assist the Director of Athletics with the Administrative Responsibilities of the Men’s Basketball Program
- Member of the Sports Management Committee for the Western Athletic Conference

University of Connecticut – Storrs, Connecticut

Associate Athletics Director – Development (2012 to 2014)

- American Athletic Conference
- 650 Student-Athletes in 24 Athletic Programs
- 175 Staff in 10 Athletic Facilities; Annual Budget of \$80 Million
- National Championships: Women's Basketball (2013, 2014), Field Hockey (2013, 2014), Men's Basketball (2014)

- Member of Athletic Director's Leadership Team
- Dual report to Vice-President of the UConn Foundation and Director of Athletics
- Involved in Planning and Management of Strategic Plan for Department of Athletics
- Collaborate with UConn Foundation for Planning and Coordination of Key Donors
- Secured the Largest Gift to Date in the History of UConn Athletics - \$7 million
- Responsible for \$8 million in Major Gifts and Pledges from 2012 to 2014
- Restructured the Development Team: Separated Annual and Major Giving, Mapped a Strategy for Success
- Responsible for the Hiring and Management of 13 Athletics Development Staff and Coaches
- Installed first Formalized Professional Management System and Related Reporting
- Collaborate with Head Coaches to Develop and Refine Ongoing Needs Assessments
- Oversight of Annual Giving, Major Giving, Endowments, Special Events and Recognition Programs
- Unified the UConn Athletics Development Brand Creating Consistency
- Program Administrator for Men's and Women's Tennis

Oral Roberts University – Tulsa, Oklahoma

Associate Athletics Director – External Operations (2009 to 2012)

- The Summit League
- 220 Student-Athletes, 16 Athletic Programs
- 50 Staff in 4 Athletic Facilities; Annual Budget of \$12 Million

- Member of Athletic Director's Executive Staff
- Liaison to University Advancement and Alumni Relations
- Responsible for \$5 million in Major Gifts and Pledges from 2009 to 2012
- Involved in Planning Relative to Move From Summit League to Southland Conference
- Responsible for Athletics Development; Major Giving, Annual Giving, and Planned Giving
- Oversight for Endowments, Special Events, Golden Eagle Club and Varsity Club
- Established Golden Eagle Scholarship Fund to Offset Cost of Student-Athlete Scholarships
- Manage All Facets of Ticket Office; Season Tickets and Group Ticket Sales
- Instituted a Priority Seating and Priority Parking Program for Men's and Women's Basketball
- Developed Student-Athlete Thank-A-Thon, Donor Guide Book and Quarterly Magazine
- Oversight of Athletics Branding, Licensing and Merchandising
- Responsible for Investigation and Research of Multi-Media Rights and Apparel Agreements
- Program Administrator for Men's and Women's Tennis
- Manager of the 2010 Men's and Women's Summit League Tennis Championships

University of Missouri – Columbia, Missouri

Executive Director of Development & Tiger Scholarship Fund (2007 to 2009)

- Big 12 Conference
- 500 Student-Athletes in 20 Athletic Programs
- 190 Staff in 12 Athletic Facilities; Annual Budget of \$60 Million
- National Championships: Wrestling – 174 Weight Class (2006, 2007), 285 Weight Class (2009)

- Member of Athletic Director’s Senior Staff
- Responsible for Hiring and Management of 14 Development Staff
- Restructured Football Priority Seating and Parking Program; \$1.2 million in New Revenue
- Private Giving Increased 15%, Exceeding \$16.5 million in 2008
- Annual Fund Increased 40% to 6100 Members
- Oversight of “Champions for Life” Capital Campaign for Athletics; raised \$160 Million
- Responsible for \$20 million in Major Gifts and Pledges from 2004 to 2009
- Regular Interaction and Budget Updates with Head Football Coach
- Oversight for Private Plane Program (12 planes) and Courtesy Car Program (80 cars)
- Negotiated Cellular Phone Agreement for Administrative Staff (60 phones)

Director of Development – Major Gifts (2005 to 2007)

- Member of Athletic Director’s Senior Staff
- Liaison to Central Campus Development and Alumni Relations
- Responsible for Strategy, Cultivation and Stewardship for Major Gifts
- Oversight for 150 Athletic Scholarship Endowments; in Excess of \$25 million
- Management and Oversight for Planned Giving
- Lead Administrator for Big 12 Wrestling Championships in Ames, Iowa (2006)

Assistant Director of Development (2004 to 2005)

- Cultivation and Stewardship for Annual Fund and Capital Campaign
- Cultivation with Former Student-Athletes for New Locker Rooms; Totaling \$1 million
- Managed Seat Selection Process for \$75 million Arena; Sold Out 15,300 Season Tickets
- Coordinated Stewardship Events and Tiger Scholarship Fund Day

University of Kentucky – Lexington, Kentucky

Associate in Department of Athletics (2003 to 2004)

- Assisted Associate AD’s for Development, Facilities, Game Operations and Marketing
- Responsible for Oversight of Student Workers

Indiana University – Bloomington, Indiana

Associate Instructor – Department of Kinesiology (2002 to 2003)

- Lead Instructor for Physical Activity Program
- Responsible for Supervision and Evaluation of Students within Teaching Assignment

Associate in Department of Athletics (2002)

- Assisted Director of Athletics and Associate AD’s in day-to-day Operations
- Responsible for Credential Review for Prospective Coaches and Administrators