



Item: III

Full Board Meeting

Monday, August 22, 2016

SUBJECT: APPROVE NAMING OF UNIVERSITY ELEMENTS

PROPOSED BOARD ACTION

Approve Naming of University Elements at The College of Business

BACKGROUND INFORMATION

The FAU College of Business was established in 1964, now home to nearly 9,000 students, with six departments and an impressive offering of interdisciplinary and professional development programs taught by the college's world-class faculty. The College of Business offers nine undergraduate majors, fourteen graduate degrees, five doctoral concentrations, continuing education and corporate training.

The FAU College of Business is proud to be an accredited member of AACSB (The Association to Advance Collegiate Schools of Business) International, the premier accreditation agency for Schools of Business worldwide. As an AACSB-accredited College of Business, the College emphasizes innovation and entrepreneurship through practical instruction, real-life consulting opportunities, interaction with successful executives and research efforts conducted at its four centers. These centers include the Adams Center for Entrepreneurship, the Career Development Center, the Center for Economic Education, and the Center for Services Marketing.

Named one of the "Best Business Schools" in 2011 by The Princeton Review and one of America's "Top 50 Business Schools for Entrepreneurs" by Success magazine, the College of Business strives to inspire students, faculty and the regional business community to innovate and make fundamental and positive changes to the way business is conducted.

The College of Business engages myriad supporters to its programs, including alumni. Phil Smith, a 1969 graduate from FAU, has enjoyed a successful career in the automotive dealership and real estate industries, attributing his success to the education he received at FAU.

Phil Smith graduated with a Bachelor of Science in 1969 from the College of Business. Currently, he is president and CEO of Phil Smith Management, Inc., operating 14 automobile dealerships in Florida,

Georgia and North Carolina, as well as the Coral Ridge Country Club. He has 30+ years of experience managing auto dealerships, building his organization from the ground up, starting with his first equity venture in a Toyota dealership in Homestead, Florida in 1980.

Phil Smith has Five Main Principles of Business:

- Conduct yourself with integrity and honesty in your actions;
- Treat your customers and employees with respect;
- Engage in principled risk-taking;
- Create value through mutually beneficial exchange with your customers and suppliers;
- Be accountable as leaders in your business and in your community.

He has successfully maintained and advocated these principles throughout his career.

Phil Smith, honored as the College of Business Distinguished Alumni in 2015, has generously pledged a total of Five Million Dollars to establish a named center which will embody his shared business philosophy and the above five principles of business within the College. In honor of Phil Smith's generosity, the College is requesting to name the main "tower" at the College of Business complex the "Phil Smith Hall".

With this donation, the College will also establish the Phil Smith Center for Free Enterprise which will align with the vision and strategic plan of the College of Business by supporting teaching and research by faculty members and students (graduate and undergraduate), enable visiting faculty and students to broaden their education and research outreach, fund scholarships, externships, a lecture series, and other educational programs focused on free market economic principles and how those principles affect growth and prosperity. All of the foregoing will be based on the business philosophy and above five principles of business that have guided Phil Smith over his career.

IMPLEMENTATION PLAN/DATE

Phil Smith will make an initial payment of Two Million Dollars as an upfront donation which will require 12 months to produce proceeds in the endowment. At that point, the Phil Smith Center for Free Enterprise will begin to perform its functions as a place for teaching, research, lectures, programs, scholarships and externships for College faculty and students. Mr. Smith has pledged to pay the remaining Three Million Dollars over four years, commencing in 2017. It is planned that Mr. Smith's generous donation will be leveraged as a challenge match by FAU so as to double its value.

Installation of signage – September, 2016

FISCAL IMPLICATIONS

Cost of signage and installation - \$15,000