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THE FUTURE OF FINANCIAL INVESTMENT IN ATHLETES

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ABSTRACT

As investment in sports continues to grow as an industry, this thesis investigates the future opportunities that will arise in this area. By looking at well-established companies that specialize in this field, multiple ventures will be analyzed to find what determines success in the world of sports investment. Main topics include underwriters pooling funds together to invest in potential future contracts of amateur athletes, stock-market type platforms using athletes as the assets, and the potential for investment in college athletes through the use of the newly established Name, Image, and Likeness laws. The research into the areas mentioned, and more, will help determine what the future of this industry could look like.

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Chapter 1: Background and Introduction

Financial investment in sports has been present in the form of gambling dating all the way back to gladiator fights in Rome and the early Olympic games. This trend has continued and even grown in popularity as sports have developed into major markets all across the world. With that development came new investments such as publicly traded soccer clubs. Additionally, gambling on sports continues to show growth as it has been legalized in multiple states all across the country. However, even with this massive expansion, I still believe that the future of financial investment in sports lies elsewhere.

In several different ways, companies around the world have found new forms of financial investments in sports. The focus has shifted to investment in athletes. With this blooming industry becoming more popular, entrepreneurs and start up groups have gotten very creative when designing new ways to invest, developing their ideas into stable companies. For example, multiple companies started to bring together investors through an underwriting process to combine their monetary investments in hopes of a future payoff based on a specific athlete's performance. Other startup companies have focused their attention on opening up investment to the public. These programs use crowdsourcing to generate investments so that everyday citizens can get in on the action. These are just a couple potential markets that could expand, and that is without addressing the brand-new Name, Image, and Likeness laws that allow financial compensation for college athletes. In this thesis paper, I will analyze past, present, and future business strategies in the industry of sports investment in order to determine if the future lies in the investment in athletes.

Chapter 2: Literature Review

Previous Investment in Sports

As previously mentioned, money has played a role in sports dating all the way back to some of the original Olympics through chariot races and gladiator fighting. However, those were merely wagers placed and not necessarily well thought out investments like we have today. One trend that has been explored and continues to be used today is the investment in publicly traded soccer clubs. For example, Manchester United is a publicly traded company while also being known as one of the most notable and influential soccer clubs in the world. However, some data has shown that when looking to base your investment on the performance of the club, a publicly traded team may not be the best place to start. In 2013, Manchester United was eliminated in the early stages of the UEFA Champions League tournament, one of the largest soccer competitions in the world. However, the stock still managed to record its highest grossing quarter ever. The revenue came mostly from increased broadcast and game-day revenue in addition to help from sponsors and investors (Campbell, 2013). Another study focuses on publicly traded soccer teams in the English Premier League. In this study, the authors bring up a very interesting variable. He partially focuses on the consequences of teams finishing in the top five and bottom three spots of their league. If a team finishes in the top five, they are eligible to partake in the European competitions in the following season. On the other hand, if a team finishes in the bottom three slots of the league, they are relegated into the division below the English Premier League. As noted in the study, this ensures intense competition from all teams even after the league champion is decided. However, the results were surprising. The study shows that, “Not only is [a top 5 finish] not significant, but also it has a negative sign, indicating that [a top 5 finish] and returns tend to have a negative relationship” (Zuber 308). Again, these findings show that actual

performances of the soccer club do not have a direct correlation with the financial performance. In fact, it has an opposite correlation in this scenario. Investment in publicly traded soccer clubs is much more dependent on the success of the business of the club and not necessarily the performance and make-up of the team. Therefore, this investment is not much different than several other assets traded on New York Stock Exchange on a daily basis. Although this may be enticing for some investors, investment in individual athletes may draw in more investors due to the impact they have directly on success of their team.

Underwriting and Sports Investments

Another form of investment that companies in the sports industry have started to utilize is investment in athletes through an underwriting process. In order to fully explain this relationship, I am going to start with background on underwriting and how it started. In his book *Against the Gods: The Remarkable Story of Risk*, Peter Bernstein credits Edward Lloyd for his role in the development in underwriting and eventually insurance. Lloyd founded a coffee shop in London that became a hub for sailors, tradesmen, and citizens to gather and discuss “information on the arrivals and departures of ships and intelligence on conditions abroad and at sea” (Bernstein 90). Eventually insurance brokers would seek risk-takers at Lloyd’s coffee shop who would financially cover the loss of a ship, if the voyage failed, in return for a premium. This hopeful individual would then sign his name under the listed contract terms, hence the name “underwriter”. Word began to spread around London about the success of underwriters and soon

contracts were being developed for risks such as “house-breaking, highway robbery, death by gin-drinking, the death of horses.” Eventually, this underwriting strategy made its way to the United States Colonies in the form of insurance (Bernstein 90).

The same mindset that was exhibited by the underwriting ship voyages and highway robbery is used today, but with athletes. Companies such as Big League Advantage and Evolution Development Group Inc. (EVO) have started companies focused around this premise. The company brings in underwriters to take on personal risk of an athlete failing to reach their potential. In return, they get premiums agreed upon by the athletes when the initial investment is made. When a company gives a sum of money to a young athlete, they are usually given the potential to earn money off the athlete’s success when they make it to the professional level and sign a big contract. If an athlete fails to meet their potential and does not make it to the professional level, it is just like a ship sinking during its voyage, the investor must pay the price and lose their investment. In his paper regarding underwriting, Nicos Scordis mentions “During this [underwriting] process, an employee with deep technical and conceptual understanding of the particular peril, the underwriter, establishes a distribution of cash outflow the peril is expected to generate for the insurer” (Scordis 3). This same process takes place in sports underwriting companies with the help of algorithms. Algorithms help the underwriters narrow down the players they think will have the most successful careers and therefore generate the most revenue.

This process has been successful on multiple occasions so far for Big League Advantage. The investment group recently benefited from one of their clients scoring a massive contract. Fernando Tatis Jr., a super shortstop playing in Major League Baseball (MLB) for the San Diego Padres, recently signed a 14-year \$340 Million contract. However, he owes a chunk of that

revenue to the investors at Big League Advantage who gave him a lump sum of money when he was just an 18-year old in the Dominican Republic (Diamond, 2021). Big League Advantage has had similar success with other MLB stars such as Rafael Devers and Jazz Chisholm.

Similarly, Evolution Development Group Inc. (EVO) has started to make notable investments. In 2021, the company invested in their first athlete, a professional golfer named Steven Kupcho. EVO selected Kupcho after putting him “through a comprehensive assessment process that includes both physical and mental analysis as well as examining their performance and recovery capabilities.” Additionally, the company plans to use several resources such as a sports science specialist to ensure that their athletes remain on top of their health to avoid injuries and enhance performance (“Professional”, 2021).

As this idea has developed, sports underwriting companies have begun to take their investment strategies more seriously. Big League Advantage continues to develop their algorithm and EVO brings on more mental and physical professionals to promote growth and eventually success for their investments. This market is just getting started and could reach an entirely new level with the introduction of Name, Image, and Likeness laws for college athletes.

Potential of Name, Image, and Likeness for College Athlete Investment

Name, Image, and Likeness (NIL) laws were recently established after the National Collegiate Athletic Association (NCAA) was brought into question in the court case *NCAA v Alston*. In this case, the NCAA was unable to prove that their financial restrictions placed on

collegiate athletes affected their consumer demand. Additionally, the court held that their restrictions could subject them to future litigation due to antitrust laws established by the Supreme Court. Hoping to avoid future difficulties, the NCAA finally budged on their long-time stance restricting compensation among college athletes (Poyfair, 2022).

As soon as the Name, Image, and Likeness (NIL) precedent was set, athletes all across the country started to capitalize on the limitless potential of the new market. In his publication, Andrew Perloff lists off a few notable athletes who immediately landed deals once NIL was established. He mentions that Alabama star quarterback, Bryce Young, made upwards of \$800,000 and that Miami Women's Basketball players Haley and Hanna Cavinder used their successful social media presence to land a lucrative deal with Boost Mobile (Perloff, 2022). These deals are extremely impressive and eye-opening, but it is just the beginning.

Companies such as Big League Advantage (mentioned above) and NOCAP Sports have already started to plan for investment strategies in this market. Big League Advantage has signed several college football players who they believe will have successful National Football League (NFL) careers. Which would correlate to monetary compensation for investors once one of their clients signs their first professional contract. Similarly, NOCAP Sports establishes itself as an agency focusing on NIL. They help promote their clients and hopefully land them lucrative sponsorships that will help grow their brand and benefit both parties in the end. This market is just beginning and has the potential to expand financial investment in athletes beyond what was originally believed to be possible.

Public Investment Platforms

Most of the investment opportunities established in this young market of athlete investment are restricted to large firms bringing on large investors. However, in this case, companies have started to create platforms that are open to the general public for investment. For example, Prediction Strike is a public marketplace where average investors can trade shares of the athletes, they believe will be successful in their sport. Each athlete listed on the market has their own price based on both consumer demand and performance compared to their expectations. The firm has used investments from notable names such as MaC Venture Capital and Daniel Cormier to expand their platform to include football, basketball, baseball, mixed martial arts, and soccer (“PredictionStrike”, 2022).

Another startup, MOJO, had a similar idea and established their own stock exchange platform that allows public investors to pick athletes and trade shares for a given price. However, this platform is based on whether a player outperforms their “predictions” and consumer demand is not mentioned. This platform has gained investments from notable athletes such as Alex Rodriguez in hopes to establish themselves as a steady competitor in a blooming market (Schafer, 2022).

These stock exchange platforms built for investment in individual athletes have extreme potential as the industry continues to grow. Furthermore, the advancement of NIL laws could allow for college athletes to be listed on the platforms and benefit from the monetary investment being placed on their performance. However, these marketplaces do not come without questions. For example, when a player retires, how are the assets liquidated? Will the athlete be treated as if they were a company who just went bankrupt? Additionally, questions surround the performance of a player’s “stock” in the off-season and when dealing with actions away from their sport. For

example, if a player gets arrested in the offseason and their price is based solely on performance, will the asset be affected? Although there are notable flaws and questions in this young market, the potential for correction and growth is limitless.

Chapter 3: Methodology

In order to gain more information about the potential and future of the sports investment industry, I am going to conduct interviews with investors at Big League Advantage and NOCAP sports as well as running statistical analysis on the success of Big League Advantage athletes.

Big League Advantage Interview Questions

- How was Big League Advantage started? And how did the original investments take place?
- What are the criteria when looking into athletes to invest in? Is it based on personal preference or an algorithm?
- How large of a name is Big League Advantage in the MLB? Will this type of investment spread to other sports?
- How do you see this industry growing as time goes on and more opportunities become available?
- Does Big League Advantage invest money themselves? Or are they simply in charge of finding a proper candidate?
- Are most players open to the opportunity? Or is it looked at in a negative sense across the league?
- Since the negotiations usually happen with a player in the minor leagues, how involved are sports agents in the process?
- How involved is the company in the on hands management decisions of the players development?

- What is the average cost of player development and what kind of system/model do they have in place for managing the cost?

NOCAP Sports Interview Questions

- How was NOCAP Sports started and what was the start-up process like?
- Does the company focus solely on sponsorships for NIL? Or are there also investments based on future performance of the athletes?
- What industries are most motivated to invest in college athletes through Name, Image, and Likeness contracts?
- What experience do you have with other areas in the industry of sports investment industry?
- How do you see this industry growing as Name, Image, and Likeness rules continue to change and become more flexible?
- Once you have signed a client, how much do you oversee their actions and overall involvement outside of their sport?
- Are investment decisions based more on athletic performance or having a good representation for the brand?

Statistical Analysis of Big League Advantage Investments

In order to determine the success of known Big League Advantage (BLA) investments, I recorded stats for 99 Minor League Baseball (MiLB) players that Big League Advantage (BLA) has invested in and compared them to over 4,000 other Minor League Baseball players over a span of the last 5 years. When comparing the two sets of data, I used a couple statistical tests to determine where BLA athletes ranked compared to their peers.

First, I used two different statistics to create a normal distribution bell curve to see where BLA athletes land within the distribution. The first statistic that I used was Batting Average. Batting Average measures a hitter's success rate when at the plate. As defined by Oxford Languages, Batting Average is "the average performance of a batter, expressed as a ratio of a batter's hits per official times at bat, and typically rounded to three decimal places." Next, I used the statistic OPS which stands for On-Base Percentage plus Slugging percentage. To break it down, On Base Percentage is defined by MLB.com as, "how frequently a batter reaches base per plate appearance. Times on base include hits, walks and hit-by-pitches, but do not include errors, times reached on a fielder's choice or a dropped third strike." This number is then added to slugging percentage which is defined by MLB.com as, "the total number of bases a player records per at-bat. Unlike on-base percentage, slugging percentage deals only with hits and does not include walks and hit-by-pitches in its equation."

Normal distributions have been used to analyze statistics for a long time. In his book *Full House: The Spread of Excellence from Plato to Darwin*, Stephen Jay Gould uses a normal distribution to explain the "extinction of the .400 hitter". In this scenario, Gould is explaining how the right tail of the distribution is shrinking, proving that the upper bound is falling below .400 as the variability in batting average in the MLB continues to shrink (Gould, 2011).

Next, I took the two statistics mentioned above as well as two new statistics and measured the z-score of BLA athletes in comparison to the rest of the Minor League Players. The two new statistics I incorporated were RBI/AB and Total Bases/AB. RBI/AB stands for Runs Batted in per At Bat. This represents the number of runs a player caused his team to score each time a player appears at the plate without including base on ball, hit by pitch, or a sacrifice. Base on balls refers to when a batter is pitched four balls and is awarded first base. A sacrifice is when a batter gets out but is successful on advancing a runner to the next base. Next, Total Bases/AB represents Total Bases Recorder per At Bat. This statistic counts the number of bases reached by a player each time that player appears at the plate without including base on ball, hit by pitch, or a sacrifice.

Z-scores represent how many standard deviations away from the mean a data point is. The equation for a Z-score is:

$$\text{Z-Score} = (\text{x-mean})/\text{standard deviation}$$

Similar to the normal distribution example mentioned above, z-scores have been used to measure variability in countless scenarios. Specifically, they have been used in baseball to determine what players stand above the rest as the biggest outliers from the mean. In an article, Lucas Kelly explains how fans can create their baseball rankings by using z-scores for whatever baseball statistics they deem the most important. In this specific example, Kelly is using z-scores in order to determine what players are the best picks to use in his fantasy baseball league. His article shows that some players who do not seem to outperform their peers at first glance are really a better player to depend on when you analyze the statistics using z-scores (Kelly, 2021).

Chapter 4: Findings and the Future

Statistical Results

To Start, I will break down the analysis of the normal distribution charts that I created for Batting Average as well as OPS. Both charts showed that Big League Advantage athletes have a greater Batting Average and OPS on average compared to the rest of the players recorded in the Minor League Statistics.

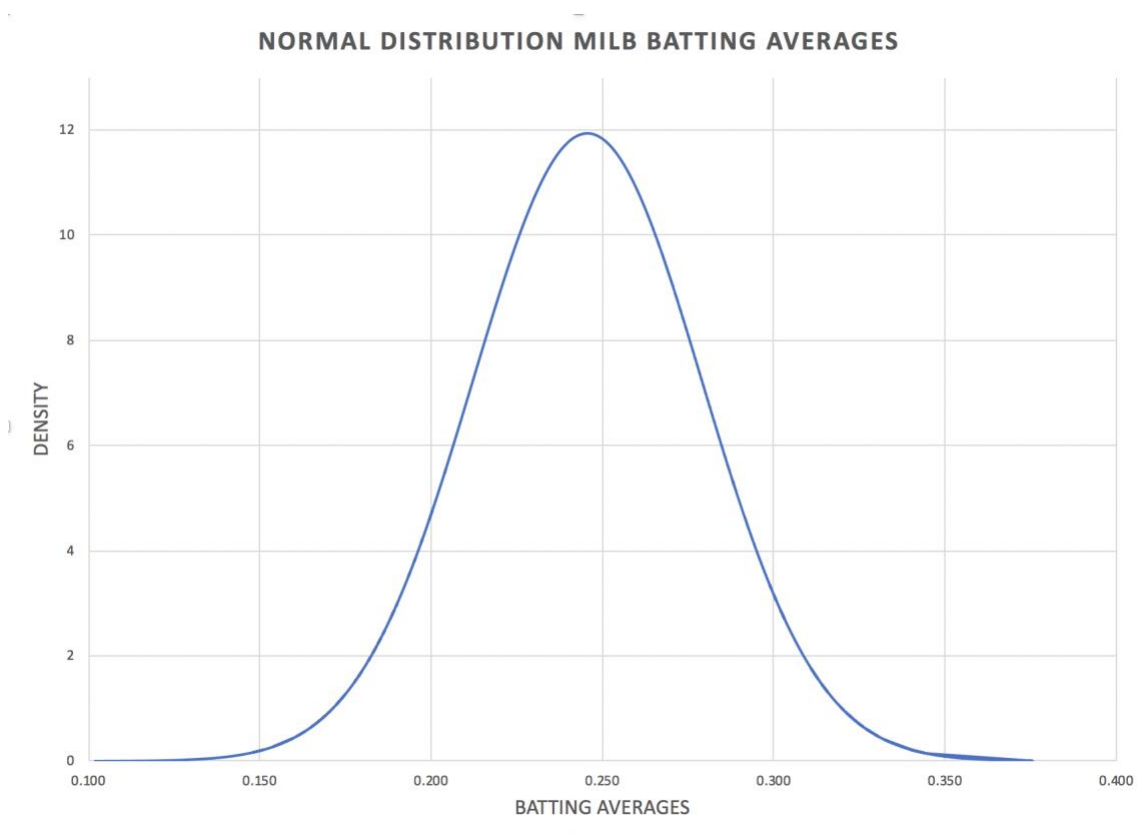


Figure 1- Normal Distribution MiLB Batting Averages

Minor League Baseball (MiLB) Players Batting Average Breakdown		Values
Number of BLA Athletes		99
Mean batting Average BLA Athletes		0.262132
Number of MiLB Players Recorded		4,288
Mean batting Average Recorded MiLB Players		0.24568355

Table 1- MiLB Players Batting Average Breakdown

As shown by the figure and table above, the athletes selected by Big League Advantage have outperformed their peers from a batting average standpoint on average over the last five years.

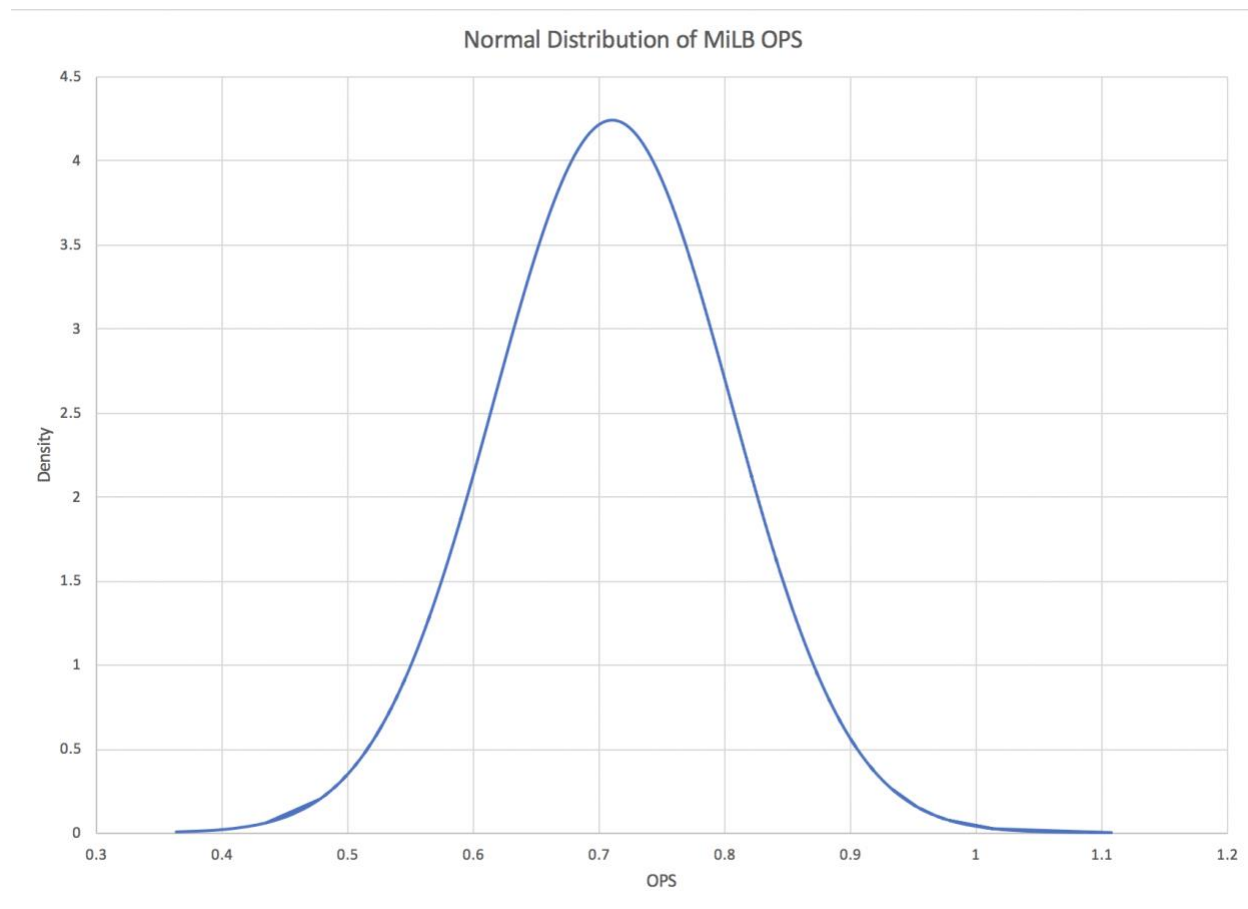


Figure 2- Normal Distribution MiLB OPS

Minor League Baseball (MiLB) Players OPS Breakdown	Values
Number of BLA Athletes	99
Mean OPS BLA Athletes	0.757
Number of MiLB Players Recorded	4,288
Mean OPS Recorded MiLB Players	0.711

Table 2- MiLB Players OPS Breakdown

Again, the figure and table inserted above show BLA athletes outperforming their peers in OPS on average over the last five years.

Both graphs show a breakdown of the normal distribution of averages throughout Minor League Baseball. The Y-Axis in the graphs show the frequency or density in which each number occurs. For example, in the bottom left of the first figure, the points are located very low on the Y-Axis because a Batting Average that low is rare. As the graph moves right along the X-axis, towards the mean, the plotted points begin to move upwards as the frequency of those numbers increases. In each scenario, the Big League Advantage (BLA) athletes average was located on the right side of the mean. This shows that they outperformed the average in both batting average and OPS.

In the following table, the Z-scores will be displayed for Big League Advantage (BLA) athletes for Batting Average, OPS, Runs Batted In per At Bat, and Total Bases per At Bat.

Statistics Used in Z-Score Standardized Test	Mean	Standard Deviation	Average Z-Scores
Batting Average	0.24568355	0.033387121	0.492658295
OPS	0.71098592	0.094139201	0.762428066
RBI/AB	0.12964122	0.034039852	0.343221955
Total Bases/AB	0.37549875	0.071172419	0.478317405

Table 3- Z-Score Standardized Test Results

The table above is another representation that shows how BLA athletes outperform their peers in Minor League Baseball across multiple statistics. The Z-Scores represent how many standard deviations away from the mean a data point lies. In this scenario, I averaged the BLA athletes Z-Scores together to represent one number. These results may seem slim, but if you look at the means as percentages it can help break down the numbers. For example, the OPS mean can be viewed as 71% and therefore the standard deviation can be viewed as 9%. Furthermore, this shows that on average, Big League Advantage athletes outperform the mean OPS by 7%. In a sport where 25 percentage points can make a break a hall of fame career, this statistic is extremely impressive.

The values exhibited by the statistical tests shown above prove that Big League Advantage has had major success in using algorithms to determine which Minor League Baseball players will have success. These outstanding results are also all found without incorporating 19 Major League Baseball players who are clients of Big-League Advantage. If these players were added to the standardized Z-Score test, they would most likely drive the average even further from the mean in the right direction.

This small-scale experiment of one company shows the potential for something much bigger. As technological use in this industry continues to expand, companies will get better at determining which athletes will be successful and therefore which investments will bring in the most money. Additionally, it will grant every-day investors the ability to make sound investments on their own accord, turning this market into a massive industry.

Future of the Industry

After researching this topic and doing some analytical analysis, I have developed my own opinion on the potential of this industry. However, in order to back up my ideas as well as gain additional insight, I interviewed two professionals who work for sports investment companies in order to gain a new perspective. First, I interviewed an investor who works closely with Big League Advantage. He has been involved in the company since its first funding project and has played a major role ever since. Additionally, I interviewed an entrepreneur who recently started an agency called NOCAP Sports that works closely with companies and college athletes to facilitate Name, Image, and Likeness (NIL) deals.

In my interview with the investor for Big League Advantage, he made several great points about the grassroots of the industry as well as its potential for growth. When asked about

the use of technology to determine an investment, he harped upon the importance of the algorithm use at Big League Advantage. The algorithm seems to be working extremely well for the company based on the statistics provided above. However, he mentioned that the algorithm is not the only thing that investments are based on. Professionals in the industry will also look into the character of a player and how they act off the field. To me, this evaluation is very similar to a player being injury prone. If an athlete cannot stay out of trouble off the field, then the investment becomes extremely risky. Similarly, if a player has torn the UCL tendon in his elbow two times requiring surgery, the investment becomes extremely risky. After focusing on the current trends at Big League Advantage, the conversation soon moved to the future of the industry.

When I asked about the future of this industry and how other companies may get involved, the answer was clear. This industry has massive room for growth in several different ways. First, the use of technology has already opened the doors for other companies to compete based on who's algorithm is superior. This allows for multiple firms to get involved by completing research and adding the metrics they deem most important. Secondly, athletes are becoming more open to the opportunity of this type of program. Originally, the firms can be portrayed as the bad guy in these investments where they are gaining up to 10% of a contract (in select cases) from an MLB superstar such as Sandy Alcantara or Fernando Tatis Jr. However, when you look at the breakdown of the contracts, it seems to show that the players are the ones receiving the better end of the deal. For example, the annual salary of Fernando Tatis Jr.'s contract gradually increases overtime starting at \$1 Million, to \$5 million, and continuing upward until plateauing at \$36 million in his 9th year (Spotrac.com, 2023). This shows that the investment firm, Big League Advantage, may not break even until multiple years pass depending

on their original investments. This is true for some of their most lucrative investments. Once this is realized by athletes, and their agents, more of them are willing to take the cash up front to sustain life in the minor leagues and eventually have to pay off the investment once they make it big. Next, the interviewee brought up crowdsourcing. He mentioned how multiple companies have already started to publish software that allows everyday investors to combine their money and invest in an athlete and eventually see a potential payout based on future success on the field. This type of funding also relates to the growth of stock exchange type platforms where investors can trade shares of their favorite athletes, a concept introduced and researched above. Finally, he mentioned the potential for a massive growth factor in this market, NIL. Big League Advantage has already gotten into this market in their second round of funding by investing in multiple college football players. As players and companies become more familiar and comfortable with these new laws, these investments will be circling almost every college athlete across the country. They may not be massive deals for every person, but there is potential everywhere, and that is something discussed in the interview with NOCAP sports.

To gain a better understanding of NOCAP sports as a whole, I spoke to one of the entrepreneurs who has been with the company since its start up process. NOCAP sports was originally created as software to be sold to Universities around the country to promote compliance with new Name, Image, and Likeness laws. However, they soon had to shift their business model as they realized the difficulty of working with Universities in a saturated industry. The company eventually made their software free to schools and pivoted to helping brands navigate athlete investments. They help the brands find, communicate, disclose, and close deals with athletes with the use of tax forms and contract specifics. Their target audience is brands looking to connect with a large group of athletes from 50 to hundreds at a time. After the

introduction of the company, I asked what brands have been interested in NIL investments and what brands will be as the laws become more familiar. He mentioned that from the start, Consumer Package Goods brands have been involved in investment. Additionally, local businesses and franchises began to get involved in order to promote their products. When addressing growth on the brand side, he mentioned that a lot of companies originally took a “wait and see” strategy when addressing NIL. However, now that successful deals have been established and witnessed, he believes that more companies will become involved. Increased involvement requires multiple new additions to a business strategy, but one notable addition is an established and increased budget set aside for NIL investments. I followed up with a question on whether this established budget would be worthwhile for their company or if it should be spent elsewhere. The response was a resounding “Yes”. He mentioned that these NIL investments are practically marketing efforts to grow the company’s brand. This marketing strategy is basically treating the athlete as an influencer for the company. I thought this was a fantastic explanation of the basics for why companies would invest in athletes through Name, Image, and Likeness.

The “why?” for growth in brand investment seems perfectly logical, but in order to have growth in the industry, both sides need to be interested. Because of this, I asked about how athletes could grow the industry and what is in it for them. My original thought was the answer would simply revolve around the money that would be thrown at the young student-athletes. However, the interviewee provided a refreshing perspective on the situation. He stated that athletes’ interest will grow in this industry because it brings them opportunities. Opportunities to grow and learn as entrepreneurs and to grow their name through their own brand. He noted that not every college athlete is going to receive a massive contract like a starting quarterback at Alabama would, but that every single athlete across the country would be empowered. NIL will

open opportunity for athletes to run clinics and camps in their own town for profit as well as grow their presence on social media as influencers. The money is not necessarily the driving force of growth in this industry, the potential for opportunity and empowerment is.

Both of these examples show the potential for growth in this industry, but in different ways. First, Big League Advantage offers the potential for lucrative investments in athletes who are already considered professional. It simply focuses on their performance and ability to control their own destiny with the right monetary compensation from investors. On the other hand, the growth is shown for brands in their marketing strategies as well as athletes in their opportunities to showcase themselves. The future of financial investment in sports lies in individual athlete investment.

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Zuber, Richard A., et al. "Investor–Fans? an Examination of the Performance of Publicly Traded English Premier League Teams." *Applied Financial Economics*, vol. 15, no. 5, 2005, pp. 305–313., <https://doi.org/10.1080/0960310042000338713>.

Academic Vita

EDUCATION

The Pennsylvania State University
Schreyer Honors College

Smeal College of Business

Intended Bachelor of Science in Finance

Legal Environment of Business Minor

University Park, PA
 Graduating May 2023

WORK EXPERIENCE

Siemens Healthineers

Finance Leadership Development Program

Malvern, PA

May 2022-August 2022

- Performed financial analysis on proposed healthcare technology deals to confirm commercial benefit
- Created training for new price evaluation tool to be used by all existing and new financial analysts
- Ensured compliance with government mandated discount thresholds across all products
- Provided recommendations for optimizing deal models based on comprehensive deal analysis

Siemens Healthineers

Digital Healthcare Intern

Malvern, PA

May 2021-August 2021

- Analyzed existing customer contracts and agreements to identify specific commercial terms
- Built a Dashboard using Power BI to provide an overview of existing customer usage landscape
- Identified and presented potential candidates for the MyCare Companion application based on relevant attributes
- Analyzed and reported customer usage rates for eVIA customers using SAP and analytics platforms

UNIVERSITY ACTIVITIES AND ACCOMPLISHMENTS

Phi Chi Theta Business Fraternity

President

University Park, PA

January 2021-January 2022

- Oversee entire organization operations to ensure we uphold our pillars of Professionalism, Philanthropy, and Brotherhood
- Lead executive committee meetings to drive strategy and confirm alignment across leadership positions
- Act as liaison between our chapter and the national organization
- Coordinate charitable activities including raising over \$370K to benefit THON

Director of Corporate Relations

January 2020-January 2021

- Manage communications between fraternity members and major corporations about future job opportunities
- Mentored younger students professionally through resume reviews, LinkedIn tips, and interview prep

Club Basketball

Vice President

University Park, PA

September 2019-Present

- Structure practice, games, and community events for 35+ member organization
- Organize fundraising efforts to establish sufficient budget for all club operations and events
- Coordinate logistics and plans for all travel tournaments and games

Sports Business Club

Club fostering growth and knowledge advancement focused on the sports business industry

University Park, PA

August 2019-May 2021

- Attended and listened to presentations from esteemed professionals in the sports business world
- Discussed future job opportunities with officers and professionals in order to prepare myself for the workplace

INTERESTS

Mergers & Acquisitions; Sports Agencies; Contract Law; Investment Management; Sports Business; Personal Finance