



**Full Board Meeting  
Master Agenda**

**Friday, December 20, 2019  
Conference Call – 10:30 a.m.**

**Toll Free Number: 1 888 585 9008**

**The passcode/event number is: 942-002-584**

**Full Board Meeting**

- I. Roll Call.....Trustee Anthony Barbar, Chair
- II. Public Comments
- III. New Business
  - a. Naming Element..... Brian White, VP, Athletics
- IV. Adjournment



Item: \_\_\_\_\_

Friday, December 20, 2019

**SUBJECT: APPROVE NAMING OF UNIVERSITY ELEMENTS**

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### **PROPOSED BOARD ACTION**

Authorize the President and the Athletic Director to enter into a Naming Rights Agreement with RoofClaim.com, a Georgia based limited liability company, and approve naming the FAU Basketball Arena the "FAU RoofClaim.com Arena."

### **BACKGROUND INFORMATION**

#### **About the Sponsor:**

RoofClaim.com began as Jasper Contractors, a new residential construction company founded in 2004 by Brian Wedding in Evansville, Indiana. RoofClaim.com provides residential roof-replacement services, working directly with insurance companies to minimize out-of-pocket expenses and create a hassle-free experience for its customers. The company has a strong presence in Florida, serving areas in and around Ft. Myers, Naples, Lakeland, Melbourne, Orlando, Sanford, Tampa, and Fort. Lauderdale. As an Owens Corning Platinum Preferred Contractor, RoofClaim.com is in the top 1% of roofing contractors, and has demonstrated a strong commitment to supporting local universities.

#### **The Sponsorship:**

RoofClaim.com seeks to purchase naming rights for the FAU Arena, along with naming rights collateral that includes RoofClaim.com logos on all main external Arena entrances, the basketball court or football field, directional signage, ticket branding and presenting sponsorship recognition for men's and women's basketball. The sponsorship will also include in-game signage, radio, and print recognition for FAU football, and sponsorship recognition for baseball, softball, and volleyball. The Agreement will require RoofClaim.com to pay FAU or its designee

the sum of Five Million Dollars (\$5,000,000.00) payable in ten (10) equal installments of Five Hundred Thousand Dollars (\$500,000.00) each. The first payment will be due on February 1, 2020, and each payment thereafter will be due on February 1 of each year of the term.

The proposed Naming Rights Agreement states that pursuant to Section 267.062, Florida Statutes, Florida Board of Governors Regulation 9.005, and FAU Policy 1.8 on the Naming of University Elements, the naming of the Arena "FAU RoofClaim.com Arena" is subject to approval by the Florida Atlantic University Board of Trustees within sixty (60) days of the effective date. The Agreement also states that in the event the name "FAU RoofClaim.com Arena" is approved but the Florida Atlantic University Board of Trustees later determines, in accordance with FAU Policy 1.8, that extenuating circumstances warrant a change of the name, this Agreement shall be deemed terminated and neither party shall be considered in default.

### **FISCAL IMPLICATIONS**

The cost of fabrication and installation of signage is currently budgeted at \$40,000.00, which will be covered by the initial sponsorship installment.

### **IMPLEMENTATION PLAN/DATE**

Sign fabrication is expected to begin immediately, with a target date of January 2, 2020 for installation.

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**Presented by: Brian White, Director of Athletics**

**Phone: 561-297-3199**