



**Full Board Meeting Minutes  
Friday, December 20, 2019 – 10:30 a.m.  
Conference Call**

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**I. Call to Order and Roll Call**

Chair Anthony Barbar convened the full board meeting of the Florida Atlantic University Board of Trustees with the following members participating:

Mr. Kevin Buchanan, Mr. Brent Burns, Mr. Shaun Davis, Dr. Michael Dennis, Dr. Malcolm Dorman, Mrs. Mary Beth McDonald, Mr. Abdol Moabery, Mr. Robert Rubin, and Dr. Kevin Wagner

The following university officials participated: Dr. John Kelly, University President, Mr. David Kian, VP of Legal Affairs and General Counsel, Mr. Brian White, VP and Director of Athletics, and Ms. Stacy Volnick, VP of Administrative Affairs and Chief Administrative Officer.

**Roll was taken and a quorum was present.**

**II. Public Comments**

No public comments.

**III. New Business**

**a. Approval of University Naming Element**

Brian White presented for Board approval a request to change the name of the FAU Arena to RoofClaim.com Arena for a period of ten years, pursuant to a naming rights agreement with the company. White noted that RoofClaim.com is a national company that recently began operations in Florida and wants to expand their brand through a strong partnership with FAU Athletics. We

negotiated a naming rights agreement with them that includes a very generous annual support amount. White reported that we have developed a good relationship with RoofClaim.com's leadership and look forward to a strong partnership. Chair Barbar then opened the matter to questions.

Trustee Davis asked if we did our due diligence in checking out the partner. David Kian responded that we conducted our normal corporate due diligence, including reviewing our standard external resources and services, and there were no issues identified with the company or its leadership. Trustee Davis also asked if RoofClaim.com had other sponsorship agreements of this magnitude. Brian White said they have a \$250,000 advertising sponsorship with the Miami Dolphins and one with UCF for naming their football field and basketball court. Trustee Dennis asked if the 10-year agreement was advantageous to us. White confirmed that it is and further noted that if they do not fulfill their obligations, we can terminate the agreement and seek another sponsor. But he noted that FAU is to receive \$500,000 annually and the vendor is ready to write the first check. Chair Barbar put the deal in the perspective of other deals for comparison and concluded that this is the best deal the university could have achieved. Vice Chair Moabery said the arena has been available for naming for 40 years without a partner, so this is an extraordinary achievement. He noted that FAU has also secured naming agreements for the basketball court and scoreboard, so we are really developing good momentum. President Kelly said he was impressed with Brian White and his team for all he has done in less than two years. **A motion was made and seconded to approve re-naming the FAU Arena to RoofClaim.com Arena. With no further discussion or amendments, the motion passed unanimously.**

## **V. Adjournment**

**A motion was made and seconded to adjourn the meeting. The motion passed unanimously and the meeting was adjourned.**