

Emmanuel (Mannie) Reinsch

PROFESSIONAL EXPERIENCE

Austin Peay State University

July 2023-Present

Public, accredited four-year institution serving 8,500+ students and 340+ student-athletes in Clarksville, TN

Senior Associate Director of Athletics Championships Resources

- Member of Athletic Department Cabinet
- Responsible for Governor's Cabinet – the top donors for Austin Peay Athletics.
- Governor's Cabinet has been responsible for over \$650,000 towards different Funds of Excellence, including the Athletics Director Fund of Excellence.
- Liaison between Advancement, Foundation, and Athletic Department.
- Assisted in the development of a \$75,000 endowment for scholarships for the baseball program.
- Developed the Austin Peay State University NIL Collective the Top Hat Collective.
- Initiated educational opportunities for student-athletes on Name, Image, Likeness possibilities.
- Oversaw Sabertooth Sport and Entertainment during record year for attendance at football games and corporate partnerships.
- Serve on campus committees including strategic initiatives.
- Serve on Centennial Campaign Committee for Advancement, which is a campaign to generate over \$100 million by 2027, Austin Peay State University's 100th year.
- Increased Fund of Excellence for each sport in fundraising and number of gifts.
- Create and cultivate relationships with over 150+ donors.
- Manage the Monocle Society (Austin Peay State University Athletics Booster Club), which has increased in number of members and donations.
- Supervise Director of Community Relations, Game Operations Coordinator, Facilities Director, Assistant Facilities Director, and Director of Equipment Operations.
- Administer events such as GOVing Tuesday, GOVS Give, Signing Day events, donor visits and other fundraising events.
- GOVS Give generated over \$170,000+ in one day for athletics, the largest ever, including the largest number of gifts.
- Oversee and supervise all athletic facilities for 16 athletic programs.
- Sport Supervisor Women's and Men's Tennis and Women's Lacrosse.
- Organize, bill, and generate revenue through facility rental agreements.

Accomplishments and Outcomes

- Assisted and fundraised for multiple facility project renovations including donations for the F&M Bank Arena Weight Room and new Formetco videoboard at Cathi Maynard Park.
- Hosted both the 1st round of the NCAA FCS Football Championships raising over \$80,000 to host the event.
- Hosted and managed the first and second rounds of the ASUN Men's Basketball Championships.
- Student-athletes posted over a 3.30 grade point average in the fall of 2023.

Associate Athletic Director for External Relations and Development

- Supported the Vice President for Athletics and Strategic Partnerships to manage the overall operations of the department along with incorporating Vision 2028, the mission and vision of the university.
- Directed Sport Supervisor of Volleyball, Men's and Women's Golf, Softball, Men's Soccer, Women's Swimming and Diving and Women's Tennis.
- Directed athletic programs in over 5,000 hours of community service.
- Supervised Assistant Athletic Director of Facilities and Events, Director of Creative Services, Sports Communication Department, Sport Performance Staff and work-study event/game management staff.
- Search chair for head coaching, administrative personnel and recreation department hires.
- Managed Sports Information, Sports Management and Marketing budgets while being fiscally responsible.
- Enhanced fan engagement by having the highest generated ticket sales at CSU Pueblo Football games in 2021.
- Developed marketing plans that incorporate corporate partners and donors during games including writing all scripts for 21 varsity sports.
- Developed relationships and manage over 70 corporate partner accounts.
- Fundraised over \$975,000 of corporate partner accounts annually.
- Managed the Pack Club (Colorado State University Pueblo Athletics Booster Club), which raises over \$200,000 for scholarships and department operations and has over 300 members.
- Liaison between the athletic department and the President of the CSU Pueblo Foundation and Alumni Association.
- Communicated game preparation with officials and visiting teams.
- Administered events such as The ThunderWolf Golf Classic, Pride of the Pack Banquet, ThunderGals Luncheon and other fundraising events.
- Oversaw and supervised all athletic facilities for 21 athletic programs.
- Organized, billed, and generated revenue through facility rental agreements.
- Administered all NCAA Regionals or Championship bids.
- Instructed classes in Sports Marketing and Sports Management for the Sports Industry Business Degree.
- Served as the administrative advisor for the Student Athlete Advisory Committee (SAAC)
- Liaison between the Pueblo schools and athletic department for events and community engagement.

Accomplishments and Outcomes:

- Assisted and fundraised for multiple facility project renovations and additions including installation of new Daktronics scoreboards at Rawlings Baseball Field and Art & Lorraine Gonzales Soccer/Lacrosse Stadium, new AstroTurf playing surface for the entire Rawlings Baseball Field, installation of new grandstand at Rawlings Softball Complex and new construction of 32,000 square-foot indoor training facility named the ART.
- Student-athletes posted a 3.178 grade point average in 2021-2022, highest ever in school history.
- Finished 24th in the 2021-22 Learfield Director's Cup, the highest in school history.
- In 2021-22, 10 out of the 21 athletic programs at CSU Pueblo advanced to the NCAA postseason.
- Developed a crowdfunding platform with the CSU Pueblo Foundation that generates over \$150,000 for 21 sports.
- Began an internship program with Sports Industry Business majors to provide VIP hospitality for basketball and football fans.
- Take pride in being a part of an overall team in which all faculty, staff and administration work in cohesion to provide students the best experience possible.

- Managed the 2021 and 2022 RMAC Track and Field Outdoor Championships along with being the Tournament Director for 2022 NCAA Regional Golf Tournament and NCAA Division II Men's Soccer Second Round.

University of Nebraska at Kearney

Public, accredited four-year institution serving 4,500 students and 380 student-athletes

Assistant Athletic Director-Facilities and Events

July 2018-January 2020

Facility and Event Manager

October 2016-June 2018

- Served as assistant athletic director with responsibility for all athletic facilities as well as all home event management.
- Assisted in corporate partnerships that raised more than \$160,000, Loper Football Backers Banquet that generated more than \$225,000 and the Blue/Gold Golf Tournament that produced \$20,000.
- Managed \$25,000 event management budget as part of a 14-sport NCAA Division II athletic department.
- Responsible for all home athletic event management, including set-up and tear down of facilities, managing game-day staff and serving as the on-site liaison for visiting teams and game officials.
- Conducted weekly event management meetings and engage with campus custodial, facilities, grounds, police, and parking services staffs to coordinate proper event staff coverage.
- Administered the daily use schedule of the Health and Sports Center, Cushing Coliseum, HPER Gym, Foster Field, Memorial Field, Harmon Tennis Courts, and Dryden Park for all UNK athletic program and outside organizational use.
- Developed annual facility maintenance schedule in coordination with overall campus construction plans.
- Involved in multiple facility renovation projects, including turf replacement, bleacher installments, office and locker room renovations, weight room and sports medicine upgrades and other branding initiatives.
- Prepared successful bids for NCAA Division II Championships as well as other national, regional or conference events being hosted on or off campus.
- Served as the event manager for several major annual events, including the Nebraska State Athletic Association (NSAA) Cross Country Meet, NSAA Wrestling Duals, NSAA Speech Competition, Shrine Bowl All-Star Football Game, Mr. and Ms. Basketball Tournaments, commencement ceremonies and all other special events hosted by UNK.
- Proficient in video board operations (Daktronics) as well as Stretch Internet and Blue Frame Web Streaming.
- Liaison between the UNK athletic department and the Kearney Visitors Bureau, Kearney Public Schools and the NSAA.
- Instructed classes for the Sports Management Degree.
 - Classes included Sports Facilities, Sports Marketing, and Sports Psychology

University of Nebraska at Kearney

Graduate Assistant

May 2014-May 2016

- Handled various administrative matters related to management of an NCAA Division II athletic department.
- Facilitated the set-up and tear down of all facilities for UNK home sporting events.
- Oversaw interns and practicum students as part of the event management team.
- Supervised support staff and practicum students at athletic events for Health and Sports Center, Memorial Field, and Ron and Carol Cope Stadium.
- Communicated with custodial staff, marketing team, ticket operations staff, equipment staff, and Events Manager at Ron and Carol Cope Stadium, Health and Sports Center, and Memorial Field.
- Supported Senior Associate Athletic Director during NSAA Wrestling Duals and Speech Championships.
- Served as Facility/Events Manager of Memorial Baseball Field.
- Contributed to planning and construction aspects of \$80,000 in facility renovation projects.

- Scheduled athletic events, camps and clinics, meetings, practices, and staffing for Memorial Field.
- Executed installation and operation of Daktronics video board system in Cushing Coliseum (Indoor Track).
- Oversaw equipment and apparel inventory for baseball student-athletes.

Viaero Event Center

Game Operations and Promotions Assistant

January 2014-May 2015

- Assisted with the implementation of in-game promotions for the Tri-City Storm (USHL Hockey Organization).
- Marketed special events such as concerts, comedy acts, and sporting events via social media and other communication methods.
- Aided in concessions management, guest requests for special events, and promotional post-game skates that involved hockey player appearances.
- Assisted the Director of Facilities with the set-up and tear down of temporary flooring for basketball games and concerts on the ice surface.

Kearney Visitors Bureau

Sports Sales and Services Intern

May-August 2015

- Consulted with guides and tour groups about different events in Kearney during their visits.
- Coordinated the Kearney Cruise Night Parade, Nebraska Shrine Parade, and Shrine Bowl All-Star Game.
- Designed golf brochure for recreational users and future state championship events.
- Supported athletic events brought to Kearney such as NSAA Golf Championships, NSAA Wrestling Duals, Nebraska Junior Match play, and Mr. and Ms. Basketball tournaments.
- Assisted Sports Sales and Services Manager with daily tasks including event budgets and bid applications.

LEADERSHIP EXPERIENCE

- 30-Club Member February 2020-Present
 - Pueblo professionals that work to promote, enhance and give back to the community.
- MIAA Basketball Tournament Committee Representative July 2018-February 2020
- NCAA Division II National Football Championship Representative December 2016
- Vice President of Sport and Recreation Committee - Chamber of Commerce October 2016-February 2020
- Kearney Little League Board Member August 2013-February 2020
- Kearney Legion Baseball – Varsity Assistant Coach May 2013-July 2017
- NCAA Emerging Leader Seminar attendee January 2015
- UNK Student-Athlete Advisory Committee (SAAC) – MIAA Representative August 2009-2014
- College World Series YES Clinic-Program Instructor June 2010-2011

EDUCATION

Master of Arts in Education

2016

University of Nebraska at Kearney

Major: Physical Education
Cognate Area: Sport Administration

Bachelor of Science

2014

University of Nebraska at Kearney

Major: Exercise Sciences
Minor: Health Sciences and Sport Administration