

Brian S. Scislo, Ph.D.

Summary of Qualifications

- Professional Administrator with 18 years of experience in Intercollegiate Athletics assuming progressive levels of responsibility and leadership.
- Areas of experience include Department Leadership, Sport Program Administration, Fundraising, External Relations, Marketing, Licensing & Branding, Revenue Generation, Corporate Sponsorship, University Relations, Strategic and Operational Planning, Planning and Funding of Facilities, Business Operations and Budget Management, Risk Management, Student-Athlete Life, and Human Resources.
- Former NCAA Division II Student-Athlete; 4-year Letter Winner in Wrestling, 2-time Academic All-American and 3-time Athletic All-American.

Professional Experience

May 2014 to Present

Sr. Associate Athletics Director for Administration

Adjunct Instructor, Collins College of Business (*Concurrent*)

University of Tulsa – Tulsa, Oklahoma

Member of the Athletics Department Executive and Senior Staffs. Assist the Director of Athletics in the daily management of the Athletics Department. Supervise a staff of 35 with 5 direct reports in the areas of Marketing, Ticket Sales, Licensing, Strength & Conditioning, Sports Medicine, and Athletic Equipment. Sport oversight responsibilities for Football and Men's Basketball. Department liaison to the University offices of Advancement & Alumni Engagement, Human Resources, General Counsel, and Campus Facilities, in addition to third-party media rights holder, Learfield IMG College. In conjunction with the Director of Athletics, develop and implement strategic and operational plans for departmental units.

Department Leadership

- Report to the Director of Athletics
- Member of Department Executive Staff and Senior Staffs
- Responsible for the coordination, execution, and tracking of the Athletics Strategic Plan
- Oversight of budget design and management for operating units and sport programs (football and men's basketball)
- Installed formalized unit management system for departmental units
- Chair of Athletics COVID-19 Management Team, Strategic Planning Committee, and Title IX/Gender Equity Review Committee

Development

- Departmental liaison to the Office of University Advancement & Alumni Engagement
- Manage personal portfolio of 50 major gift level donors
- Involved in the cultivation and stewardship of major donors and Annual Fund donors
- Secured largest-ever estate gift for Athletics (\$7 million)
- Secured \$800,000 gift for the renovation of Football Stadium Club Level
- Coordinated fundraising strategy for the \$2.5 million renovation of the Athletic Performance Center

External Relations

- Oversee Marketing, Ticket Sales, and Licensing units
- Restructured Athletics External Relations unit and led growth of Marketing and Ticket Sales staff from 2 to 7 full-time staff members
- Increased football season ticket and ticket package revenue by 21% (2018 to 2019)
- Negotiated and manage \$17 million Multimedia Agreement with Learfield
- Negotiated and manage \$6 million Adidas Apparel Agreement
- Secured 5-year, \$500,000 basketball court sponsorship agreement with ONEOK, Inc.
- Transferred management of Licensing into the Department of Athletics

Sport Program Administration

- Sport Administrator for Football and Men's Basketball programs
- Oversee Football Game Scheduling
- Installed first formalized Sport Report for Football
- Involved with Search Committee for 3 Head Coaches

Facilities

- Responsible for capital planning for Athletics facilities
- Departmental project manager for facility construction and/or renovation projects:
 - Athletic Performance Center Renovation (\$2.5 million)
 - Men's and Women's Basketball Locker Rooms (\$2.4 million)
 - Football Locker Room Renovation (\$1.2 million)
 - Stadium Club Renovation (\$800,000)
 - Auxiliary Athletic Performance Facility (\$700,000)
 - Volleyball Locker Room (\$600,000)
 - Softball Batting Cages (\$600,000) *(currently in progress)*

University Relations

- Collaborate with General Counsel on an array of legal and contractual issues
- Collaborate with CFO on financial planning and budget design
- Collaborate with Human Resources on an array of employment issues
- Serve on COVID-19 Management and Campus Operations Teams
- Served on University Council, Staff Advisory Council, Diversity, Equity & Inclusion Committee, and AAC Academic Consortium Committee
- Maintain an array of relationships with President and University Leadership, Trustees, College Deans, University Advancement, Faculty Athletics Representative, Faculty Athletics Board, Student-Athlete Advisory Committee (SAAC), and Alumni Association
- Teach undergraduate sports business course in the Collins College of Business

Compliance and Risk Management

- Chaired Department's Title IX/Gender Equity Review Committee
- Refined Emergency Action Plan for each Athletics facility
- Developed Department's Sport Camps and Clinics Policies & Procedures
- Revised Department's Drug Testing Policy

Student-Athlete Life

- Oversight of Sports Medicine, Strength & Conditioning, and Athletic Equipment units
- Actively engaged with Student-Athlete Advisory Committee (SAAC)
- Developed and coordinate Golden 'Cane Awards Gala, the annual year-end awards ceremony for student-athletes

Human Resources

- Oversight of all departmental personnel functions
- Collaborate with General Counsel and Human Resources on coaches' contracts
- Developed and installed orientation program for new staff
- Involved in all facets of compensation planning
- Designed and installed Professional Development program for young professionals
- Responsible for all facets of Departmental Policies & Procedures

June 2007 to April 2014

Associate Athletics Director for Development (*May 2012 to April 2014*)

Assistant Athletics Director for Development (*May 2010 to April 2012*)

Director of the Golden Hurricane Club (*June 2007 to April 2010*)

University of Tulsa – Tulsa, Oklahoma

Responsible for the leadership and advancement of the fundraising efforts of the Athletics Department. Dual report to the VP for University Advancement and the Director of Athletics. Member of the Athletics Department Senior Staff. Directly supervised a staff of 5, providing mentoring and coaching that developed the Athletics Development team and led to success in reaching established goals. Specific responsibilities and accomplishments include:

- Managed all athletics development operations with areas of emphasis including leadership and major gift fundraising, facilities, endowments, planned giving, sport-specific giving, and Annual Fund program
- Developed and implemented a comprehensive plan for the reorganization and integration of all Athletics Development operations under University Advancement
- Managed personal portfolio of 200 donors and prospective donors
- Member of Leadership Team for Athletics Capital Campaign; raised \$71 million on \$60 million goal, of which \$22 million in support of endowed funds for scholarships and coaching salaries
- Raised \$37 million in support of facility construction or renovation projects
- Increased total giving to Athletics by more than 100% over 7 years from \$3.1 million to \$7 million annually
- Increased annual membership in the Athletics Annual Fund (Golden Hurricane Club) by 40% from 1300 to 1800 members
- Developed and installed two leadership-level annual giving societies raising \$7.5 million
- Developed and installed first formalized fundraising program for Football
- Actively engaged in all donor stewardship functions and donor-focused special events for the University and the Athletics Department
- Staff the Director of Athletics and the President during fundraising travel; responsible for the coordination and scheduling of each trip, including the development of strategies and appropriate post-trip communications
- Liaison to University's Letterwinner's Association

September 2005 to June 2007

Senior Staff Assistant

University of Notre Dame – Notre Dame, Indiana

- Staff Assistant to the Director of Athletics
- Supported Senior Staff on an array of projects across multiple units of the Department
- Hosted VIP's and gave tours for special guests; involved in logistics for special events

June 2003 to June 2005

Graduate Assistant Wrestling Coach

Ohio University – Athens, Ohio

- Assisted the Head Wrestling Coach in all administrative functions
- Primary coaching responsibility for middle-to-upper weight wrestlers
- Coordinated marketing and annual fundraising activities
- Involved in recruiting the 2004 nationally ranked (24th) recruiting class

Education

- 2018 Ph.D. in Interdisciplinary Studies (Emphasis in Educational Leadership)
 Doctoral Dissertation: *The Role of Hope and Psychological Need Support in the Prediction of Academic Achievement and Psychological Well-Being of NCAA Division I Student-Athletes*
 University of Oklahoma – Norman, Oklahoma
- 2005 Master of Sports Administration
 Ohio University – Athens, Ohio
- 2004 Master of Business Administration
 Ohio University – Athens, Ohio
- 2002 Bachelor of Arts in Comprehensive Social Studies and Political Science
 University of Findlay – Findlay, Ohio

Professional Affiliations

- NACDA – National Association of Collegiate Directors of Athletics (since 2007)
- NAADD – National Association of Athletic Development Directors (since 2007)
- NACMA – National Association of Collegiate Marketing Administrators (since 2014)

Continuing Education

- CALS – Collegiate Athletics Leadership Symposium (2016, 2017, 2018, 2019)
- Division 1A Athletic Directors’ Association – Annual Leadership Institute (2014)
- NACDA Mentoring Institute (2008, 2009, 2012)

Community Involvement

- Tulsa Day Center for the Homeless – Board of Directors (2016 to Present)
- National Wrestling Hall of Fame – Board of Governors (2010 to 2015)
- Kendall-Whittier Elementary School – Reading Partners Program (2012 to 2014)