



# **Department of Athletics**

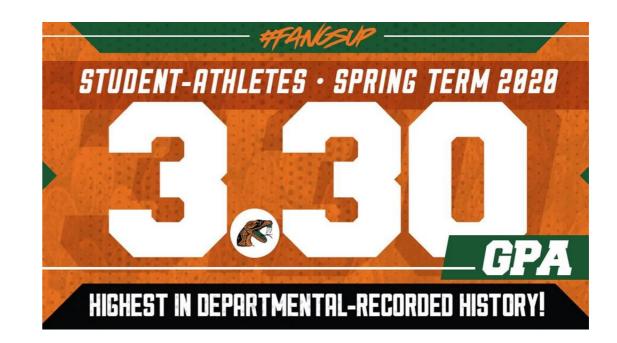
#### **Presented by: Vice President Kortne Gosha**

**Board of Trustees Meetings: June 3-4, 2020** 

## FAMU ATHLETICS: HIGHLIGHTS

#### ACADEMICS

- The overall cumulative GPA of Rattler student-athletes stands at 3.13  $\succ$
- 44 Rattler student-athletes earned a perfect 4.00 GPA for the semester  $\triangleright$
- Women's tennis achieved the highest team cumulative GPA at 3.38  $\succ$
- > Women's basketball and women's bowling achieved the highest term GPA at 3.57
- ➢ 67% of Rattler student-athletes earned a GPA of 3.00 or higher
- > 29 Rattler student-athletes received their degrees during the spring virtual commencement
- No post season bans or penalties  $\succ$

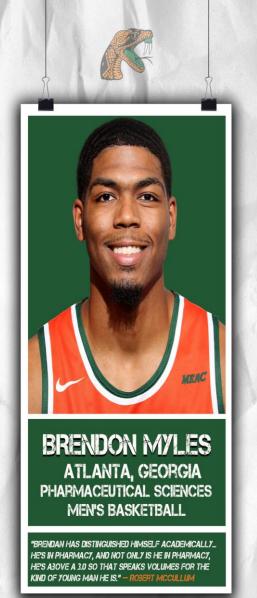








### FAMU ATHLETICS: SUCCESS STORY



2020 FLORIDA A&M STUDENT-ATHLETE GRADUATE

# RATTLER NATION

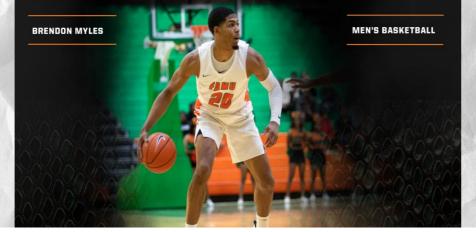
I am grateful for the opportunity to play with FAMU across my chest for four years on the men's basketball team, so I thank FAMU athletics, my coaches, and teammates for taking care of me in my tenure.

There are many connections and experiences that I have made that will last a lifetime. I would also like to thank all the professors in the FAMU College of Pharmacy for being understanding of my unique situation.

Although I am the first student-athlete to play Rattler basketball while being in the College of Pharmacy, I hope that I inspire others to pursue a pharmacy degree in the future.

I will be continuing to pursue my doctorate degree in the College of Pharmacy at FAMU.

I'd like for all the seniors to keep the athletic department in their prayers as we all are fighting the challenges dealing with the COVID-19 pandemic.





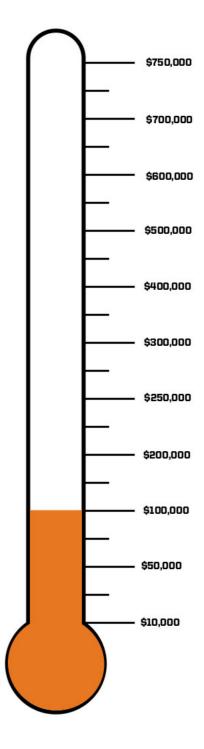


## ARE YOU "ALL IN" ? JOIN THE RATTLER ATHLETIC FUND TODAY



- > \$150,000 cash over the past 6 months \$25,000 monthly average
- > \$3,000,000 dollars in revenue generating agreements in 6 months
  - > New giving platform: Cash App

FLORIDA A UNIVERSITY



### FAMU ATHLETICS – HEAD COACHES AGREEMENTS

#### **ROBERT MCCULLUM – MEN'S BASKETBALL COACH**

➢ APR 843 − 985

Graduation Rate - 100 percent

Undefeated at home (2019)

> Largest win in school history over Iowa State

Proposed 3-year extension (expired May 2020)

#### SHALON PILLOW – WOMEN'S BASKETBALL COACH

Highly decorated Coach

Former Student- Athlete at University of Tennessee

> 15 years of D-1 experience: Hofstra, USF, UK, MTSU

Proposed 3-year agreement

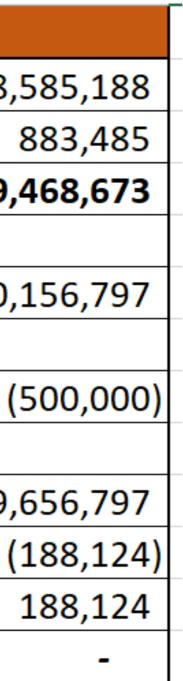


### **ATHLETICS BUDGET REVIEW 2019-2020**

#### **ATHLETICS FY20 PROJECTIONS**

Projected Revenue Collections	\$ 8,
DSO and Other Support Organizations	\$
Total Projected Revenue	\$ 9,
Operating Expenses	\$ 10
Deficit Reduction Plan:	
Scholarship	\$ (
Sub-Total Deficit Reduction	\$ 9
Revenue vs Expenses	\$ (
Auxilary Interest Utilized	\$
Projected Net Profit/Loss	\$

FLORIDA CUNIVERSITY



### **ATHLETICS BUDGET REVIEW FOR 2020-21**

ATHLETICS SEASON REVENUE SCENARIOS 2020-2021										
Category	Preliminary Budget - May	Regular Season	Conference Only	No Football						
Fees	4,500,000	4,000,000	3,700,000	3,400,000						
Fee Waivers	(100,000)	(90,000)	(90,000)	(90,000)						
Football Gate Receipts	400,000	125,000	125,000	-						
Football Season Tickets	400,000	125,000	125,000	-						
Game Guarantees	1,500,000	650,000	-	-						
Athletic Concession Sales	50,000	45,000	25,000	13,000						
Athletic Program Sales	1,500	1,500	1,500	-						
Athletic Advertising Sales	100,000	40,000	40,000	20,000						
Royalties	100,000	60,000	60,000	35,000						
NCAA Revenues	350,000	50,000	50,000	50,000						
Basketball Receipts	15,000	10,000	20,000	20,000						
Investing in Champions	400,000	200,000	150,000	-						
Other Auxiliary Revenue/Vending	100,000	50,000	75,000	-						
Florida Classic Consortium	800,000	250,000	250,000	-						
MEAC Revenue	300,000	697,000	200,000	-						
Athletic Parking	25,000	10,000	10,000	-						
DSO/Foundation	900,000	587,000	587,000	587,000						
TOTALS	9,841,500.00	6,810,500	5,328,500	4,035,000						





## **CONFERENCE UPDATE**



Reduces travel expense by 30 percent (\$400,000)

Alignment with strong brands and stronger revenue exposure (min \$1,000,000)

Similar fan base and institutional autonomy

Autonomy of multimedia and apparel agreements

### **MEAC**

Concerned over sustainability and membership expansion

- Limited revenue exposure
  - Extreme travel cost
    - ➤ Fan empathy
- Required conference deals





00) e (min \$1,000,000) / ents

## **BLUEPRINT OF TRANSITION – THE WHAT AND WHY**

- > A 2020 benchmarking study conducted by Collegiate Sports Partners determined that Florida A&M University would be best served both financially and athletically by moving their membership from the Mid-Eastern Athletic Conference (MEAC) to the Southwestern Athletic Conference. (SWAC)
- > FAMU leads the MEAC in distance traveled and travel expenses due to no divisional play format in the MEAC. - Most championships are held in the Northeast region or central location of the conference due to the larger number of schools being in the Northeast or central quadrant of the country.
  - SWAC has divisional play in all sports which helps with reducing travel time and missed class time.
  - Reducing travel distance also makes it logistically feasible to include The Marching 100 in more away game travel.
  - The SWAC aligns with FAMU in multiple areas including national brands that will frequently visit Tallahassee (Southern, Grambling, Jackson -State & Alabama State)
- > The SWAC provides FAMU with significant opportunities to increase revenue, reduce expenses and align with sister institutions that are engaged in a sound financial model that includes conference distributions and other revenue generating opportunities.
  - FAMU's football budget ranks 8th (out of 9 schools) in the MEAC
  - The MEAC has prohibitive deals in place that benefit FAMU (TV, apparel, and sponsorships)
  - SWAC distribution is significantly higher than the MEAC (\$400,000 annually)
  - The SWAC offers additional revenue opportunities of \$1.4 million that the MEAC cannot offer
  - The SWAC offers FAMU an opportunity to be in a conference that is operationally stable and set with members who are committed to the long- term stability of the conference.
  - The MEAC has lost multiple member schools since 2017 (Hampton) and NCAT (2020).
  - Media exposure in the SWAC far exceeds the value that the MEAC provides. FAMU's brand presence on ESPN out created 3 times as many views as any other MEAC school (MEAC report)



### **2019 SWAC FINANCIAL HIGHLIGHTS**

- Average revenue intake for SWAC members was \$10.3M in 2019
- Four schools are less than 450 miles one way compared to the MEAC where there are only two
- FAMU/Southern game generated \$285K compared to the highest MEAC game at \$75K
- Sponsorship and licensing accounted for 8.4% in overall revenue for the SWAC with four schools bringing in over \$1M





### **NCAA CONFERENCE TRAVEL**

		SWAC Travel	Matrix			
Institution	Location	Noorost Airmont	Distance	Trav	vel Time	
Florida A&M	Location	Nearest Airport	Distance (Miles)	Hours	Minutes	Notes
	Tallahassee, FL	TLH, Tallahassee	(Miles)	Hours	winutes	
Alabama A&M	Normal, AL	BHM, Birmingham	403	6	30	
Alabama State	Montgomery, AL	BHM, Birmingham	206	3	45	
Alcorn State	Lorman, MS	JAN, Jackson	482	5	15	No connecting flights
Grambling State	Grambling, LA	AEX, Alexandria	590	6	35	No connecting flights
Jackson State	Jackson, MS	JAN, Jackson	437	6	45	
Mississippi Valley State	ltta Bena, MS	JAN, Jackson	488	5	35	No connecting flights
Prairie View A&M	Prairie View, TX	IAH, Houston	756	5	30	No connecting flights
Southern	Baton Rouge, LA	MSY, New Orleans	451	6	20	
Texas Southern	Houston, TX	IAH, Houston	712	5	15	No connecting flights
U of Arkansas- Pine Bluff	Pine Bluff, AR	LIT, Little Rock	653	4	30	No connecting flights
AVERA	GE		518		5.4	

AVERAGE	518	5.4			AVC	G \$ 9,724,01	9 16
Italicized travel time indicates flight time					FAMU Ran	k 5	3
Mid-Eastern Athletic C	Conference One-Way	Travel Dista	ance		MEACT	tal Athletic Budget	
Institution	Location	Distance	Time E	stimate	IMEAC TO	Juan Almelic Buugel	
	Location	Distance	Hours	Min	Institution	Athletic Budget	# of Sports
Bethune-Cookman University	Daytona Beach, FL	258	3	52	Florida A&M	\$ 10,706,218	16
Coppin State University	Baltimore, MD	909	13	12	Bethune-Cookman	\$ 15,146,225	17
Delaware State University	Dover, DE	966	14	3	Coppin State	\$ 4,501,189	14
Hampton University	Hampton, VA	788	11	18	Delaware State	\$ 12,457,825	
Howard University	Washington, DC	870	12	30	Howard	\$ 16,975,217	_
Morgan State University	Baltimore, MD	917	13	18			
Norfolk State University	Norfolk, VA	776	11	8	Maryland-Eastern Shore		
North Carolina A&T State University	Greensboro, NC	621	9	10	Morgan State	\$ 14,156,767	
North Carolina Central University	Durham, NC	642	9	7	Norfolk State	\$ 13,709,708	15
Savannah State University	Savannah, GA	306	4	34	North Carolina A&T	\$ 14,685,737	17
South Carolina State University	Orangeburg, SC	414	5	59	South Carolina State	\$ 7,778,657	14
University of Maryland Eastern Shore	Princess Anne, MD	895	13	17	AVG	i \$ 11,542,321	16
Average from FA	MU (Tallahassee, FL)	697	10	).1	FAMU Rank		5
- · · · · ·							

FLORIDA A UNIVERSITY

SWAC Tota		
Institution	Athletic Budget	# of Sports
Florida A&M	\$ 10,706,218	16
Alabama A&M	\$ 13,626,724	16
Alabama State	\$ 11,639,722	18
Alcorn State	\$ 7,198,196	15
Grambling State	\$ 9,161,115	15
Jackson State	\$ 7,704,120	16
Mississippi Valley State	\$ 4,107,811	15
Prairie View A&M	\$ 13,287,492	18
Southern	\$ 9,976,151	15
Texas Southern	\$ 12,321,561	16
Arkansas-Pine Bluff	\$ 8,217,298	16
AVG	\$ 9,724,019	16
FAMU Rank	5	3

### NCAA CONFERENCE FINANCIALS

NCAA REVENUE DISTRIBUTION: SWAC vs MEAC										
TYPE OF FUNDS	2019	<b>DISTRIBUTION - SWAC</b>	2019	DISTRIBUTION - MEAC						
Academic Enhancement	\$	140,227	\$	140,227						
Grants in Aid	\$	293,217	\$	292,550						
Sports Sponsor	\$	149,340	\$	74,670						
Special Assistant Fund	\$	92,767	\$	75,209						
Special Opportunity Fund	\$	137,737	\$	114,615						
Academic Performance Fund	\$	-	\$	-						
Total Distribution	\$	813,288	\$	697,271						
ADDITIONAL POSSIBLE REVENUE DISTRIBUTION DESCRIPTION	DIS	STRIBUTION - SWAC	DI	STRIBUTION - MEAC						
All Academic Award	\$	12,000	\$	25,000						
Celebration Bowl (all schools except winner)	\$	20,000	\$	26,666						
General SWAC Distribution	\$	35,000	\$	54,615						
Celebration Bowl (winner)	\$	800,000	\$	560,000						
Men's Basketball Tournament Winner	\$	150,000	\$	105,000						
Football Championship Host	\$	400,000	\$	-						
Total Distribution	\$	1,417,000	\$	771,281						



#### FIVE YEAR FINANCIAL PROJECTIONS: SWAC VS MEAC – FLAT REVENUE

	Actuals	Proposed (Covid)			MEAC					SWAC		
Revenues	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027
Fees	3,975,574	4,000,000	4,250,000	4,500,000	4,750,000	5,000,000	5,200,000	4,250,000	4,500,000	4,750,000	5,000,000	5,200,000
Fee Waivers	(192,662)	(90,000)	(200,000)	(200,000)	(200,000)	(200,000)	(200,000)	(192,662)	(200,000)	(200,000)	(200,000)	(200,000)
Football Gate Receipts & Season Tickets	1,126,493	250,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000	700,000
Football Game Guarantees	400,000	250,000	725,000	825,000	900,000	1,300,000	1,400,000	725,000	825,000	900,000	1,300,000	1,400,000
Other Game Guarantees	795,500	400,000	795,500	800,000	810,000	820,000	830,000	795,500	800,000	810,000	820,000	830,000
Athletic Concession Sales	121,150	45,000	121,150	120,000	120,000	120,000	120,000	121,150	120,000	120,000	120,000	120,000
Athletic Program Sales	1,500	1,500	1,500	2,000	2,000	2,000	2,000	1,500	2,000	2,000	2,000	2,000
Athletic Advertising Sales	44,250	40,000	44,250	44,000	44,000	44,000	44,000	44,250	44,000	44,000	44,000	44,000
Royalties	100,000	60,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Basketball Receipts & Season Tickets	29,517	10,000	29,517	30,000	30,000	30,000	30,000	29,517	31,500	33,000	34,600	36,400
Investing in Champions	768,852	200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Other Revenue	177,630	100,000	154,659	150,000	150,000	150,000	150,000	154,659	150,000	150,000	150,000	150,000
Florida Classic Consortium	804,774	250,000	804,774	800,000	800,000	800,000	800,000	804,774	800,000	800,000	800,000	800,000
SWAC/MEAC Revenue	400,170	697,000	447,000	697,000	697,000	697,000	697,000	697,000	697,000	697,000	697,000	697,000
Athletic Parking	32,443.15	10,000	32,313	32,000	32,000	32,000	32,000	32,313	32,000	32,000	32,000	32,000
DSO and Other Support Organizations:	883,485	587,000	587,000	587,000	587,000	587,000	587,000	587,000.00	587,000	587,000	587,000	587,000
PROJECTED REVENUE SUB-TOTAL	9,468,673	6,810,500	9,192,662	9,787,000	10,122,000	10,782,000	11,092,000	9,449,999	9,788,500	10,125,000	10,786,600	11,098,400
Operating Expenses:												
Salary	3,612,252	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000
OPS	282,856	225,000	282,856	300,000	325,000	350,000	375,000	282,856	300,000	325,000	350,000	375,000
SAOF	299,988	312,000	299,988	299,988	299,988	299 <mark>,</mark> 988	299,988	299,988	299,988	299,988	299,988	299 <mark>,</mark> 988
Expense	3,185,662	2,000,000	3,400,000	3,400,000	3,400,000	3,400,000	3,400,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000
Repayment	50,000	50,000	50,000	150,000	200,000	250,000	350,000	50,000	150,000	200,000	250,000	350,000
Scholarship	1,774,679	1,800,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000
Mandatories	291,360	300,000	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981
Leave Payout	160,000	100,000	160,000	100,000	100,000	100,000	100,000	160,000	100,000	100,000	100,000	100,000
Conference Fees		250,000	50,000	50,000	50,000	50,000	50,000	-	-	-	-	-
Total Projected Operating Expenses:	9,656,797	8,727,000	10,746,824	10,803,969	10,878,969	10,953 <mark>,</mark> 969	11,078,969	10,096,824	10,153,969	10,228,969	10,303,969	10,428,969
Auxilary Inerest Utilized	188,124	-	-	-	-	-	-	-	-	-	-	-
Projected Net Profit (Loss)	-	(1,916,500)	(1,554,163)	(1,016,969)	(756,969)	(171,969)	13,031	(646,825)	(365,469)	(103,969)	482,631	669,431
Football Performance Incentives	-	700,000	700,000	700,000	700,000	700,000	700,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Total Projections		(1,216,500)	(854,163)	(316,969)	(56,969)	528,031	713,031	853,175	1,134,531	1,396,031	1,982,631	2,169,431



## FIVE YEAR FINANCIAL PROJECTIONS: SWAC VS MEAC

	Actuals	Proposed (Covid)			MEAC					SWAC		
Revenues	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027
Fees	3,975,574	4,000,000	4,250,000	4,500,000	4,750,000	5,000,000	5,200,000	4,250,000	4,500,000	4,750,000	5,000,000	5,200,000
Fee Waivers	(192,662)	(90,000)	(200,000)	(200,000)	(200,000)	(200,000)	(200,000)	(192,662)	(200,000)	(200,000)	(200,000)	(200,000)
Football Gate Receipts & Season Tickets	1,126,493	250,000	700,000	700,000	700,000	700,000	700,000	900,000	900,000	900,000	900,000	900,000
Football Game Guarantees	400,000	250,000	725,000	825,000	900,000	1,300,000	1,400,000	725,000	825,000	900,000	1,300,000	1,400,000
Other Game Guarantees	795,500	400,000	795,500	800,000	810,000	820,000	830,000	795,500	800,000	810,000	820,000	830,000
Athletic Concession Sales	121,150	45,000	121,150	120,000	120,000	120,000	120,000	121,150	120,000	120,000	120,000	120,000
Athletic Program Sales	1,500	1,500	1,500	2,000	2,000	2,000	2,000	1,500	2,000	2,000	2,000	2,000
Athletic Advertising Sales	44,250	40,000	44,250	44,000	44,000	44,000	44,000	44,250	44,000	44,000	44,000	44,000
Royalties	100,000	60,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Basketball Receipts & Season Tickets	29,517	10,000	29,517	30,000	30,000	30,000	30,000	29,517	31,500	33,000	34,600	36,400
Investing in Champions	768,852	200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Other Revenue	177,630	100,000	154,659	150,000	150,000	150,000	150,000	154,659	150,000	150,000	150,000	150,000
Florida Classic Consortium	804,774	250,000	804,774	800,000	800,000	800,000	800,000	804,774	800,000	800,000	800,000	800,000
SWAC/MEAC Revenue	400,170	697,000	447,000	697,000	697,000	697,000	697,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000
Athletic Parking	32,443.15	10,000	32,313	32,000	32,000	32,000	32,000	32,313	32,000	32,000	32,000	32,000
DSO and Other Support Organizations:	883,485	587,000	587,000	587,000	587,000	587,000	587,000	587,000.00	587,000	587,000	587,000	587,000
PROJECTED REVENUE SUB-TOTAL	9,468,673	6,810,500	9,192,662	9,787,000	10,122,000	10,782,000	11,092,000	10,052,999	10,391,500	10,728,000	11,389,600	11,701,400
Operating Expenses:												
Salary	3,612,252	3,690,000	3,690 <mark>,</mark> 000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000	3,690,000
OPS	282,856	225,000	282,856	300,000	325,000	350,000	375,000	282,856	300,000	325,000	350,000	375,000
SAOF	299,988	312,000	299,988	299,988	299,988	299,988	299,988	299,988	299,988	299,988	299,988	299,988
Expense	3,185,662	2,000,000	3,400,000	3,400,000	3,400,000	3,400,000	3,400,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000
Repayment	50,000	50,000	50,000	150,000	200,000	250,000	350,000	50,000	150,000	200,000	250,000	350,000
Scholarship	1,774,679	1,800,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000
Mandatories	291,360	300,000	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981	313,981
Leave Payout	160,000	100,000	160,000	100,000	100,000	100,000	100,000	160,000	100,000	100,000	100,000	100,000
Conference Fees		250,000	50,000	50,000	50,000	50,000	50,000	-	-	-	-	-
Total Projected Operating Expenses:	9,656,797	8,727,000	10,746,824	10,803,969	10,878,969	10,953,969	11,078,969	10,096,824	10,153,969	10,228,969	10,303,969	10,428,969
Auxilary Interest Utilized	188,124	-	-	-	-	-	-	-	-	-	-	-
Projected Net Profit (Loss)	-	(1,916,500)	(1,554,163)	(1,016,969)	(756,969)	(171,969)	13,031	(43,825)	237,531	499,031	1,085,631	1,272,431
Football Performance Incentives	-	700,000	700,000	700,000	700,000	700,000	700,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Total Projections		(1,216,500)	(854,163)	(316,969)	(56,969)	528,031	713,031	1,456,175	1,737,531	1,999,031	2,585,631	2,772,431
												I



## **BLUEPRINT OF TRANSITION – THE HOW AND WHEN**

- FAMU's exit from the MEAC would require giving at least 1 year's notice (June 2020)
  - This exit would require BOT approval
  - Per MEAC bylaws a \$250,00 penalty will be assessed if the proper protocols are followed; if protocols are not followed it will be \$500,000
  - Accept membership to the SWAC
  - strategic game scheduling and reduction of conference assessments
  - No penalty for leaving the SWAC within 5 years
- > Gain stakeholder alignment (SGA, NAA, Special Committee on Athletics, Foundation Board Chair, FAR, Head Football Coach and AD)
- BOT vote and provide notice to MEAC
- Announce membership to the SWAC (June 2020)

#### GO WIN THE MEAC IN EVERYTHING and join the SWAC in 2021!!!



### **FAMU ATHLETICS: DEPARTMENT GOALS**



➢ HIGH ACADEMIC ACHIEVMENT **Rings & Degrees for our student-athletes** 

**COMPETITION DOMINANCE** Dominate the MEAC and peer group competition

**CULTURE OF COMPLIANCE** We WILL follow the rules

**FISCAL INTEGRITY** We WILL be good stewards of resources

**>STRENGTHEN & PROMOTE THE FAMU BRAND** We WILL grow the brand

➢ HIRE & RETAIN THE BEST COACHES AND STAFF We WILL hire the best in the business to make FAMU the best in the business





#### **FAMU ATHLETICS: THE FUTURE**



# "At FAMU, Great Things are Happening Every Day!"



