

JAMES M. O'DAY

5311 BIGFORK ROAD • MISSOULA, MT 59803

PHONE: 406.370.3020

e-mail: jim.oday57@gmail.com

PROFESSIONAL EXPERIENCE

OCTOBER 2013-PRESENT

**O'DAY ENTERPRISES, LLC
MISSOULA, MT**

CEO/FOUNDER

- Founder of a diverse consulting practice that helps create valuable business opportunities and relationships for firms looking to link together using a unique blend of contacts gained over the years through various professional associations obtained in private business, fund raising and Division I Intercollegiate Athletics. In addition to maintaining his current professional relationship with The Farran Group and previously with Epio Solutions, O'Day Enterprises, LLC., provides valuable connections, consulting and strategical services for ventures such as banking (BancVue of Austin, Texas), intercollegiate athletics and oil and gas. As of August 2015, O'Day Enterprises, LLC, also became part of the Mountain States Business Brokers and Advisors network based in Denver, CO.

AUGUST 2012-PRESENT

**THE FARRAN GROUP
MISSOULA, MT**

BUSINESS DEVELOPMENT OFFICER

- Provided leads and valuable contacts for The Farran Group in its quest to raise equity capital for various real estate development projects, primarily focusing in the area of "life-style apartment communities." Most of these apartment communities are in the 200-unit range.

AUGUST 2012-JANUARY 2015

**EPIO SOLUTIONS
MISSOULA, MT/SEATTLE, WA**

EXECUTIVE CONSULTANT

- Worked with a specialized brand enhancement/marketing team to help develop valuable relationships to assist university athletic programs, as well as other professionals, celebrities, non-profits and businesses in today's ever-changing media market. A primary tool used in these efforts was a unique software program that monitored public information created by following many social media platforms. Although still associated with the owner of the firm, the business was incorporated by another entity in January 2015.

JULY 2005 – APRIL 2012

**THE UNIVERSITY OF MONTANA
MISSOULA, MT**

DIRECTOR OF ATHLETICS

- Directed a staff of approximately 70 people at the NCAA Division I institution. The Montana athletics program consisted of 14 sports – 6 men's and 8 women's, and was represented by approximately 300 student-athletes. Upon receiving additional funding sources from the Associated Students of the University of Montana in May 2011, UM added its 15th sport – women's softball – in 2014-15.

- Served as a member of the UM Campus President's Cabinet, as well as various other high-profile campus committees and search committees. Also worked closely with the Associated Students of the University of Montana (ASUM) on initiatives to provide more seating for students and fans, as well as funding for Title IX compliance.
- Managed a \$15.5 million annual budget, with expectations to produce approximately \$10.5 million from external funding sources and \$5 million with institutional support.
- Represented the Big Sky Conference for four years on the NCAA Division I Football Issues Committee and the NCAA Football Championship Subdivision Playoff Selection Committee.
- Served as chairman of the NCAA Division I Football Championship Subdivision Playoff Selection Committee 2010-2012.
- Recipient of the Gen. Robert R. Neyland Outstanding Athletic Director Award in 2007.
- Member of the board of directors for the Master's of Education in Intercollegiate Athletics Leadership program with the University of Washington.
- Member of the National Association of Collegiate Directors of Athletics.
- Provided oversight for an annual fund (the Grizzly Scholarship Association) that produced more than \$2 million per year, and another \$1-3 million per year in major gifts. Recently completed a major gift effort to build a new \$2.5 million student-athlete academic center. Put in motion a plan to construct a new weight room, men's locker room and meeting room space, followed by an indoor practice facility.
- Implemented plan to install lights in Washington-Grizzly Stadium in March 2012.
- Led effort to bring UM Athletics out of a \$1 million deficit situation two years early. The department was in the "black" each of the years he was AD – and showed fund balances of more than \$1 million.
- Oversaw an athletics program that won two Sterling Savings Bank Presidents' Cup Trophies (2007 and 2011) for being the top overall athletic program (combined academics and athletic accomplishments) in the Big Sky Conference. Also, UM was second in 2009 and 2010 and third in 2008 and 2012.
- Directed an athletics program that in seven years won six conference championships in football, four in women's basketball, three in men's basketball and one each in women's cross country, women's soccer, women's golf and men's tennis.
- Academically, UM Athletics is at an all-time high student grade point average of 3.02. In first semester as Athletics Director, UM Athletics started a string of consecutive semesters with the cumulative grade point averages of the student-athletes was above 3.00. As of January 2013, the string has reached 17 consecutive semesters.
- Worked with the Missoula-area business community on various events/functions.
- Instituted and funded a minority mentoring program through private funding for the UM campus, with partial emphasis to assist minority students within UM Athletics. Directed an effort to provide the first strategic plan for UM Athletics.

DECEMBER 2000 – 2005

UM FOUNDATION/UM ATHLETIC DEPARTMENT MISSOULA, MT

DIRECTOR OF DEVELOPMENT/INTERCOLLEGIATE ATHLETICS

- Assisted the Athletic Director with the development and fulfillment of short and long-term private gift needs and goals. Was the first major gift fund-raiser for Grizzly Athletics starting in December 2000.
- Coordinated the cultivation, solicitation and stewardship of major constituent donors for UM Athletics by University and Foundation personnel. Over the five years, this resulted in a \$3.2 million expansion to Washington-Grizzly Stadium, a \$1 million gift to install SprinTurf in Washington-Grizzly Stadium, \$850,000 for the John C. Hoyt Office Complex remodeling project, \$700,000 to update Dornblaser Track and \$550,000 to establish the Grizzly Sports Hall of Champions. In addition, the endowment for UM Athletics grew to more than \$2 million.

- Worked with the Athletic Director to formulate a plan to generate \$11 million for Intercollegiate Athletics through the University's Capital Campaign, 2002-07.
- Served on the Executive Committee for UM Athletics, which helps formulate basic policy and operating principles for the department.
- Served on the Budget Development Committee and Marketing Committee for Intercollegiate Athletics, as well as Athletics Strategic Planning Committee, Athletics Development Committee and Athletics Oversight Committee.
- Served as the liaison between Intercollegiate Athletics and its Athletic Director and current or potential donors – organizing correspondence and meetings between the Athletic Director, head coaches and/or other staff as necessary.
- Initiated and worked closely with the Athletic Director's National Advisory Board for Grizzly Athletics, identifying potential members for the board, as well as planning and organizing the semi-annual meetings.
- Maintained a close working relationship with the Grizzly Scholarship Association and its state and local board of directors.

1998 – 2000

**GRIZZLY ATHLETIC ASSOCIATION
MISSOULA, MT**

ASSISTANT DIRECTOR OF DEVELOPMENT

- Assisted Executive Director with annual fund-raising campaign and coordination of special projects – annual golf tournament, auction, Trip-of-the-Month promotion and tailgate parties.
- Worked with the Executive Director to restructure seating preferential sections in the football and basketball arenas.
- Assisted with the identification, cultivation, solicitation and stewardship of major donor constituents for UM Athletics.
- Coordinated activities/maintained communications with 11 Grizzly Athletic Association chapters across Montana.
- Established a weekly e-mail news publication promoting activities involving The University of Montana's Athletic Department; contributed to the Grizzly Athletic Association's quarterly newsletter.
- Organized booster bus trips to out-of-town football games.

1982-1998

**WESTERN BREEZE NEWSPAPER
CUT BANK, MT**

OWNER/PUBLISHER (1989-98)

REPORTER/MANAGING EDITOR (1982-88)

- Managed a staff of up to seven employees (full and part-time), developed a working budget to make payroll, pay bills and maintain the profitability of the twice-weekly newspaper
- Increased circulation from 1,500 in 1982 to 2,200 in 1998. Increased net revenue sales from \$150,000 in 1988 to \$220,000 in 1998
- Covered meetings/sporting events, with responsibility of writing/editing stories and photography; served as correspondent for Great Falls Tribune
- Sold advertising, marketed the newspaper and handled public relations efforts to promote the business

1980-1982

**DAILY INTERLAKE NEWSPAPER
KALISPELL, MT**

REPORTER/SPORTS EDITOR

- Provided newspaper accounts of meetings, ranging from School Board to City Council
- Covered all sports, including writing and photography

1979-1980

**MONTANA KAIMIN
MISSOULA, MT**

- Served as Sports Editor (five quarters)/General Assignment Reporter (one quarter)

EDUCATION

MAY 1980

THE UNIVERSITY OF MONTANA

MISSOULA, MT

Bachelor of Arts Degree
School of Journalism

CIVIC ACTIVITIES, ACCOMPLISHMENTS

Montana Special Olympics State Board of Directors, 2012-Present (Executive Team)
St. Patrick's Hospital Foundation, Board of Trustees, 2012-Present
National Association of Athletic Directors of Development, 2001-Present
Grizzly Athletic Association State Board of Directors, 1987-98 (President, 1996-98)
The University of Montana Alumni Association's Board of Delegates (Charter Member)
The University of Montana Alumni Association (Life Member)
Missoula Sentinel Kiwanis Club, 1998-Present/Board of Directors 1999-2002
Missoula Area Chamber of Commerce's Sports Commission, 1998-2004
Cut Bank Education Foundation Board of Directors, 1995-98 (Charter Member)
Cut Bank Business Appreciation Days Committee (Co-Founder)
Cut Bank Bob Scriver Museum Committee (Co-Founder)
Cut Bank Golf & Country Club, Board of Directors (1986-92)
Cut Bank Area Chamber of Commerce, Board of Directors (1983-88)
Cut Bank Volunteer Fire Department, 1985-90
Cut Bank Elks Lodge, 1985-Present
Cut Bank Crimestoppers, 1985-98
Hi-Line Basketball Tournament and Hi-Line Golf Scramble (Co-Founder)
Who's Who Among Professional Journalists, 1995
Montana Newspaper Association Better Newspaper Contest Award Winner, 1992, 1993, 1994, 1995, 1996, 1997
Cut Bank Citizen of the Year, 1992
The University of Montana Service Award, 1991
Cut Bank Jaycees Distinguished Service Award, 1985
First National Bank of Cut Bank, Board of Community Relations
Coach – Little League Baseball, Little Grizzly Football, Youth Flag Football/Basketball
Missoula Hellgate Booster Club, Cut Bank Booster Club, Christ the King Catholic Church

PROFESSIONAL REFERENCES

Doug Fullerton

Commissioner/Big Sky Conference
2491 Washington Boulevard, Suite 201
Ogden, Utah, 84401
801.392.1978, Ext. 10

George Dennison

Former President/The University of Montana
Anglers Bend Way
Missoula, MT., 59801
406.544.3268

Don Read

Former Director of Intercollegiate Athletics/Head Football Coach
The University of Montana
1018 NW 31st Street
Corvallis, Ore., 97330-4451
541.753.6599

Laura Brehm

Former President/UM Foundation
P.O. Box 7159
Missoula, MT 59807
406.243.5103

Damani Leech

NCAA Division I Director of Football/Baseball Championships
P.O. Box 6222
Indianapolis, Indiana 46206
317.966.6754