I. **Call to Order**

   Speaker Estes

   5:30 pm - Call to Order

II. **Roll Call**

   Speaker Estes

III. **Prayer**

   Secretary Mullin

IV. **Approval of the Minutes**

   Speaker Estes

   A. September 10, 2018 - Approved

V. **Invited Presenter**

   Dr. Jill Bodensteiner - Athletic Director

   ● Thanked us for getting involved in politics at any level

   ● About her:

     ○ dream to be a teacher

     ○ ended up practicing law

     ○ attended Notre Dame and walked onto the basketball team

     ○ in-house lawyer for Notre Dame starting out, took on lots of the Athletics cases

     ○ moved into the Athletic Department

     ○ of 350 Division I schools, 30 of their Athletic Directors are women - hopes to use
       her gender to serve the best she can

   ● Position at Saint Joseph’s

     ○ began here in June 2018

     ○ felt connected to us as a faith-based organization, clear and comfortable about who
       we are

     ○ attracted to basketball schools, and was blown away by Dr. Reed’s vision

   ● Presentation

     ○ Why College Athletics? - the only country in the world that follows this model

       ■ complement the education of student-athletes

       ■ create community

       ● community service
• Alumni
• integrating the school
  ■ create awareness for university brand
  • ‘front porch’ of a university
  • avenue to attract students who are not student athletes
○ Where do we fit?
  ■ Division 1 NCAA (350 institutions at this status)
    • must sponsor a certain amount of sports
    • must give a certain amount of financial aid
  ■ budgets range from $3.5 to $225 million for these institutions, ours is $20 million
    • revenue comes from:
      ○ fundraising (particularly for buildings)
      ○ ticket sales (Men’s and Women’s basketball)
      ○ corporate sponsorships (Van Wagner sells ads for us)
      ○ NCAA (brings in $1 billion per year, spends $500 million running championships, holding programs, and paying staff
        [89 of which lose money], redistributes rest)
        ■ a non-profit
        ■ redistributes based on success of Men’s Basketball
        ■ accumulate ‘units’ over a period of 6 years
    • as a non-football school, we make our money via basketball
○ Life advice - listen first when you start a new position!
○ Reorganization:
  ■ External Relations - focused on community and bringing people in
    • VWSE
    • Marketing/Fan Experience
    • Tickets
    • Merchandise
Office of the Speaker of The 18th University Student Senate

- Spirit Squads
- Communications
- Technical Services
- Development
- Obstacles: no concessions at Sweeny Field

■ Student Experience
- Compliance
- Student Development
  - CDC
  - Faith Formation
- Sports Medicine
- Strength and Conditioning (nutrition, conditioning, mental health)
- Recruiting
  - 20 sports, each have their own marketing department
  - create a vision for the kind of athletes the school is looking for
- Academic Support - reports through student affairs

■ Operations and Facilities
- Financial
- Facilities
- Equipment
- Game Management
- Risk Management/Policy
- Info Tech

○ Strategic Goals

■ External Relations
- evaluate and improve fan experience
- evaluate student, young alumni, and former athlete solutions

■ Student Experience
• create robust student development program
• evaluate and improve sport performance program
• implement new sport admin model
• retain and develop great coaches
• create hands on, academic opportunities for all students
  ○ student marketing (videos, graphic designers)
  ○ nutrition

■ Operations and Facilities
• transparent budgeting
• evaluate and prioritize short- and long- term facility needs
• review and optimize camps and clinics
  ○ Q&A

■ revenue, where does it come from? - President D’Antonio
  • lowest - corporate sponsorships
  • most (depending on the year) - ticket sales or NCAA
  • students no longer have to donate to buy season tickets (after President Trump’s tax bill, this was no longer advantageous)

■ how might we boost ticket sales? - President D’Antonio
  • gen-Z no longer want to go to games? maybe not
  • how can we get students back? (maybe by providing WiFi, which was done)
  • increasing concession options, reducing prices (why don’t we sell a cheesesteak? beer?)
  • when and how to hold a Palestra game?
  • Title IX - how do we improve attendance at women’s games

■ specifically, how does season ticket revenue increased? - Treasurer Efstration
  • improve fan experience
  • get student athletes out in the community more (build a following)
are our student athletes coming to the rest of the University’s events?

**Biggest challenge facing SJU athletics now? - Adam Mullin**
- advantage - student athlete and coaches
- disadvantage - showing facilities (besides arena) to recruiters

**What is the biggest hook for SJU for recruits? What would you like it to be? - Julian Lutz**
- SJU tradition
- improving the coach’s recruiting skills

**thoughts on Division I athletes getting paid? - Senator Ramirez**
- premise - wish that students who had a pro option, had the same option coming out of high school (baseball and ice hockey have that option)
- college basketball and football players get exploited because if they choose athletics as a career, college is their only development
- NBA’s developmental league is doing a good job
- idea - NFL buys CFL?
- against paying them as employees (the packages they already get are enough), but for allow them to use their name, image, and likeness for promotion (as athletes or otherwise)

**why is nutrition minimal here? - Senator Ruben**
- let’s not take them out of Campion - we should improve Campion
- what do the students need? what does the whole campus need?
- right now, we do chocolate milk (1 after lifting)

**VI. Old Business**

**A. Freshman Elections Update**

Senator Corbett and Senator Stevenson
- polls open Wednesday at 8 am
- keep posting elections graphic
- thanks for coming tonight, keep campaigning, keep having fun!
- mentor process set up for when you’re on
VII. **New Business**

A. **T-Shirt Drive** *Senator Sharman*
- 138 shirts remaining
- the drive doesn't end until the shirts are gone
- when - free period in Campion starting September 25 - sign ups will start at the end of the month
- marketing will begin with Steve and RAs (please push it to people you reside with)

B. **18 in ‘18 Update and Allocation** *Speaker Estes*
- motion to allocate $140 to sponsor the 18 in ‘18 voter drive - Senator Kloss
- update poster to say something about midterms
- **Pros and Cons**
  - great initiative - Secretary Neece
  - update poster to say something about midterms - Senator Mueller
- Pass 28-0-0

VIII. **President’s Report** *President D’Antonio*
- please sign up for tabling and on-campus events
- guest speaker list is planned until October 8th - approach exec with other ideas
- still need chairs for:
  - inclusion and diversity
  - IT
  - bookstore
- **Next week**
  - internal reform resolution (changing names of things)
  - Drs. Brady, Menon, and Di Angelo (Provosts and Deans)
- **This week**
  - Wednesday:
    - Voter Drive Launch
    - Bookstore Grand opening (4:00pm) - Jason is cutting the ribbon! come support and get free stuff!
President’s Dinner - they’re serving salmon
Freshman elections begin
  ○ Thursday:
    ■ Career Fair - share your resume with us
    ■ Freshman elections voting continues
  ○ Next Thursday: Barnes Foundation Maguire Dedication (free period)

IX. **Treasurer’s Report**

  Treasurer Efstration
  - voter registration - $140.00 projected cost > $23,080.00 remaining
  - Met with the Hawk - back briefed them on everything
  - SBAC Update
    ○ Reform Committee created - first meeting Tuesday, September 28, 2018 at 11 am
    ○ Committee interest reach out by Friday

X. **Executive Reports**

  A. VP Bateman
  - mentor/mentee program - form coming out in recap email
  - leadership council - going to be up and running by end of september
  - retreat - take out your phones to vote!

  B. Secretary Bradley
  - bio form - fill it out ASAP
  - communications assistant should be filled by end of the week
  - keep pushing freshman elections

  C. Secretary Neece
  - congrats to new chairs
    ○ Library - Tom Fisher
    ○ CDC - Hannah Fitzpatrick
  - still need - bookstore chair
  - upcoming events:
    ○ bookstore grand opening (tues)
    ○ career fair (thurs)
D. Secretary Mullin
- still looking for - Inclusion and Diversity chair
- been meeting with individual chair meetings, going to be complete soon
- Mission Week 2019 - planning will start
- push freshman voting
- “Perseverance is more than endurance, it is endurance combined with absolute assurance and certainty that what we want to happen is going to happen”

E. Secretary Jones
- still looking for - IT Chair
- chairs will meet with their contacts by the end of the week

XI. **Freshman Elections - Question and Answer**
- VP Bateman - explanation of structure
- Where can freshman vote? - front page of nest, will be a link to bios, Director Bradley will post a how-to graphic
- How to manage campaigning as a commuter? - use it to your advantage, use social media to your advantage, pay attention to times when students are active

XII. **Advisory Advice**
- Cary Anderson, Ed. D.
- did a follow-up interview with Hawk on budget
- has been really impressed with what Senate is doing
- what kind of advice do you want - fun stuff
  - Airborne to get over a 5-day cold - Senator Sharman
  - things on your radar that you think should be on ours - Secretary Mullin
    - Career Fair - is for Arts & Sciences students, too, tell your friends! go yourself! fill out your Handshake account!

XIII. **Chaplain’s Chat**
- Fr. Dan Joyce, S.J.
- Giving the blessing at the bookstore, open to ideas himself - “blessing the new ‘chapter’ at the university
- how can we use the grounds? a cheap date!
anniversary of Pope’s visit is coming up, Rabbi Skorka is going to explain his role in that - 5pm 27 September (next Thursday)

make sure to remember to take care of yourself

go find Father Joyce on the second floor of Wolfington

think about taking on the Ignatian 5-week retreat

XIV. Open Forum

Greek Life Symposium (career fair for Greek students) - looking for a Senate table 25 October (Thursday) - reach out to Kali if interested

support Whitney’s/cheerleading T-shirt sales, donating money in $500 increments to charity ($10 per shirt)

EVERYONE GO TO CAREER FAIR - rep Senate and learn about the experience - Senator Kloss

XV. Adjournment

6:59 pm