

**THE FLORIDA INTERNATIONAL UNIVERSITY
BOARD OF TRUSTEES
ATHLETICS WORKGROUP**

FRIDAY, 13 MARCH 2009
10:30 A.M.
FLORIDA INTERNATIONAL UNIVERSITY
UNIVERSITY PARK CAMPUS
FOOTBALL STADIUM CLUB
MIAMI, FL

MEMBERSHIP

ALBERT E. DOTSON, SR., *CHAIR*
JORGE L. ARRIZURIETA
ALBERT MAURY

AGENDA

- | | |
|---|----------------------|
| I. CALL TO ORDER | ALBERT DOTSON |
| II. APPROVAL OF MINUTES | ALBERT DOTSON |
| III. CHAIR'S REMARKS | ALBERT DOTSON |
| IV. ITEMS FOR WORKGROUP REVIEW | ALBERT DOTSON |
| • REPORT (FOR INFORMATION ONLY – <i>NO ACTION REQUIRED</i>) | |
| 1. STADIUM FINANCIAL UPDATE | ALEX DUQUE |
| • DISCUSSION ITEMS (<i>NO ACTION REQUIRED</i>) | |
| 2. CONSTRUCTION UPDATE ON FIELDHOUSE | JOHN CAL |
| 3. MLS – UPDATE | PETE GARCIA |
| 4. GOLD CUP | SHAWN THORIMBERT |
| 5. WINTER PRO-BASEBALL | DERRICK MAYFIELD |
| 6. RADIO RFP | JOSE SOTOLONGO |
| 7. FOOTBALL SCHEDULING | PETE GARCIA |
| 8. NCAA BASKETBALL TOURNAMENT | ANDREW AUGUSTE |
| 9. ATHLETIC DONOR PARTICIPATION | JESSE MARKS |
| V. OTHER BUSINESS (<i>IF ANY</i>) | ALBERT DOTSON |
| VI. ADJOURNMENT | ALBERT DOTSON |

**THE FLORIDA INTERNATIONAL UNIVERSITY
BOARD OF TRUSTEES
ATHLETICS WORKGROUP**

13 MARCH 2009

SUBJECT: ATHLETICS WORKGROUP MEETING MINUTES, 22 AUGUST 2008

PROPOSED WORKGROUP ACTION:

Adopt the following Resolution:

RESOLVED that the minutes of the meeting of the Florida International University Board of Trustees' Athletics Workgroup held on 22 August 2008, attached to this Resolution as Exhibit "A," are hereby approved.

EXHIBITS/SUPPORTING DOCUMENTS:

- EXHIBIT "A": 22 AUGUST 2008
ATHLETICS WORKGROUP MEETING
MINUTES.

FACILITATOR/PRESENTER:

- WORKGROUP CHAIR ALBERT
DOTSON



**ATHLETICS WORKGROUP
MINUTES
FRIDAY, 22 AUGUST 2008**

I. CALL TO ORDER

The Florida International University Board of Trustees' Athletics Workgroup meeting was called to order on Friday, 11 September 2008, by Workgroup Chair Albert Dotson at 1:17 p.m., in the University Park MARC International Pavilion, Miami, Florida.

The following attendance was recorded:

Present:

Albert Dotson, *Chairperson*
Jorge L. Arrizurieta
Albert Maury

Trustees Thomas Breslin, AJ Meyer and President Modesto Maidique were also in attendance.

II. APPROVAL OF MINUTES

Workgroup Chair Albert Dotson asked if there were any additions or corrections to the minutes of the 12 May 2008, Athletics Workgroup meeting. Hearing none, the Workgroup adopted the following:

RESOLVED that the minutes of the meeting of the Florida International University Board of Trustees' Athletics Workgroup held on 12 May 2008, attached to this Resolution as Exhibit "A," are hereby approved.

III. CHAIRMAN'S REMARKS

Workgroup Chair Dotson welcomed all Trustees, Directors, University faculty and staff to the meeting. He also welcomed the Chair of the Faculty Senate Dr. Thomas Breslin, noting that he assumed his new roles and responsibilities as Faculty Senate Chair and Faculty Trustee on August 1st.

Chair Dotson congratulated Ronald Forbes, FIU alumnus and former member of the Golden Panthers men's track and field team, who represented the Cayman Islands in the 100m hurdles at the 2008 Olympics in Beijing. He also congratulated Sheri-Ann Brooks, FIU alumnus and former member of the Golden Panthers women's track and field team, who represented Jamaica in the 4x100m relay at the 2008 Olympics in Beijing.

IV. ITEMS FOR WORKGROUP REVIEW

○ REPORTS

1. Construction Update on Stadium and Field House

Associate VP for Facilities Management, John Cal provided an update on stadium construction and the field house, noting that progress was made in stadium construction, which remained on schedule and within budget. He highlighted key concerns for meeting the target opening date. He added that the field house should be completed for the second year of the stadium's operation, noting that its construction was underway.

2. Open Dialogue on Ideas for Revenue Generation

- a. Stadium Naming Rights
- b. Other Naming Rights
- c. Sponsorships
- d. Suites
- e. Club Seats

VP for University and Community Relations Sandra Gonzalez-Levy provided an update on the progress of the University's stadium/arena naming rights. A discussion on revenue generation followed. VP Gonzalez-Levy noted that the University's administration had undertaken a diligent program to identify potential sponsors. She suggested that the University's administration would benefit from the assistance of the members of the Workgroup in identifying potential sponsors that can participate in other naming rights opportunities.

3. Stadium Financial Update

Associate VP for Athletics Alex Duque provided the Stadium Financial Update for the FIU Athletics Finance Corporation as of 14 August 2008, comparing forecast figures versus year-to-date actuals.

IV. OTHER BUSINESS

There was no other business brought forward.

V. ADJOURNMENT

With no other business, the meeting of the Florida International University Board of Trustees' Athletics Workgroup was adjourned on Friday, 22 August 2008, at 2:31 p.m.

**THE FLORIDA INTERNATIONAL UNIVERSITY
BOARD OF TRUSTEES
ATHLETICS WORKGROUP**

13 MARCH 2009

SUBJECT: STADIUM FINANCIAL UPDATE

PROPOSED WORKGROUP ACTION:

None. Discussion item.

EXHIBITS/SUPPORTING DOCUMENTS:

- STADIUM FINANCIALS UPDATE –
FIU ATHLETICS FINANCE CORPORATION

FACILITATOR/PRESENTER:

- ALEX DUQUE

FIU Athletics Finance Corporation
As of 1/31/09

| | Full Yr Budget | January YTD Actual | Variance |
|---------------------------------------|---------------------|-----------------------|-----------------------|
| Operating Revenue | 731,535 | 687,419 | (44,116) |
| Premium Seating | 583,500 | 624,939 | 41,439 |
| Sponsorship | 384,500 | - | (384,500) |
| Naming Rights - Net | 857,500 | - | (857,500) |
| Conference Revenue | 300,000 | 150,000 | (150,000) |
| Fundraising - Contracted Commitments | 580,600 | 380,600 | (200,000) |
| Athletic Support | 655,000 | 655,000 | - |
| Investment Income | - | 118,908 | 118,908 |
| Total Revenues | \$ 4,092,635 | \$ 2,616,866 | (1,475,769) |
| Operating Expenses | 649,538 | 248,983 | (400,555) |
| Unrealized Losses | - | 150,335 | |
| Total Expenses | \$ 649,538 | \$ 399,318 | \$ (250,220) |
| Net Income before debt service | \$ 3,443,098 | \$ 2,217,548 | \$ (1,225,550) |