**RAY HOYT**
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**SUMMARY**

Accomplished sports and tourism executive with a proven track record of revitalizing organizations, driving economic impact, and securing investment through innovative funding models. Extensive experience in fundraising, legislative advocacy, and operations within youth, collegiate, and professional sports, as well as conventions, concerts, and festivals. Notable contributions include leadership roles at Disney Sports Attractions, National Senior Games, USA BMX, and Tulsa Regional Tourism. Recognized for a results-driven, entrepreneurial approach and strategic vision.

**AREAS OF EXPERTISE**

* Leadership & Staff Development
* Capital Campaigns & Fundraising
* Sales & Negotiation
* Policy & Legislative Development
* Event & Facility Management
* Start-up Operations & Growth Strategy
* Project Management
* Procurement & Contract Negotiation
* Board Recruitment & Development
* Master Planning & Policy Implementation
* Customer & Client Relations
* Budgeting & Financial Oversight
* Product Development & Quality Assurance
* Community & Government Engagement

**PROFESSIONAL EXPERIENCE**

**USA BMX Foundation – Tulsa, OK**

**Executive Director** (Apr 2022 – Present)

* Led the reorganization and expansion of the USA BMX Foundation, focusing on youth STEM programming, Olympic athlete outreach, fundraising, and community engagement.
* Developed a revised youth curriculum aligned with national STEAM NGSS and Common Core standards.
* Partnered with Oklahoma State University College of Medicine to establish a medical program for athlete training, mental health, and long-term wellness.
* Expanded summer camp participation from six students to 6,000+ in two years at the USA BMX National Olympic Training Site.
* Launched a national fundraising event, increasing net funds raised by 400% over two years.

**Tulsa Regional Tourism – Tulsa, OK**

**President** (Apr 2010 – Feb 2022)
**Interim Vice President, Visit Tulsa/Tulsa Sports Commission** (Sep 2010 – Mar 2011)
**Executive Director, Tulsa Sports Commission** (Aug 2010 – Sep 2010)

* Transformed Tulsa Regional Tourism, growing revenue from $1.8M to $9M in seven years.
* Managed and developed three divisions: VisitTulsa, Tulsa Sports Commission, and Tulsa Film Music Arts Commission.
* Negotiated and managed Tulsa’s lodging tax agreements.
* Led investor and sponsorship campaigns, raising over $10M in private funding for event initiatives.
* Spearheaded public policy initiatives at local, state, and national levels, collaborating with government and industry stakeholders.

**National Senior Games Association, Inc. – Baton Rouge, LA**

**Director of National Games & Athlete Relations** (Jun 2007 – Aug 2010)

* Oversaw all NSGA national events, budgets, and local organizing committee relations.
* Managed sports rules, qualification standards, and scheduling for NSGA programs.
* Developed partnerships with USA Volleyball, US Bowling Congress, US Masters Swimming, USA Track & Field Masters, and more.
* Served as staff liaison for NSGA Board committees, including executive, finance, and bylaws.

**2007 National Senior Games, Inc. – Louisville, KY**

**Executive Director/President** (Apr 2005 – Jun 2007)

* Directed all aspects of the 2007 National Senior Games, raising and managing a $4.5M budget.
* Hosted 12,000 athletes in 18 sports with an additional 20,000 spectators.
* Secured financial and community support through partnerships with local and national organizations.
* Hired and managed a leadership team, staff, and 4,000 volunteers.
* Negotiated facility, vendor, and sponsorship contracts.

**Disney’s Wide World of Sports – Lake Buena Vista, FL**

**Manager, Event Operations – Sports** (Aug 1997 – Nov 2001)

* Managed 190+ annual events with operating budgets exceeding $8M.
* Implemented cost-saving measures reducing event expenses by $700K annually.
* Increased guest satisfaction and revenue through operational improvements.
* Developed an event management workflow to improve efficiency and planning.

**Tucson Local Organizing Committee – Tucson, AZ**

**Executive Director** (1994 – 1997)

* Founded and led Tucson LOC, securing a $2.4M public funding commitment.
* Won bids for the 1997 National Senior Games and 1998 USA Volleyball Open National Championships, driving multimillion-dollar economic impact.
* Increased athlete participation and revenue generation for hosted events.

**Tucson Parks & Recreation Department – Tucson, AZ**

**Citywide Manager of Adult & Youth Sports** (1982 – 1994)

* Managed citywide youth and adult sports programs, overseeing facilities and league operations.
* Directed staff, budgeting, and compliance for sports programs.
* Partnered with city officials to maintain and enhance sports facilities.

**EDUCATION**

**Bachelor of Science in Parks and Recreation Administration & Management**
Illinois State University – Normal, IL

**REFERENCES**

Available upon request.