

# Robert William Stull

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## Summary of qualifications

**Over thirty years experience in Division I Athletics, with twenty years of direct management responsibilities. Expertise in hiring and staff management, fundraising, coaching, recruiting, NCAA compliance, budgeting, crisis management, and media relations. Specializing in turnaround initiatives.**

## Education

### **Kansas State University, Manhattan, Kansas**

- 1970 —Masters of Science
- 1968 – Bachelor of Science (three year letterman and captain of the football team)

## Professional experience

### **February 1998 to present – Director of Intercollegiate Athletics, University of Texas El Paso, El Paso, Texas**

Leadership and management of sixteen sports, ninety coaches and staff and three hundred student-athletes. Responsible for strategic planning, budgeting, compliance, development, marketing, media and university relations, student-athlete graduation and welfare and hiring of all coaches and staff. In 1998 when I arrived we had poor facilities, on NCAA probation, declining attendance at games, low graduation and retention rates, and small budget. We now boast the best facilities in CUSA, are clear of all NCAA major violations, are near the top in attendance in major sports events, graduation rates are higher than the regular student body and we are competitive in all of our sports.

- Federal graduation rates of student-athletes improved from 28% in 1998 to 62% in 2009, with the graduation rate of student-athletes completing eligibility 79%. The GSR (graduation success rate) is 72%. One hundred nineteen student-athletes received academic recognition in 2009-10
- The athletic budget increased from \$6.8 million to \$22 million. The Laboratory for the Study of Intercollegiate Athletics (Texas A&M) ranked UTEP 23<sup>rd</sup> of 120 FBS universities based on success in their sports programs in relation to university fiscal resources.
- Negotiated move from the Western Athletic Conference to Conference USA
- Created new athletic department logo to renew interest in UTEP product and build brand identity, resulting in 500% increase in product sales in first year alone

- Negotiated outsource media rights agreement with ISP/IMG resulting in 100% increase in marketing sales revenue
- Prior to 1998 UTEP was on NCAA probation for ten years – created comprehensive compliance program that relieved UTEP from NCAA probation and eliminated major NCAA violations the last eleven years
- Increased attendance in football from a low of 20,800 to a high of 47,800, with a single game record attendance of 53,000. Led football attendance in both the WAC and CUSA (two years). Set season ticket sales record of 24,000 in 2008
- Increased basketball average attendance from 7,367 in 1998 to a high of 10,257 (11,560 average for conference games) in 2005
- Football has been to four bowl games since 2001 (Humanitarian Bowl, Houston EV.1 Bowl, New Mexico and GMAC Bowl) – previously only one other bowl game since 1969 (1988 Independence Bowl)
- Twelve of the head coaches hired were selected “Coach of the Year”, including four basketball coaches (men and women). The two football coaches we hired were also selected as finalist for “National Coach of the Year”
- We hired the first two African American and Hispanic head coaches in UTEP history. Both African American coaches named “Conference Coach of the Year”
- Men’s basketball team has been to seven post season tournaments in the last nine years. The Women basketball team competed in its first ever NCAA tournament and went undefeated in the conference
  
- Post season NCAA competition in fourteen of the sixteen sports, with a top 25 national ranking in men and women’s basketball, football, men and women’s indoor and outdoor track, and men and women’s cross country
- In capital campaigns raised over \$50 million. This includes over \$30 million in the current Centennial Campaign (\$6 million over \$24 million goal) not due for completion until 2014. Secured three of the largest cash gifts in UTEP history
- Major capital improvements (all privately funded) include the 65,000 sq. ft. **Larry Durham Sports Complex** (football offices, locker room, weight room, training room, hall of champions), the **Helen of Troy Softball Complex** (softball stadium, locker rooms and offices for softball and women’s soccer) and the 43,000 sq. ft. **Foster – Stevens Basketball Complex** (offices, hall of champions, meeting rooms, locker rooms, weight room., training room, and practice gym for both men and women basketball teams)
- Other facility improvements include: (1) new artificial turf (twice), video boards, press box renovation, and two new score boards in the Sun Bowl stadium (2) new basketball court, video boards and four new score boards in the Don Haskins basketball arena (3) added lights to soccer field and track and replaced track bleachers (4) remodeled track locker rooms and volleyball locker rooms (5) resurfaced track (6) video replay / scoreboard for track (7) 7,000 sq. ft. academic center (50 computers, counseling, tutoring and study hall areas)
- Added softball in 2003
- Selected “El Pasoan of the Year” in 2000 by El Paso Inc. newspaper

- Received the “Award for Life Time Achievement In Coaching” from the All -American Football Foundation
- Awarded “Champions of Life” honor from the GMAC Bowl
- Selected “Sportsman of the Year” by El Paso Inc. newspaper in 2000 and 2001 and “Sports Administrator of the Year” in 2006.
- Selected by the Department of Defense for the Joint Civilian Orientation Conference (touring the Pacific Rim military operations)
- Inducted into the El Paso Sports Hall of Fame

**December 1996 to February 1998 – Associate Athletic Director for Fund Development and External Affairs, University of Washington, Seattle, Washington**

- Managed the TYEE donor clubs (season tickets and seat related gifts)
- Worked with the Associate Athletic Director for External Relations on the planning stage of the “Campaign for the Student-Athlete”, a \$50 million capital campaign project
- Major gift solicitation for the campaign
- Managed “W” Letterman Club
- Administrative responsibility for the ticket office
- \* **Also worked as consultant to Microsoft for new initiative (three years)**

**March 1995 to December 1996 – President and CEO, Boys and Girls Clubs of King County, Seattle, Washington**

The Boys and Girls Clubs of King County is the largest Boys and Girls Club organization nationally, with ten clubs serving over 25,000 children.

Management of 90 full time employees, 300 part time employees and over 1000 volunteers. Responsibilities included hiring and supervision of staff, board development, budgeting, human resources, resource development and marketing.

- Was hired to stabilize and turn around the troubled non-for -profit organization that had large operating deficits in previous years and an internal management crisis. Down sized staff, changed by-laws, and reorganized operations resulting in revenue surplus and stabilization of the organization.

**January 1994 to March 1995 – Assistant Athletic Director, University of Missouri, Columbia, Missouri**

- Secured major donors for \$2 million renovation of the football facility
- Established book program with local text book company that secured text books for scholarship athletes at no cost to the university

**1989 to 1993 – Head Football Coach, University of Missouri, Columbia, Missouri**

Organized, managed and evaluated all areas of the program. This includes national recruiting, coaching, academic services, counseling, scheduling, travel, NCAA compliance, players and staff

- Promoted the program through public and media relations. Over 100 TV (weekly television program), radio (weekly radio program), press conferences and speaking engagements each year
- Set school and conference records for passing and total offense
- Selected to coach in the Hula Bowl College All-Star football game in Honolulu, Hawaii, along with Lou Holtz (Notre Dame), Dennis Erickson (Miami), Don Nehlen (West Virginia), and Bob Wagner (Hawaii)
- In collaboration with the Dean of Business School and local CEOs, conducted a “Leadership Seminar” for the School of Business

**1986 to 1988 – Head Football Coach, University of Texas El Paso, El Paso, Texas**

Previous to 1986, UTEP had only one season of more than two wins since 1968. Took one of the worst football programs in the country from a 1-10 record in 1985, to the best record in school history (10-2) in 1988 and their first post season bowl game in twenty-one years (Independence Bowl)

- Selected Texas Sports Writers “Texas Coach of the Year” and a finalist for AFCA “National Coach of the Year”
- Speaker at the American Football Coaches Association National Convention on “Changing Attitudes-Winning”
- Selected “Sportsman of the Year” for contributions to the City of El Paso
- Received the “El Paso Together Award” which is defined as donating time and energy toward bringing the people of El Paso together, improving the quality of life, and contributing to community excellence

**1984 to 1985 – Head Football Coach, University of Massachusetts, Amherst, Massachusetts**

- Reestablished the winning tradition at U Mass (previously five losing seasons). In 1984 produced a 7-4 record and a second place finish in the Yankee Conference. Finished second in the nation in scoring defense (11.5 points per game)

**1975 to 1984 – Assistant Football Coach (Receiver Coach, then Offensive Coordinator and Offensive Line Coach), University of Washington, Seattle, Washington**

- Pac Ten Champions and Rose Bowl participants (won two of three Rose Bowls) in 1978, 1980, and 1981
- Second place Pac Ten finish (10-2 record) and Sun Bowl Champions in 1979, second place finish (10-2 record) and Aloha Bowl Champions in 1982 and second place finish (8-4 record) and Aloha Bowl participant in 1983
- Set school records for offense

**1971 to 1974 – Assistant Football Coach and Recruiting Coordinator, Kent State University, Kent, Ohio**

- Mid-American Conference Champions and Tangerine Bowl participants

**1969 to 1971 – Graduate Assistant Football Coach, Kansas State University, Manhattan, Kansas**

**1968 to 1969 – Teacher, Assistant Football and Track Coach, Dubuque High School, Dubuque, Iowa**

**Community activities**

Sun Bowl Board of Directors

Community Division Section Leader for Ronald McDonald House Capital Campaign

United Way Allocations Committee

NCAA Minority Mentoring Program

CUSA television committee

CUSA Football and Bowl Committee

Chair of CUSA Women's Basketball committee

NCAA Recruiting Cabinet

**Interests and activities**

Outdoor activities: climbed to the summit of Mt. Rainier (Washington), numerous 10K races, two Olympic distance triathlons, golf, work out

**Personal**

Married, Kimerly Ann

Two children, Shannon and Kevin