

AGENDA
Athletics & Advancement Committee
November 5, 2020

- I. Approval of Minutes – September 10, 2020

- II. Advancement Update
 - A. Review of Advancement Operational Metrics
 - B. Data Systems Merger
 - C. Review of Building Names Ad Hoc Committee

- III. Review of Athletics Operational Metrics
 - A. Review of Athletics Operational Metrics
 - B. Athletics Update

- IV. Closed Session



Athletics & Advancement Committee

November 5, 2020

Agenda Item: I. Approval of Minutes - September 10, 2020

Responsible Person: Fielding Miller
Committee Chair

Action Requested: Action

Notes:

**Minutes
Athletics & Advancement Committee
September 10, 2020**

The Athletics and Advancement Committee met on September 10, 2020.

The meeting was opened with the reading of the Conflict of Interest Statement.

A motion was made to approve the minutes from the July meeting. After a second and no discussion the minutes were approved.

Mr. Jon Gilbert reported year end annual fund figures of \$6M which fell short of the \$7.3M goal. Nonannual fund fundraising totaled \$2.8M which was better than expected because of the Grady White gift. Expenses were \$4.7M under budget due to the shut down of spring activities. There were little to no expenses for the spring besides payroll and facilities. The shut down of activities also had a negative impact on revenue which was short \$2.9M.

The current year annual fund target is \$6.2M with \$500,000 collected so far. The nonannual fund goal is \$1.5M, which is a net loss. Every revenue bucket will be affected by the pandemic. Soccer, volleyball and cross country have all been moved to the spring and will operate under a modified schedule.

Mr. Gilbert reported that there are 18 athletes in isolation and the numbers are trending down. Beginning with football week, players will be tested three times per week, on Monday, Wednesday and Friday. The Friday test will be an antigen test and the conference is helping fund the Friday testing.

He reported that the Marshall game, Norfolk State game and the SC have all been moved. The Marshall game could still be played this season if there is an open weekend for both teams or if both teams do not progress to conference play the game could be played at the end of the season. The Norfolk State game has been rescheduled to 2025 and the SC game has not been determined. We will not hold any football contests prior to the UCF game.

At this time there will not be any fans in the stands at the first game, UCF, September 26th. This lack of attendance is a decision that was made by the governor's office. Mr. Gilbert is hopeful that we will be able to accommodate a percentage of fans by the Navy game, October 17th. He shared that all Pirate Club members were given options as to how they wanted to proceed with their current season tickets. Ticket sales were at 10,690 and now are at 7,083.

Mr. Gilbert communicated that athletics is exploring loss of revenue insurance which is very complex. He reminded the board that all athletic employees did have a 5-day furlough and he anticipates another one due to lack of revenue.

Mr. Chris Dyba shared that FY20 was a mixed bag of success. The Medical and Health Sciences Foundation ended the year with June being their best month for the entire year. East campus brought in \$23M which exceeded the goal. He shared that there was a \$5M verbal pledge that occurred before the pandemic. The individual still has interest in making a gift; however, the timing is not right. Mr. Dyba reported that east campus is ahead of their goal two months into the fiscal year. The teams are adapting to virtual engagement and colleges are embracing it too with virtual town hall meetings. There is concern for the long-term pipeline of donors. Cold calling and 1st time donors aren't as reachable as established supporters of the university.

Mr. Dyba shared with the board about the recent data security incident in Advancement. Blackbaud who is a third-party vendor for some of Advancement's data experienced a ransom attack. All alumni were notified by email or letter and informed that no sensitive information was compromised.

Mr. Dyba communicated to the board that there have been conversations about the current names of buildings on campus and requests for change. He asked the members of the committee for their input since according to BOT policy 6.4 the Chancellor has the authority to appoint an ad hoc Naming Committee to consider the proposal to rename a building. Interim Chancellor Mitchelson expressed that we must be sensitive to the current issues and remain close together and collaborate in the process of reviewing the names. Chair Davenport said we must take time to investigate all the inventory on campus so that this process can be done and not need revisiting. He also emphasized that the process should be done holistically and comprehensively to define what is suitable. A motion was made to form an ad hoc Naming Committee to examine all the buildings and bring all the facts to the board. Mr. Smith reiterated the importance of the work ahead and reminded the group that history is both positive and negative. The motion received a second and passed. Mr. Dyba was given the charge to assemble a committee and communicate back to the BOT.

Closed Session

The committee moved into closed session to discuss one naming opportunity.

A motion was made and passed unanimously to approve the naming opportunity for recommendation to the full board tomorrow.

An update was provided on the two namings submitted in July of 2020. This remains confidential; however, the families have been made aware and the hope is to have a proper recognition ceremony later.

The committee returned to Open Session and concluded.

With no further business the meeting concluded.

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Respectfully submitted,

Maha Z. Banning
University Advancement



Athletics & Advancement Committee

November 5, 2020

Agenda Item: II. A. Review of Advancement Metrics

Responsible Person: Chris Dyba
Vice Chancellor
University Advancement

Action Requested: Information

Notes:



Athletics & Advancement Committee

November 5, 2020

Agenda Item: II. B. Data Systems Merger

Responsible Person: Chris Dyba
Vice Chancellor
University Advancement

Action Requested: Information

Notes:

Data Merge Advancement & Athletics



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Athletics & Advancement Committee

November 5, 2020

Agenda Item: II. C. Review of Building Names
Ad Hoc Committee

Responsible Person: Chris Dyba
Vice Chancellor
University Advancement

Action Requested: Information

Notes:

Ad Hoc Committee Update

Gerald Prokopowicz - chairperson

6.5 The ad hoc Naming Committee shall include at least one representative from the University Counsel's Office, the faculty, the staff, the student body, and the Office of University Advancement.





Athletics & Advancement Committee

November 5, 2020

Agenda Item: III. A. Review of Athletics Operational Metrics

Responsible Person: Jon Gilbert
Director of Athletics

Action Requested: Information

Notes:



Athletics & Advancement Committee

November 5, 2020

Agenda Item: III. B. Athletics Update

Responsible Person: Jon Gilbert
Director of Athletics

Action Requested: Information

Notes:



Athletics & Advancement Committee

November 5, 2020

Agenda Item:

IV. Closed Session

Responsible Person:

Fielding Miller
Committee Chair

Action Requested:

Notes: