

Derrick N. Magee, MBA

EDUCATION

University of North Carolina, Charlotte

Belk College of Business

Doctorate of Business Administration (DBA)

- “Escalation of Commitment in Sports: Collegiate Athletics and Permanent Failure”
- Doctoral Proposal Defense & Qualifying Exam (Completed 12-16-2021)
- Dissertation Chair: Dr. Reginald Silver

Charlotte, North Carolina

Expected May 2022

California State University, Stanislaus

Master of Business Administration (MBA)

- Management/Organizational Behavior

Turlock, California

July 2005

Florida Agricultural & Mechanical University

Bachelor of Science (BS)

- Physical Education (Sport & Leisure Management)

Tallahassee, Florida

December 2000

PROFESSIONAL EXPERIENCE

North Carolina Central University

Associate Vice Chancellor/Campus Enterprises

Deputy Athletic Director/Chief Financial Officer

Sr. Associate Athletic Director for Finance & Administration

Durham, North Carolina

May 2021 – Present

January 2019 – May 2021

October 2015 – December 2018

Business & Auxiliary Services/Athletic Business Operations:

- Provide vision and leadership for a diverse portfolio of revenue-generating business units within the Division of Finance and Administration, while delivering quality programming for students, faculty and staff, and superior customer service.
- Responsible for generating approximately \$20 million in revenue across multiple cost centers that include: Dining Services, Bookstore, Eagle Card, Mail Services, Ticket Office, Faculty/Staff Printing, University Graphics & Copy, Passport Services, Concessions/Vending and Retail Operations.
- Previous management of the day-to-day financial and business operations of the NCCU division-one athletic program, which included: athletic business office, business development, facility operations, procurement, information technology, human resources, corporate sponsorships, new business ventures, and contract negotiations.
- Extensive experience in Enterprise Resource Planning (ERP) and Customer Relationship Management (CRM) systems and procedures to enhance financial operations, reporting, project management, procurement, revenue generation and contract oversight.

Accomplishments:

- Assisted with the negotiation of new Dining Service provider (Aramark) resulting in \$8.1 million in capital investment and improved dining and retail services.
- Development of premium retail locations including the first Panera Bread on a collegiate campus along with: Chick-fil-A, Pizza Hut, Starbucks, Freshens, Panda Express, and multiple C-Stores & Mini-Markets.
- Lead the negotiation of the athletic department corporate sponsorship agreement with Peak Sports (Leona Group - 10-year \$2.66M guarantee).
- Assisted with the negotiation of a 10-year agreement with NCA&T in Football with two classics being held in Charlotte, NC (Duke’s Mayo Classic – FY23 & FY27).

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- Successfully bid the university's beverage agreement, which led to an increase in profits (\$2.3M in commissions; \$2.1M in cash; and \$1.3M in In-Kind) and benefits to the university and internal/external stakeholders.

Alabama State University
Director of Auxiliary Enterprises
Senior Associate Athletic Director

Montgomery, Alabama
October 2014 – September 2015
January 2011 – October 2014

Auxiliary Enterprises & Athletic Business Operations:

- Led multiple business operational units on campus including: Dining Services, Bookstore, Off-Campus Investment Properties, Ticket Office, University Printing, Retail/Vending/Concessions, Mail Center, and New ASU Stadium, while generating over \$13 million in revenue.
- Managed the day-to-day internal and external athletic operations including a \$17.5 million dollar operating budget, business development, corporate sponsorships, marketing, information technology, human resources, contract negotiations/management, game-day operations, facility operations, and capital projects.

Accomplishments:

- Grew athletic fund balance from \$372K in 2011 to \$3.1M 2014, while growing the athletic budget from \$12M to 17.5M in same time period.
- Developed Hornet Pride 365 program, which was the very first annual fund for athletics generating over \$400K annually for scholarships and athletic operations.
- Assisted with the building of over \$80 million in athletic facilities including: New ASU Stadium (\$62M), Football Complex & Practice Facility (\$8M), Baseball & Softball Facilities (\$5M), Soccer Complex (\$1.5M).

University of Cincinnati
Associate Athletic Director/Chief Business Officer

Cincinnati, Ohio
October 2008 – December 2010

Athletic Business Operations:

- Served as departmental Chief Business Officer (CBO) with oversight of \$40 million operating budget, \$120 million debt service plan, information technology, ticket office, human resources, facility operations, equipment operations, and sport supervision of Women's Volleyball.
- Served on the Vice President for Finance's cabinet, Athletic Executive team, the All-University Task Force, and Chaired the Profession Sports Panel by Presidential Appointment.

Accomplishments:

- Managed the financial operations for two (2) BCS Bowl Games (Orange'09 and Sugar'10).
- Awarded "Ticket Office of the Year" by Paciolan in Spring 2010 with recognition at the 2010 CABMA Convention in Anaheim, CA (grew revenue from \$6.5M to \$8.3M annually).
- Assisted in the successful negotiation of the department's marketing and multi-media rights agreement resulting in a new \$30 million deal over a ten (10) year period and successfully re-negotiated the athletic department's food and concession contract with Aramark resulting in a 100% increase in the guaranteed cash payout and a \$12-million-dollar deal over ten (10) years.

Capital Projects & Development:

- Assisted with the construction and financing of the Jefferson Avenue Sports Complex a \$15.5 million project (Football practice facility & Lacrosse competition field).
- Negotiated \$5.2 million in contracts and donor giving toward the Jefferson Avenue Sports Complex project.

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University of the Pacific
Assistant Athletic Director for Internal Affairs
Director of Athletic Finance

Stockton, California
July 2005 – September 2008
August 2004 – June 2005

Leadership & Strategic Planning

- Served as departmental Chief Financial Officer and member of senior leadership team
- Managed athletic facility and equipment operations
- Assistant Tournament Director NCAA Men's Basketball Championship 1st & 2nd tournament rounds held at ARCO Arena (Sacramento) in 2007

Budget & Finance

- Managed \$13 million operating budget and all business functions
- Prepared all financial reports for departmental staff, institutional administration and board of trustees

Development, Marketing & Ticketing

- Negotiated a three-year agreement with the Olympic Development Program (ODP) resulting in a \$1.2 million profit for the University and Athletic Department
- Oversight of the University Box Office and Athletic Ticket Operations

Capital Projects & Sport Supervision

- Managed the facility development of the Jansen-Lagorio Gymnasium project, a \$8 million design build
- Supervised Men's & Women's Water Polo and Swimming/Diving

Orlando Magic/RDV Sports
Business Development Intern

Orlando, Florida
January 2002 – July 2002

Florida A&M University
Assistant Men's Basketball Coach/Student Assistant
Athletic Business Manager

Tallahassee, Florida
June 1999 – August 2001
July 2000 – September 2001

CERTIFICATIONS & TRAININGS

Sports Management Institute (SMI) Executive Certification

- Completed 2011

NCAA Leadership Institute for Ethnic Minority Males/Females

- Completed 2009

COMMITTEES & SERVICE

Minority Opportunity Athletic Association (MOAA)

- Executive Board Member (Appointment 2012 – 2017)
- Organization Member (2006 – Present)

Collegiate Athletic Business Management Association

- Executive Committee Member; 3rd Vice President; and 2nd Vice President
- Organization Member (2006 – Present)

Institute of Management Accountants (IMA)

- Organization Member (2008 – Present)

Kappa Alpha Psi Fraternity, Inc.

- Organization Member (2000 – Present)

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REFERENCE LIST

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