



FLORIDA INTERNATIONAL UNIVERSITY BOARD OF TRUSTEES ATHLETICS COMMITTEE

Thursday, April 18, 2019
12:15 p.m. **approximate start time*
Florida International University
Modesto A. Maidique Campus
Graham Center Ballrooms

Committee Membership:

Justo L. Pozo, *Chair*; Michael G. Joseph, *Vice Chair*; Leonard Boord; Joerg Reinhold; Sabrina L. Rosell; Rogelio Tovar

Liaisons:

Mitchell R. Less, *President's Council*; Manny Miranda, *President's Council*

AGENDA

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| 1. Call to Order and Chair's Remarks | Justo L. Pozo |
| 2. Approval of Minutes | Justo L. Pozo |
| 3. Discussion / Information Items <i>(No Action Required)</i> | |
| 3.1 Athletics Update | Pete Garcia |
| 3.2 Academic Update | Elizabeth M. Bejar |
| 3.3 Fundraising Update | Pete Garcia |
| 3.4 Van Wagner Sports and Entertainment | Mark Donley |
| 4. New Business <i>(If Any)</i> | Justo L. Pozo |
| 5. Concluding Remarks and Adjournment | Justo L. Pozo |

The next Athletics Committee Meeting is scheduled for September 5, 2019

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THE FLORIDA INTERNATIONAL UNIVERSITY
BOARD OF TRUSTEES
Athletics Committee
April 18, 2019

Subject: Approval of Minutes of Meeting held September 5, 2018

Proposed Committee Action:

Approval of Minutes of the Athletics Committee meeting held on Wednesday, September 5, 2018 at the Modesto A. Maidique Campus, Graham Center Ballrooms.

Background Information:

Committee members will review and approve the Minutes of the Athletics Committee meeting held on Wednesday, September 5, 2018 at the Modesto A. Maidique Campus, Graham Center Ballrooms.

Supporting Documentation:	Minutes: Athletics Committee Meeting, September 5, 2018
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Facilitator/Presenter:	Justo L. Pozo, <i>Athletics Committee Chair</i>
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**FLORIDA INTERNATIONAL UNIVERSITY
BOARD OF TRUSTEES
ATHLETICS COMMITTEE
MINUTES
September 5, 2018**

1. Call to Order and Chair's Remarks

The Florida International University Board of Trustees' Athletics Committee meeting was called to order by Committee Chair Justo L. Pozo at 10:55 a.m. on Wednesday, September 5, 2018 at the FIU, Modesto A. Maidique Campus, Graham Center Ballrooms.

Committee Chair Justo L. Pozo welcomed all Trustees, faculty, staff and students to the meeting.

General Counsel Carlos B. Castillo conducted a roll call of the Athletics Committee members and verified a quorum. Present were Justo L. Pozo, *Chair*; Leonard Boord; Joerg Reinhold; Jose L. Sirven, III; and Rogelio Tovar.

Board Chair Claudia Puig, Trustee Dean C. Colson, and University President Mark B. Rosenberg were also in attendance.

2. Approval of Minutes

Committee Chair Pozo asked that the Committee approve the Minutes of the meeting held on Tuesday, February 27, 2018. A motion was made and passed to approve the Minutes of the Athletics Committee Meeting held on Tuesday, February 27, 2018.

3. Discussion/ Information Items

3.1 Athletics Update

Executive Director of Sports and Entertainment Pete Garcia presented the Athletics update, noting that FIU Women's Tennis achieved a combined GPA of 3.7 for the 2017-18 Academic Year. He stated that Women's Tennis earned the highest score of any tennis squad in the Conference USA adding that the team won the Conference USA title for the first time in school history. Mr. Garcia recognized FIU's standout tennis player Andrea Lazaro for winning the individual championship last fall and also for being named player of the year in the Conference USA. He noted that Women's Tennis was ranked as high as number 33 in the country and finished the year at 41st. He reported that Women's Beach Volleyball earned its first NCAA Championship bid, achieved 23 wins, and ranked ninth in the final American Volleyball Coaches Association (AVCA) poll.

Mr. Garcia introduced FIU's new Men's Basketball Coach Jeremy Ballard. Mr. Garcia stated that Coach Ballard spent the past season as the Associate Head Coach at VCU under Head Coach Mike Rhoades. He noted that on April 23, 2018, Coach Ballard was officially introduced as the ninth head coach in the history of FIU Men's Basketball. Coach Ballard stated that the players are eager to prove their worth, adding that it is important for the student-athletes to match the mission of FIU.

Committee Chair Pozo inquired on the average GPA of the Men's Basketball team at Coach Ballard's last program. In response to Committee Chair Pozo's inquiry, Coach Ballard explained that at his last program, the team set a record GPA of 3.1 during the fall semester. Coach Ballard noted that the FIU Men's Basketball players have done a tremendous job in the classroom and that this year's goal is to take the GPA up another notch.

3.2 Academics Report

Mr. Garcia provided an update on student athlete academic achievements, reporting that this marks the eighth straight semester where FIU's student athletes achieved a GPA of 3.0 or higher. He stated that 16 of the 18 athletic teams earned a GPA of 3.0 or higher. He also mentioned that 103 student athletes made it to the Dean's list and that 31 of those student athletes earned a GPA of 4.0 or higher.

Senior Vice President for Academic and Student Affairs Elizabeth M. Bejar stated that one of the conditions for success was to look at the organizational structure and leadership. She noted that the transformation of the Student Athlete Academic Center (SAAC) is a critical element to student athlete success.

Assistant Vice President for Undergraduate Education Wesley D. Maas mentioned that the program focuses on recruitment, retention, and the eventual graduation of student athletes. He announced that during spring 2017-18, FIU student athletes posted the highest GPA in the history of the program. He noted that the role within the SAAC is for staff to act with empathy, compassion, and to provide the best service possible to students throughout their journey at the University.

In response to Committee Chair Pozo's inquiry as to what percentage of student athlete's fall under the 2.0 GPA and what are the ramifications, Mr. Maas explained that in each of the academic years, the percentage under the 1.9 GPA and below is 1%. He stated that if a student falls below the 2.0 benchmark, it becomes a very intensive process within the SAAC to ensure that the student has the support they need to be successful at the University.

3.3 APR Report

Consultant Mr. John B. Shukie provided an update on the Academic Progress Rate (APR) report, which he noted measures eligibility and retention for all Division I teams and Division I institutions. He added that the APR is a representation of the commitment and dedicated efforts that student athletes devote to their academic careers. He reported that the APR in 2016-17 was 986, adding that this is the highest rate FIU Athletics has averaged in the 14 years of the APR program. He stated that eight out of the 16 University teams at FIU achieved a perfect APR score of 1,000 and that this means every single student athlete was eligible throughout the year. He noted that in academic year 2016-17, Women's Cross Country and Women's Golf were recognized nationally for being in the

top 10% within their sport among all teams across Division I. Mr. Shukie mentioned that the single year APR in Football for academic year 2016-17 was 964, adding that 2017-18 rankings are projected to surpass that number.

In response to Committee Chair Pozo's inquiry on the elements that are factored into the APR, Mr. Shukie explained that for each semester a student athlete is enrolled full time, they receive a point for being eligible and a point for being retained.

Mr. Garcia acknowledged the work of Mr. Shukie, noting the APR improvement over the past six years.

In response to Trustee Leonard Boord's inquiry as to what type of recognition does the University provide to those teams that have the highest GPA, Mr. Garcia explained that all student athletes with GPA's of 3.0 or higher are recognized at Football games, during halftime, and individual student athletes are recognized at the yearly sports banquet.

President Rosenberg explained the importance of developing individualized ways to recognize excellence.

3.4 EngageMint, Inc. Partners

Managing Partner for EngageMint Inc., Mike Millay noted that EngageMint, Inc. Partners is a company leading a University initiative to help students, fans, and alumni to become more emotionally involved in FIU Athletics. He expressed the importance of focusing on the students, as well as alumni, because the lifetime value of a fan starts at the beginning of a student's academic career. He stated that research shows that students who do not attend Football games as freshmen and sophomores, are less likely to attend as juniors or seniors or become season ticket holders or donors to the University.

In response to Trustee Boord's inquiry regarding attendance at the last Football game, Mr. Garcia explained that there were a little over 17,000 in ticket sales and that the actual number of people in the stands was 8,500. In response to Trustee Boord's inquiry on the goals for the next three months, Mr. Millay explained that the focus is on the two upcoming important games: FIU vs Middle Tennessee (homecoming) and FIU vs Florida Atlantic University.

In response to Trustee Tovar's inquiry regarding the last Football game's attendance, Mr. Garcia explained that the difference between ticket sales and actual attendance was attributed to sponsorships and corporate season ticket holders. Mr. Garcia added that this year, Athletics sold over 9,000 corporate tickets and that there is a low return in terms of the number of tickets used. In response to Trustee Tovar's inquiry, Mr. Garcia explained that Athletics encourages different groups to use those tickets since they are already paid for.

Committee Chair Pozo noted that when he joined the Alumni Association Board of Directors in 2004, there were only 1,300 members. He stated that the number of members has grown significantly higher since then. He added that the fundamental part of engagement is reaching students from the onset.

3.5 Van Wagner Report

Van Wagner's Senior Vice President for Collegiate Services Mark Donley provided a brief update on the progress of the seven-year partnership between Van Wagner Sports and Entertainment and FIU Athletics. Mr. Donley stated that Van Wagner handles corporate sponsorships for the FIU Athletics Department, adding that anything essentially promoting or advertising a business at a sporting event on the FIU campus falls under the corporate sponsorship umbrella.

In response to Committee Chair Pozo's inquiry on a written report, Mr. Donley stated that the last quarterly report provided in July 2018 was outdated because much has transpired in the last two months. Mr. Donley added that he would provide an updated report.

Mr. Garcia introduced FIU Men's Soccer player Santiago Patino. He reported that Mr. Patino led the Conference USA and FIU with 15 goals, achieved the most goals scored by any player since 1996, achieved the most goals by any Conference USA player since 2011, and scored a total of 26 goals during his time at FIU.

For the next regularly scheduled committee meeting, Committee Chair Pozo requested a presentation of academic year 2017-18 fundraising by unit, a comparison of athletic fundraising to the other units on campus, a report on the Conference USA wins and losses, and end of the year rankings to see where each sport ranked.

4. New Business *(If Any)*

No new business was raised.

5. Concluding Remarks and Adjournment

With no other business, Committee Chair Justo L. Pozo adjourned the meeting of the Florida International University Board of Trustees' Athletics Committee on Wednesday, September 5, 2018 at 11:53 a.m.

Trustee Requests

- 1. Committee Chair Pozo requested a presentation of Fundraising by unit for Academic Year 2017-18.*
- 2. Committee Chair Pozo requested a report on the Conference USA wins and losses.*
- 3. Committee Chair Pozo requested end of the year rankings to see where each sport ranked.*

K.S. 09/17/2018

FIU ATHLETICS OVER PAST THREE SEASONS

Team	Conference Finish			Championships/Finished Nationally
	2018-19	2017-18	2016-17	
Women's Basketball	13th	13th	13th	
Women's Indoor Track	6th	7th	10th	Clarissa Cutliff 2019 All-American honors in high jump
Women's Outdoor Track	IP*	5th	8th	
Women's XC	6th	8th	14th	
Women's Golf	IP*	8th	4th	
Women's Soccer	14th	14th	12th	
Softball	IP*	2nd (div.)	2nd (div.)	
Women's Swim & Dive	1st	1st	1st	Has won five-straight C-USA titles
Women's Tennis	IP*	1st	2nd	Won C-USA Tournament Title in 2018
Women's Volleyball	6th	10th	7th	Advanced to C-USA title game in 2018

*Season still in progress

FIU ATHLETICS OVER PAST THREE SEASONS

Team	Conference Finish			Championships/Finished Nationally
	2018-19	2017-18	2016-17	
Women's Beach VB	IP*	9th	10th	Earned 2018 NCAA Championships Finals bid

*Season still in progress

FIU ATHLETICS OVER PAST THREE SEASONS

Team	Conference Finish			Championships/Finished Nationally
	2018-19	2017-18	2016-17	
Baseball	IP*	6th	7th	
Men's Basketball	7th	8th	13th	Earned 1st postseason appearance since '95/1st win ever
Men's Indoor Track	10th	10th	9th	
Men's Outdoor Track	IP*	10th	8th	
Men's XC	11th	11th	11th	
Football	3rd (div)	3rd (div)	4th (div)	Program record for wins in '18 (9)/bowls games in '17 & '18
Men's Soccer	4th	1st	2nd	Won Regular Season C-USA in '17/Ranked 17th in 2017

*Season still in progress

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JAMES MORGAN



Sport: Football

Position: Quarterback

Year at FIU: Redshirt Senior

Major: Pursing MPA at FIU

Hometown: Green Bay, Wisconsin

High School: Ashwaubenon HS

ACCOMPLISHMENTS AT FIU

>> Won C-USA Newcomer of the Year in 2018

>> Named as a C-USA Spirit of Service Award recipient

>> Broke FIU's single-season record for passing TDs, passing yards, passing efficiency and most TDs scored

JEREMY BALLARD



Sport: Men's Basketball

Position: Head Coach

Year at FIU: First Season

Alma Mater: Colgate '13

Hometown: Atlanta, Georgia

ACCOMPLISHMENTS AT FIU

- >> Led FIU to its first postseason win in program history
- >> FIU's bid to CIT was just the program's second-ever postseason berth
- >> Earned first 20-win season since 1998
- >> Finalist for Ben Jobe & Joe B. Hall national coaching awards

GPA BY SPORT BREAKDOWN

Team	AY 15-16	AY 16-17	AY 17-18	FA 18
Women's Basketball	3	3.28	3.09	2.84
Women's XC	3.33	3.23	3.5	3.52
Women's Golf	3.53	3.63	3.39	3.62
Women's Track Indoor	3.06	3.03	3.63	3.35
Women's Track Outdoor	3.06	3.03	3.63	3.35
Sand Volleyball	3.57	3.42	3.53	3.5
Women's Soccer	3.41	3.35	3.4	3.34
Softball	3.08	3.17	3.27	3.28
Swim & Dive	3.36	3.29	3.49	3.52
Women's Tennis	3.71	3.72	3.74	3.65
Indoor Volleyball	3.21	3.1	3.49	3.55

Team	AY 15-16	AY 16-17	AY 17-18	FA 18
Football	2.42	2.62	2.5	2.51
Baseball	2.91	2.97	3.01	2.99
Men's Basketball	2.7	2.72	2.75	2.89
Men's XC	2.9	3.09	3.21	3.55
Men's Track Indoor	2.88	2.99	3.01	3
Men's Track Outdoor	2.88	2.99	3.01	3
Men's Soccer	3.09	3.3	3.33	3.29

GPA FOR ALL STUDENT-ATHLETES BREAKDOWN

GPA	AY 15-16	AY 16-17	AY 17-18	FA 18
1.99 <	83 (11%)	66 (8%)	88 (11%)	48 (10%)
2.00-2.99	271 (40%)	292 (36%)	222 (28%)	145 (30%)
3.00-3.4	190 (27%)	234 (29%)	199 (25%)	108 (23%)
3.5-3.74	92 (13%)	108 (13%)	127 (16%)	79 (17%)
3.75-4.0	61 (9%)	115 (14%)	154 (20%)	94 (20%)

Athletics 3 Year Giving History by Donor Type

FY	Alumni	Corp.	Foundations	Individual	Organizations
FY 16-17	2%	10%	<1%	85%	2%
FY 17-18	18%	47%	<1%	28%	7%
FY 18-19	35%	39%	0	23%	3%

Athletics Gift and Commitments by Fiscal Year

(in thousands)

	Fiscal Year							
Fiscal Year	FY Goal	Gifts	New Pledges	Gift in Kind	State Match	Total	Variance	FY %
FY '14-15	\$1,500	\$500	\$980	\$35	\$0	\$1,516	\$16	101%
FY '15-16	\$1,600	\$300	\$2,568	\$86	\$34	\$2,987	\$1,387	187%
FY '16-17	\$1,600	\$205	\$1,437	\$32	\$14	\$1,688	\$88	106%
FY '17-18	\$1,600	\$234	\$1,387	\$75	\$146	\$1,843	\$243	115%
FY '18-19 (as of 4/1/19)	\$1,800					\$1,113	(\$687)	62%
FY '19-20	\$3,000							

FIU ATHLETICS SPONSORSHIPS



QUARTERLY REPORT - March 2019

Sales This Quarter	\$	310,010	Sales Year to Date	\$	907,226	Outstanding Renewals	\$	105,000
Barter This Quarter	\$	-	Barter Year to Date	\$	23,000	Active New Business Proposals	\$	-

Expected Sales from Outstanding Renewals	\$	100,000	95% of Total Outstanding
Expected Sales from New Business Proposals	\$	-	30% of Total Outstanding

Note - all new business sales will likely be applied to the 2019-20 FY. There is currently over \$275,000 in new business proposals being considered for 2019-20

New Sponsors This Quarter

Miccosukee Tribe of Indians	Sedanos
Advenir	Toyota of North Miami
Williamson Cadillac	Miami Dade County
Thriller Miami Speedboat Adventures	Broward Meat and Fish Company
Orange Theory	Southeast Toyota Distributions
Little Ceasars	Pay by Phone
A Plus Credit Services	Advenir at University Park
Primo Cash	T-Mobile

Active New Business Proposals

Toyo Tires	Pizza Hut
A and P Air	Home Financing Center
All Florida Paper	Wing House
Autonation	Welcome to Cuba, Inc.
Wawa	Esserman Auto Group

* FIU recives 50% of sales above \$1.1 Million

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