BEST PRACTICES







Long Beach State-Sandbar

- \$1,000 and above with a pass fee (want to get the younger crowd involved.
- Food and Drink



UNC-Asheville '225 Zone'

 \$5,000 donor level and above (each gets 4 passes to every game)



Pipe and Drape







Josh Sides

My Background

- 2013: Graduated UNC Greensboro (BS Business Studies/Economics)
- 2013-2018 Started career in Operations/Supply Chain Management
- 2018 Got the opportunity to start my first collegiate esports program at St. Ambrose University





Why Collegiate Esports

- Quickly expanding/emerging new field with a wide-open field of competition
- Contribute to a culture of continuous improvement and betterment of the student athlete, wherein gamers can gain the transferable skills of leadership, communication, mental toughness, and discipline by pushing themselves to excel in competitive gaming and academia.
- "Limelight Networks, a CDN service provider, conducted a study earlier in this
 year that found more Americans aged 18 to 25 watch esports than any other
 traditional sports combined. In 2016, Mindshare North America found 65
 percent of esports viewers are between the ages 18 and 34. Millennials are
 simply watching less television, a platform traditional sports rely on, and are
 instead watching more online content—especially esports."





RANK	TEAM	POINTS	CHANGE
1.	Columbia College	399	↔
2.	Maryville	377	↔
3.	UC Irvine	366	↔
4.	Western Ontario	329	A 4
5.	Illinois	315	↔
6.	University of Waterloo	309	↔
7.	Texas	264	A 11
8.	Harrisburg	251	▼ 4
9.	Michigan State	231	▲ 7
10.	North Carolina State	221	▲ 18
11.	Stony Brook	207	▼ 4
12.	Miami Ohio	166	A 4
13.	Maryland	157	▲ 1
14.	George Mason	142	▼ 1
15.	Michigan	125	A 4
16.	Cal Poly Pomona	117	▲ 23
17.	British Columbia	108	▼ 7
18.	University of Ottawa	99	▼ 3
19.	Arizona State	93	▼ 10
T20.	Robert Morrison	82	▼ 9
T20.	UT Dallas	82	▼ 9
21.	Virginia Tech	75	▼ 1
22.	Villanova	52	▲ 10
T23.	Rochester Institute of Technology	44	▼ 3
T23.	Ohio State	44	▲ 6
25.	Cal	42	▲ 3









Why Winthrop

- Winthrop's status as a recognized institution in D1 College Athletics
- Location
- Passionate, understanding leadership
- Family environment



Building the Program

- Started April 16th
- Identified space needs and worked with multiple stakeholders on campus to find a suitable location
- Quoted and procured PCs, furniture, network, etc
- Recruited 12 new students for the Fall semester



League of Legends

- Invited to Harrisburg University Esports Invitational
 - Top 8 finish.
 - Notable results: 2-1 win against (23)RIT, close 2-1 loss against (4) Harrisburg.



2019-2020 Season

Overwatch

- Invited to Harrisburg University Esports Invitational
- Top 8 finish.
- Notable results: 2-0 win against Miami(OH), close 2-1 loss against Maryville.
- Qualified for TESPA Varsity Fall Invitational (Currently 3-1)
- Competition the top 16 Collegiate
 Overwatch programs in North America.
- Notable results: 2-1 win against undefeated 2018 National Champion, Harrisburg University!



The Future

2019-2020

• We will look to establish ourselves as a major university in the national collegiate esports conversation.

Beyond

- The growth of the program is confined mostly by the constraints of space. As we look to recruit additional players we will also require additional space to grow into.
- We may also need to increase scholarship funding to remain competitive and to retain top talent. I believe we will be able to do this while still operating at a profit as the number of players on roster scales up, providing additional revenue versus what is mainly fixed costs.



