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Ivy Tech Community College of Indiana
August 6, 2015

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Notice is hereby given that the State Board of Trustees of Ivy Tech Community College of Indiana will be holding the following meetings at the Anderson Campus, 815 East 60th Street, Anderson, IN 46013

**Wednesday, August 5, 2015**

10:00 am – Noon  **Executive Session of the Executive Committee of the Board**  
The Executive Committee of the State Trustees will meet in Executive Session at the Anderson Campus, 815 East 60th Street, Anderson, IN 46013 and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.  
(5) To receive information about and interview prospective employees  
(7) For discussion of records classified as confidential by state or federal statute.  
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

1:30 pm – 3:30pm  **Executive Session**  
The State Trustees will meet in Executive Session at the Anderson Campus, 815 East 60th Street, Anderson, IN 46013 and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

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(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

**Thursday, August 6, 2015**

8:00 am – 11:30 am  **Board Committee Meetings (open to the public)**  
The State Trustees will hold the regular committee meetings at Anderson Campus, 815 East 60th Street, Anderson, IN 46013

<table>
<thead>
<tr>
<th>Time</th>
<th>Committee</th>
<th>Location</th>
</tr>
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<tbody>
<tr>
<td>8:00 – 9:00 am</td>
<td>Planning and Education</td>
<td>Anderson Campus</td>
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<tr>
<td>9:00 – 9:30 am</td>
<td>Building, Ground, &amp; Capital</td>
<td>Anderson Campus</td>
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<tr>
<td>9:30 – 10:15 am</td>
<td>Corporate College</td>
<td>Anderson Campus</td>
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<td>10:15 – 10:30 am</td>
<td>Break</td>
<td>Anderson Campus</td>
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<tr>
<td>10:30 – 11:30 am</td>
<td>Budget and Finance</td>
<td>Anderson Campus</td>
</tr>
</tbody>
</table>

1:00 pm – 3:00 pm  **Regular State Board of Trustees Meeting (open to the public)**  
The State Trustees will hold a regular meeting at the Anderson Campus, 815 East 60th Street, Anderson, IN 46013 to consider and take action on such items as may be brought before them.

Secretary  
Dated this 28th July 2015
I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes

Regular Meeting, June 4, 2015

IV. Reports of Board Committees

a) Executive Committee, Richard Halderman, Chair

b) Building, Grounds, and Capital Committee, Steve Schreckengast, Chair

Resolution 2015-49, Approval of Purchase of Land Southwest of Elkhart Campus (Formally Missionary Church), Region 2/North Central Indiana

Resolution 2015-50, Approval to Enter into Lease with Robert D. Loose Funeral Homes & Crematory Region 6/East Central Indiana

Resolution 2015-51, Approval of Contract with Bruns-Gutzwiller, INC. for Additon to Lawrenceburg Lakefront Site, Region 11/Southeast Indiana

c) Budget and Finance Committee, Bob Jones, Chair

Resolution 2015-52, Approval of Dotstaff LLC Contract Services

Resolution 2015-53, Approval of a Statewide Marketing and Advertising Contract

d) Planning and Education Committee, Kaye Whitehead, Chair

e) Audit Committee, Larry Garatoni, Chair

f) Corporate College Committee, Stewart McMillan, Chair

V. Treasurer’s Report, Chris Ruhl, SVP/Finance and Treasurer

VI. State of the College, Thomas J. Snyder, President

VII. Old Business

VIII. New Business
Resolution 2015-54, Honoring the Leadership of Dr. Mary Ostrye
Resolution 2015-55, Honoring the Leadership of Dr. Benjamin F. Young
Resolution 2015-56, Reappointment and Appointment Regional Trustees-Lafayette

IX. Adjournment

*Matters may be added to or deleted from the board agenda between the date of the preliminary agenda and the board meeting*
Chair Richard Halderman called the June 4, 2015 regular meeting of the State Board of Trustees to order at 1:00 pm CST at the Crown Point-Merrillville Center, 9900 Connecticut Drive, Crown Point, Indiana 46307

A. ROLL CALL

Secretary Michael Dora called the roll and the presence of a quorum was announced.

The following State Trustees were present:

Mr. Richard R. Halderman, Chair
Ms. Paula Hughes, Vice Chair
Mr. Michael R. Dora, Secretary
Mr. Jesse Brand
Mr. Michael A. Evans
Mr. Larry Garatoni
Mr. Lee J. Marchant
Mr. Stewart McMillan (via phone)
Ms. Kimra Schleicher
Mr. Steve Schreckengast
Ms. Kaye H. Whitehead
Mr. Darrel Zeck

The following State Trustees were unable to attend:

Mr. Bob Jones
Ms. Lillian Sue Livers

B. EXECUTIVE SESSION MEMORANDA:

Following notice under IC5-14-1.5-4, IC 5-14-1.5-5 and IC5-14-1.5-6.1(d)

The State Board of Trustees met in Executive Session on June 3, 2015 at 1:30pm CST at the Crown Point-Merrillville Center, 9900 Connecticut Drive, Crown Point, Indiana 46307

Members present were: Mr. Richard R. Halderman, Ms. Paula Hughes, Mr. Michael Dora, Mr. Jesse Brand, Mr. Michael A. Evans Mr. Larry Garatoni, Mr. Lee J. Marchant, Ms. Kimra Schleicher, Mr. Stewart McMillan, Mr. Steve Schreckengast, Ms. Kaye H. Whitehead and Mr. Darrell Zeck
Members absent were: Mr. Bob Jones, and Ms. Lillian Sue Livers,

The Trustees considered the following items as permitted under IC 5-14-1.5-6.1(b). For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.

(5) To receive information about and interview prospective employees

(7) For discussion of records classified as confidential by state or federal statute.

(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

With the Approval of these minutes the Trustees present at the meeting certify that no subject matter was discussed in the executive session other than the subject matter specified in the public notice issued for this meeting.

C. NOTICES OF MEETING MAILED AND POSTED:

Secretary Michael Dora confirmed that notices of the June 4, 2015, regular meeting were properly mailed and posted.

D. APPROVAL OF BOARD MINUTES:

Trustee Larry Garatoni moved for approval of the minutes of the April 13, 2015 regular board meeting. Trustee Whitehead seconded the motion and the motion carried unanimously.

E. COMMITTEE REPORTS:

Item 1 Chairman Halderman reported that the Executive Committee met, but no report is given at this time

Item 2 Chairman Halderman called upon Trustee Schreckengast to give the Building, Grounds and Capital Committee Report. Trustee Schreckengast reported no action items. The Board was updated on current construction projects during the Buildings, Grounds, and Capital Committee meeting this morning.

The first update was for the construction of 76,360 square foot building at the new Anderson site along Interstate 69. The new campus is on schedule to open in August 2015. The $24 million dollar project currently has $1,797,890 of spend under contract with minority firms.

The next project update was for the Indianapolis Infrastructure Project which included work on all floors of North Meridian Campus and several
floors at C4 Building. The project scheduled for completion in August 2015 included; bringing fire suppression systems up to date, electrical and HVAC systems replaced or upgraded, providing emergency power to the Glick Technology Building and renovation of several floors in North Meridian and C4 Buildings. This $27 million dollar project currently has $2,316,980 of spend under contract with minority firms.

The third project update provided included the transformation of former Noblesville Middle School to Ivy Tech Campus. This site is on schedule to be completed in November 2015. The $15 million dollar project currently has $3,439,883 of spend under contract with minority firms.

The final project status update provided was for the 85,000 square foot addition to existing Bloomington Campus. The expansion includes; the addition of computer, science and culinary labs. The addition is scheduled to be completed in February 2016. The $24 million dollar project currently has $2,036,793 of spend under contract with minority firms.

**Item 3**

Chairman Halderman called upon Trustee Jesse Brand, Committee Member, for a report from the **Budget and Finance Committee**. Trustee Brand reported a discussion concerning fiscal year 2014-2015 budget and there are two action items for approval

Trustee Brand moved for approval of

**RESOLUTION NUMBER 2015-34**, Approval of Contract Purchase and Sale of Natural Gas

Trustee Hughes seconded the motion, and the motion carried unanimously.

Trustee Brand moved for approval of

**RESOLUTION NUMBER 2015-35**, Approval of Contract for Security Services Bloomington Region

Trustee Garatoni seconded the motion, and the motion carried unanimously.

**RESOLUTION NUMBER 2015-36**, Approval of CiscoSystems, INC. IT Equipment Financing Agreement

Trustee Zeck seconded the motion, and the motion carried unanimously.

**RESOLUTION NUMBER 2015-37**, Approval of the College 2015-16 Fiscal Year Operating Budget

Trustee Whitehead seconded the motion, and the motion carried unanimously.
RESOLUTION NUMBER 2015-38, Approval of the Student Fee Rates for Fiscal Years 2016-2017
Trustee Whitehead seconded the motion, and the motion carried unanimously.

RESOLUTION 2015-39, Resolution of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Issuance and Sale of Ivy Tech Community College student Fee Bonds, Series T
Trustee Garatoni seconded the motion, and the motion carried unanimously.

Item 4
Chairman Richard Halderman called upon Trustee Kaye Whitehead, Chair of the Committee, for a report from the Planning and Education Committee. Trustee Whitehead reported there were no action items for approval. Trustee Whitehead noted we had many updates.

Retention Update: Improve student retention and persistence (Initiative 1.a.) Dr. Russ Baker, Vice President of Academic Affairs and University Transfer Division

Foundation and Grant Office Draft Strategy: Increase revenues (Initiative 2.a.) Jill Kramer, Associate Vice President for Planning and Research

Summer and Fall Enrollment Update Jeff Fanter, Senior Vice President for Student Experience, Communications, & Marketing

Health Division Update Calvin Thomas, Vice President of Health Division

Item 5
Chairman Richard Halderman called upon Trustee Garatoni, Chair of the Committee, for a report from the Audit Committee. Trustee Garatoni reported no actions items. The Audit Committee discussed the following issues:
Exit conference related to the federal compliance audit that took place in March. As part of the discussion of the federal compliance audit, it was noted that this was the 4th consecutive year where there were no federal findings. Since a majority of the federal audit relates to federal financial aid, the Audit Committee would like to take this opportunity to commend the ongoing efforts of the Financial Aid Department on this accomplishment. Reports to the confidential hotline and an update on pending litigation. Reviewed and approved the Internal Audit Department budget for fiscal year 2015-16. Reviewed and approved the Audit Committee Charter, the Internal Audit Department Charter, the Internal Audit Mission Statement, the Trustees Code of Conduct Policy, Trustees Conflict of Interest Policy, and the procedures for confidential, anonymous submissions by employees.
Reviewed the audit schedule for 2014-15, 2015-16 and the three-year audit plan. Reviewed internal audit reports that had been issued since our last meeting.

**Item 6** Chairman Richard Halderman called upon Trustee McMillan, Chair of the Committee, for a report from the **Corporate College Committee**. Trustee McMillan reported there were no action items for the board to consider. Trustee McMillan reported the Committee received updates on Revenue and Expenses/Enrollment, and Sales Reports, and continue to have more opportunities than successes.

**F. TREASURER’S REPORT:**

Chairman Richard Halderman called upon Senior Vice President Chris Ruhl for the Treasurer’s report. Structurally balanced budget, addressed statewide priorities: equipment, $8.7M in program equipment and IT infrastructure; Academic Advisors/Retention, funds 39 academic advisors, funds retention specialist and coaching/tutoring programs; Fulltime faculty contract restricting with focus on engagement, funds 41 new positions targeting to high failure rate areas. This provides discretionary funds for local initiatives and statewide reserve to manage second year of biennium. Base Revenue: $479.6M, State Appropriation Increase: $11.3, Fee Increase: $8.3M, Debt Service: ($2M), Misc. Revenue/Investment Income: $1.9M TOTAL = $499.1M

Trustee Whitehead moved for approval of the Treasurer’s Report.

Trustee Garatoni seconded the motion, and the motion carried unanimously.

**G. STATE OF THE COLLEGE**

Chairman Halderman called upon President Snyder for the President’s report. President Snyder called upon and introduced one new employee, Jim Brehm, Executive Director of Resource Development, Lafayette Region

Rachel Boon, Executive Director Retention/Completion, updated on student success initiatives.

Chancellor Tom Coley gave brief report on region an introduced members of his staff.

**H. OLD BUSINESS**

Chairman Richard Halderman called for old business, and there was none.
I. **NEW BUSINESS**

Chairman Richard Halderman called for new business.

Trustee Whitehead moved for approval of

**Resolution Number 2015-40**, Appointment of Regional Trustees-East Central

Trustee Garatoni seconded the motion, and motion carried unanimously

Trustee Dora moved for approval of

**Resolution Number 2015-41**, Appointment of Regional Trustee-Richmond

Trustee Garatoni seconded the motion, and the motion carried unanimously

Trustee Hughes moved for approval of

**Resolution Number 2015-42**, Appointment of Regional Trustees-Southeast

Trustee Garatoni seconded the motion, and the motion carried unanimously

Trustee Zeck moved for approval of

**Resolution Number 2015-43**, Reappointment of Regional Trustees-Wabash Valley

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Hughes moved for approval of

**Resolution Number 2015-44**, Reappointment of Regional Trustees-Southwest

Trustee Garatoni seconded the motion, and the motion carried unanimously

Trustee Schreckengast moved for approval of

**Resolution Number 2015-45**, Reappointment of Regional Trustees-Lafayette

Trustee McMillan seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution Number 2015-46**, Reappointment of Regional Trustees-Columbus

Trustee McMillan seconded the motion, and the motion carried unanimously
Trustee Hughes moved for approval of

**Resolution Number 2015-47**, Reappointment of Regional Trustee-Bloomington

Trustee Zeck seconded the motion, and the motion carried unanimously

Trustee Evans moved for approval of

**Resolution Number 2015-48**, Reappointment of Regional Trustees-Central Indiana

Trustee McMillan seconded the motion, and the motion carried unanimously

J. **ADJOURNMENT**

With no further business to come before the Board, Chairman Richard Halderman called for a motion to adjourn the meeting.

Trustee Garatoni moved for approval. Trustee Brand seconded the motion, and the motion carried unanimously.

Chairman Halderman adjourned the meeting.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

_______________________________
Richard Halderman, Chairman

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Michael Dora, Secretary

Dated June 4, 2015
Prepared by Gretchen L. Keller, Recording Secretary
RESOLUTION NUMBER 2015-49

WHEREAS, the long term plan for the Elkhart Campus includes purchasing property for future growth, and

WHEREAS, one of the desired properties adjacent to the campus and identified as Eastmoore Estates Lots 2 and 3 is available for purchase from Missionary Church, North Central District, Inc., and

WHEREAS, the vacant land is available for purchase for the cost of $29,000, and

WHEREAS, a Phase I environmental report indicates no issues, and a property survey has been completed for location, and

WHEREAS, the North Central Regional Trustees have requested the State Trustees approve the purchase said property;

NOW THEREFORE BE IT RESOLVED, that the State Trustees of Ivy Tech Community College do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute the purchase of the property after the documents have been approved by the College General Counsel.

State Trustees  
Ivy Tech Community College of Indiana

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Richard Halderman, Chairman

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Michael Dora, Secretary

Dated August 6, 2015
APPROVAL TO ENTER INTO LEASE WITH ROBERT D LOOSE FUNERAL HOMES 
& CREMATORY REGION 6/ EAST CENTRAL INDIANA

RESOLUTION NUMBER 2015-50

WHEREAS, Ivy Tech Community College (“College”) owns property in Anderson located on 53rd Street and

WHEREAS, Robert D Loose Funeral Homes & Crematory located adjacent to the Anderson campus, would like to lease a building located on northeast corner of property for which the College does not presently have use for, and

WHEREAS, the lease term would be 10 years with two 10 year renewal options in the amount of $300 to be paid monthly, and

WHEREAS, the lease period exceeds two years therefore requiring State Trustee approval;

NOW THEREFORE BE IT RESOLVED, that the State Trustees of Ivy Tech Community College do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute all necessary documents for the above stated lease in the amount of $300 month for the term of 10 years with two 10 year renewal options after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Richard Halderman, Chairman

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Michael Dora, Secretary

Dated August 6, 2015
APPROVAL OF CONTRACT WITH BRUNS-GUTZWILLER, INC. FOR ADDITION TO LAWRENCEBURG LAKEFRONT SITE, REGION 11/SOUTHEAST INDIANA

RESOLUTION NUMBER 2015-51

WHEREAS, In 2014 the City of Lawrenceburg and the Southeast Regional Board of Trustees approved a project for building construction and equipment purchases up to $6 million for the Lawrenceburg Lakefront Advanced Manufacturing Addition and Renovation Project, and

WHEREAS, the estimated cost for renovation is $6 million, and

WHEREAS, Approval was received from the State Trustees, the Commission of Higher Education, the State Budget Committee and the Governor of the State of Indiana contingent upon the City of Lawrenceburg’s funding, and

WHEREAS, The City of Lawrenceburg has contributed $2,300,000 to date and when combined with funds accumulated from annual distributions of local gaming revenues is sufficient to proceed with this project, and

WHEREAS, the bid process has been completed in accordance with applicable statutes, Indiana Case Law and College procedures including State Trustee Resolution 2004-32 regarding the use of apprentices, and

WHEREAS, contracts exceeding $500,000 require approval by State Board of Trustees, and

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with Bruns-Gutzwiller, Inc. in the amount of $4,206,000, and

FURTHER BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute the contract with said firm after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

Richard Halderman, Chairman

Michael Dora, Secretary

Dated August 6, 2015
APPROVAL OF DOTSTAFF LLC CONTRACT SERVICES

RESOLUTION NUMBER 2015-52

WHEREAS, the College has a need to use contract labor resources for short-term technical projects in place of using full-time College personnel;

WHEREAS, the College may pay more than $500,000 per annum for multiple contract resources assigned to work on different ongoing technical projects;

WHEREAS, the College has access to high quality technical contract labor at a pre-negotiated lower hourly rate through the State of Indiana’s DotStaff LLC contract for temporary labor;

WHEREAS, the College has successfully acquired quality resources from a diverse range of Indiana small companies using DotStaff LLC as a clearinghouse for contract opportunities;

WHEREAS, the College in FY15 exceeded the $500,000 threshold for vendor payments by $22,381.57;

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any purchase by the College exceeding $500,000.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, or his designee, to utilize contract staff resources using the State of Indiana’s Master Service Agreement with DotStaff LLC, even though the combined annual cost of temporary contract resources may exceed $500,000.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE

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Richard R. Halderman, Chairman

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Michael Dora, Secretary

Dated: August 6, 2015
APPROVAL OF A STATEWIDE MARKETING AND ADVERTISING CONTRACT

RESOLUTION NUMBER 2015-53

WHEREAS, the College desires to continue to utilize a single marketing/advertising agency as its single agency of record, and

WHEREAS, the College went through an extensive review process of marketing/advertising agencies in Indiana and has elected to enter into a new contract with Miller Brooks, and

WHEREAS, the contract with Miller Brooks through June 30, 2016 shall not exceed $3,000,000 per fiscal year, and

WHEREAS, the partnership will be reviewed by March 31, 2016 and if both parties agree the contract will be extended through June 30, 2017 and this review process shall happen each year with the option of a one year extension;

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, or his designee, to execute a contract not to exceed the stated amount after the contract has been reviewed by the College’s General Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE

___________________________
Richard R. Halderman, Chairman

____________________________
Michael Dora, Secretary

Dated: August 6, 2015
HONORING THE LEADERSHIP OF DR. MARY OSTRYE

Resolution Number 2015-54

WHEREAS, Mary Ostrye joined the Ivy Tech Community College team over 23 years ago as the manager of continuing education at the Evansville campus;

WHEREAS, most recently Dr. Ostrye has served as the College’s Provost and Senior Vice President and created the Math Steering Team to restructure mathematic curriculum into three pathways that support disciplines and careers; and scaled co-requisite models for delivering remedial curriculum, resulting in the doubling of math and writing remediation success;

WHEREAS, Dr. Ostrye assisted in the preparation and implementation of Single Articulation Pathway (TSAP) legislation with programs launching in Fall 2015;

WHEREAS, she led the creation of development the Ivy Institute of Technology, a one year technical certificate program featuring competency-based curriculum, contextualization and embedded general education, and

WHEREAS, she also successfully defended CHE approval for Indiana’s first General Education Transfer Certificate and led faculty to create single transfer pathways across the curriculum, resulting in a transformation in transfer relationships with four-year institutions, and

WHEREAS, in partnership with the CHE and IU, she successfully obtained a $500,000 Complete College America Grant to reform remediation, as well as launched American Honors, and she also obtained a $784,000 grant for one of 19 nationwide adult degree attainment projects funded by the Lumina Foundation for Education,

WHEREAS, while at Ivy Tech’s Lafayette campus, Dr. Ostrye served as Vice Chancellor of Academic Affairs where she co-authored the Pathway Program, the first concurrent enrollment program with Purdue University and successfully articulated the first statewide degree programs with Purdue;

WHEREAS, she began her career at Ivy Tech’s Evansville campus where she served as the Dean of Health Sciences and was responsible for preparing and defending the college’s first paramedic science program, as well as successfully leading the program through its first accreditation, and

WHEREAS, Dr. Ostrye has left a legacy of achievement at Ivy Tech Community College, and

WHEREAS, she will continue to have an impact on higher education by continuing her career as Provost and Chief Academic Officer for Zenith Education Group, a non-profit provider of career school training.
NOW THEREFORE BE IT RESOLVED THAT the Board of Trustees of Ivy Tech Community College of Indiana does hereby honor Dr. Mary Ostrye by this resolution as a means of recognizing and thanking her for her leadership, dedication, passion and service to Ivy Tech,

State Trustees
Ivy Tech Community College of Indiana

________________________
Richard Halderman, Chairman

________________________
Michael Dora, Secretary

Dated August 6, 2015
HONORING THE LEADERSHIP OF DR. BENJAMIN F. YOUNG

Resolution Number 2015-55

WHEREAS, Ben Young joined the Ivy Tech Community College team over 8 years ago and has spent more than 43 years in administrative and faculty positions in higher education;

WHEREAS, most recently Dr. Young has served as the College's first Vice President for Diversity, Equity and Inclusion and implemented a comprehensive array of programs and processes designed to achieve equity and enhance diversity throughout the College amongst its full-time faculty and staff;

WHEREAS, Dr. Young crafted the College's diversity plan and worked collaboratively with members of the Statewide Diversity Committee and

WHEREAS, he was instrumental in the establishment of the Sam H. Jones Sr. Faculty Fellows Program to recruit master’s level graduates from some of the nation’s top historically black colleges and universities and

WHEREAS, in his previous role as Vice President for Student Affairs and Enrollment Management, he provided statewide coordination and support for admissions, academic advising, financial aid, registration and academic records, retention and student success, and student life programs, and

WHEREAS, he was the College’s first Vice President of Student Affairs and developed the College Common Calendar during his tenure in Student Affairs and Enrollment Management and

WHEREAS, he also led the College's Achieving the Dream expert design teams for New Student Orientation, Academic Advising, and Student Intake;

WHEREAS, Dr. Young has been very active in community service and has, with his wife, established seven endowments in college and community foundations that fund college student scholarships and that support their chosen civic and religious causes,

NOW THEREFORE BE IT RESOLVED THAT the Board of Trustees of Ivy Tech Community College of Indiana does hereby honor Dr. Ben Young by this resolution and applaud him being named as a Vice President Emeritus as a means of recognizing and thanking him for his leadership, dedication, passion and service to Ivy Tech.

State Trustees
Ivy Tech Community College of Indiana

______________________________
Richard Halderman, Chairman

______________________________
Michael Dora, Secretary

Dated August 6, 2015
REAPPOINTMENT and APPOINTMENT OF REGIONAL TRUSTEES
Lafayette

RESOLUTION NUMBER 2015-56

WHEREAS, the Lafayette Regional Board would like to reappoint one member and appoint two members to the Lafayette Regional Trustees, and

WHEREAS, the Lafayette Regional Board Nominating Committee has agreed to recommend the individuals listed below to each serve a three year term on the Lafayette Regional Board of Trustees;

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Thomas McKaig</td>
<td>Education</td>
</tr>
<tr>
<td>Scot Ortman</td>
<td>Commerce</td>
</tr>
<tr>
<td>Michael Carter</td>
<td>Manufacturing</td>
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</tbody>
</table>

AND WHEREAS, the recommended candidates meet all of the attributes and expectations delineated in Resolution Number 2008-53;

NOW THEREFORE BE IT RESOLVED, that Dr. Thomas McKaig is hereby reappointed and Scot Ortman and Michael Carter are hereby appointed as regional trustee for Ivy Tech Community College of Indiana – Lafayette, effective immediately,

AND FURTHER BE IT RESOLVED, Dr. Thomas McKaig, Scot Ortman and Michael Carter will serve through June 30, 2018, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

__________________________
Richard Halderman, Chairman

__________________________
Michael Dora, Secretary

Dated August 6, 2015
# TREASURER'S REPORT

<table>
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<tr>
<th>Title or Description</th>
<th>Source</th>
<th>Amount</th>
<th>Effective Date</th>
<th>Expiration Date</th>
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<td>SUB Scientist for a Day 2015</td>
<td>Purdue University</td>
<td>$4,176</td>
<td>05/01/15</td>
<td>07/01/15</td>
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<tr>
<td>SUB Academy for Science 2015</td>
<td>Purdue University</td>
<td>3,807</td>
<td>05/01/15</td>
<td>07/01/15</td>
</tr>
<tr>
<td>ICC Listening to Communities</td>
<td>Indiana Campus Compact</td>
<td>3,000</td>
<td>06/01/15</td>
<td>07/14/15</td>
</tr>
<tr>
<td>ASAP Program Glick FY16</td>
<td>Central Indiana Community Foundation</td>
<td>6,500</td>
<td>06/01/15</td>
<td>07/31/16</td>
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<tr>
<td>Ball Brothers ASAP Support</td>
<td>Ball Brothers Foundation</td>
<td>150,000</td>
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**TOTAL**                                                   | **$409,981**                                |
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<td>M Apprenticeship, Evansville</td>
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### DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF JUNE 2015

**Page 3**

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<th>Authorization for Disbursement</th>
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Building, Grounds and Capital Committee
August 6, 2015
Buildings Grounds and Capital Discussions

Construction and Land Acquisition Topics (Resolutions)
A. Land Purchase in Elkhart, IN
B. Anderson Lease to Robert D Loose Funeral Homes & Crematory
C. Lawrenceburg Contract with Bruns-Gutzwiller, Inc.

Discussion or Information Items
A. Region 2/North Central Indiana – Request Approval to Purchase Land in Elkhart formerly Missionary Church

- Property located at the south west corner of Elkhart campus.
- Purchase amount $29,000.
- Facilities and Design Council and North Central Indiana Regional Board recommended this land purchase.

REQUEST: Approval to purchase land for $29,000
Properties Owed By Trustees of Ivy Tech Community College

To Be Purchased
B. Region 6/East Central Indiana – Anderson Lease to Robert D Loose Funeral Homes & Crematory

- Property located on northeast corner of Anderson, 53rd Street site.
- Funeral Home plans to rent space and make improvements to the location.
- Intent is the Funeral Home will have a long-term lease of building. Proposed 10 year lease with (2) 10 year renewal options.
- Lease amount $300/month.
- Facilities and Design Council recommended this lease.

REQUEST: Approval to sign long-term lease in Anderson with Robert D Loose Funeral Homes & Crematory for 10 years with (2) 10 year renewal options in the amount of $300/month.
C. Region 11/Southeast Indiana – Request Approval to Contract with Bruns-Gutzwiller, Inc. for Addition to Lawrenceburg Lakefront Site

- In April 2014, State Trustee Board approved request to proceed with obtaining approval from the State of Indiana for project.
- Total project cost estimated at $6 million. ($2.7 million in grant funds provided by the City and the Lawrenceburg Campus has accumulated $3 million from annual distributions of local gaming revenues.)
- Project allows for approximately 12,000 square feet of expansion and 1,400 square feet of renovation to the existing building.
  - 7 new labs – welding, robotics, CNC/Machining, HVAC, multi-purpose
  - 4 new dedicated classrooms
- Of three bidders, Bruns-Gutzwiller, Inc. was low bid at $4,206,000.
- Facilities and Design Council and Southeast Indiana Regional Board recommended this project.

REQUEST: Approval to contract with Bruns-Gutzwiller, Inc. in the amount of $4,206,000
Questions?
I. **Action Items:**

A. **Consideration of a Resolution Approving a Contract with Dotstaff LLC.**

The College uses contract labor resources for two primary purposes:

- **Staff Augmentation:** Temporary contractors to fulfill responsibilities found in a vacant position that is difficult to fill due to labor market competition. The Office of Information Technology searches for high skilled technology professionals in a very competitive Central Indiana market. An IT vacant position can remain open for more than 6 months due to this competitive landscape. In some cases, the College uses the under-spending available through the personnel vacancy to fund a temporary contract resource while the search for a full-time employee continues.

- **Project-specific Resources:** The College may use temporary contract staff to implement short-term projects rather than hiring a full-time employee. The Office of Information Technology may secure contract project management staff or technical staff to lead and fulfill project responsibilities associated with enterprise-wide projects. A good example is the College’s data warehouse project. The technical resources required to construct the data warehouse and to design functional reports involves a one-time large-scale effort. It is more cost effective to contract resources over the duration of the project that specialize in the skillset required than to hire permanent staff. When these projects conclude, the project team is no longer needed.

The State of Indiana maintains a Master Services Agreement with DotStaff LLC to allow state agencies and affiliated organizations to advertise Temporary Contractor Postings to more than 50 state vendors. This service creates a clearinghouse of vetted contractors who have a track record of performance and satisfy all the State’s contractual requirements. The College posts the duration of the job and the specifications of what experience and qualifications the position requires. Within days the College begins to receive contractor resumes and can begin the interview and selection process.

The Office of Information Technology has used this service for four years and has found that it saves money from an administrative standpoint (less College staff time used to solicit the same services directly to vendors) and from obtaining competitive contractor hourly rates.

B. **Consideration of a Resolution for a Statewide Marketing and Advertising Contract**

- The College administration would like to enter into a contract with Miller Brooks marketing/advertising agency for the period July 1, 2015 through June 30, 2015 (three-year extension).
• The contract allows the College to develop and launch statewide marketing/advertising efforts with the Miller Brooks and allows all media buying and production efforts to be managed by one agency of record statewide, creating efficiencies and cost-savings for the College. The annual cost for the contract extension will not exceed $3,000,000 statewide. This spend includes actual mass media buys which pass through Miller Brooks to the actual media outlet. This amount is a collective number across the entire state as Miller Brooks will be utilized by all marketing departments and various other departments at the College.

• The College will provide a set budget for marketing and media buying for Miller Brooks to utilize when making media buys throughout the state.

• Miller Brooks was selected by a cross-functional, cross-regional team in June, 2015. An evaluation process of agencies across Indiana kicked off in early 2015 and the College’s existing agency, Asher, was included in the process.

• The evaluation involved 20+ Indiana marketing agencies’ that responded to the request for information to determine the agency to best assist Ivy Tech with a public relations, branding and enrollment marketing/advertising campaigns. Agencies were interviewed and a six were invited to Indianapolis to present to a team of 20+ Ivy Tech staff. Based on the review process three agencies moved to the final stage and after another round of presentations and further discussions Miller Brooks was selected.

• There is great efficiency and cost-savings in continuing to move forward with a single agency of record statewide. Years past have seen savings of at least $1 million a year with such a model.

• The marketing dollars to be spent with Miller Brooks are part of the College’s annual budget (both Office of the President marketing and regional marketing departments). The maximum spend with Miller Brooks is not a guaranteed spend, it is just an estimated maximum.

• Marketing and advertising services as defined in the contract could include any of the following: television production, television buys, radio production, radio buys, outdoor production, outdoor buys, internet and print production, digital and print buys, creative, copywriting, media commission, strategic development planning, public relations and other such services resulting in the execution of the College’s marketing efforts.

• As noted earlier that over 80 percent of the dollars spent on media buys end up going to the various media outlets and not all to Miller Brooks as Miller Brooks must payout for the advertising that it purchases on behalf of Ivy Tech.
Information Items:

A. Investment Review
   Information will be provided at the Board Meeting

B. Update on bond refinancing
   Information will be provided at the Board Meeting

C. Procurement Goals
   Information will be provided at the Board Meeting
1. **Successful Launch of www.ivytech.edu**
   Presenter: *Jeff Fanter, Senior Vice President for Student Experience, Communications, and Marketing*

2. **Current and Future State of Data Reporting**
   Presenters: *Anne Brinson, Chief Information Officer*

3. **New Academic Advising Model**
   Presenter: *Susan Hawkins-Wilding, Assistant Vice President for Academic Advising*
Academic Advising Model Updates

Susan Hawkins-Wilding
Assistant Vice President for Academic Advising
SBOT August 2015

CHANGING LIVES MAKING INDIANA GREAT

IVY TECH COMMUNITY COLLEGE
Academic Advising Model

Current State:

- Academic advisors are assigned to new students until they reach at least 15 college level credit hours
- Students are transitioned to a faculty advisor where they are advised until graduation
- Career advising training began in 2012
- Advising ratios have been reduced from 1600 to 1 in 2012 to around 700 to 1 statewide
- Consistent statewide training for academic advisors created
Academic Advising Model

Current State:

- Advising Technology – (Starfish) used to assign students to advisors
  - Allows for a case management approach to assisting students
  - Early Alerts implemented to reach out to students in academic difficulty
  - Advising appointment system launched to track student appointments
  - Allows for assessment of advising (early assessment numbers showing improvements to retention)
Future State Model

• Recommendations from faculty and staff led to the formation of the Academic Advising Committee

• Representatives from each region met to create improvements to the current model and to propose process improvements (Vice Chancellors of Academic and Student Affairs, Campus Presidents, Students, and Advisors)

• Directors of Academic Advising created a process map for the future state
Future State Model

• Academic Advisors are assigned to new students and remain their advisor until completion.

• Students are jointly assigned to a faculty mentor in their program area of study where they are mentored until graduation.

• Career advising collaborations are jointly handled by both academic advising center advisors and faculty mentors.

• Advising ratios reduced to 400 to 1 with additional staffing.
Future State Model

Additional Improvements:

- Refining the Program Change process
- Refining the Career Advising process with Career Services
- Enhancing the undecided advising process
- Continued development of advising training for faculty and advising center advisors.
Timeline

• Summer 2015 – Develop Model and process improvements
• Fall 2015
  • Develop training materials and communication plan
  • Hire new staff and train both faculty and academic advisors
  • Reassign students under the new model
  • Implement program change process
  • Create coding changes in Ivy Advising for advisor assignments
  • Launch Warsaw Pilot
• Spring 2015
  • Continue training
  • Launch Terre Haute and Sellersburg pilots
• Summer 2015
  • Assess new model and evaluate future steps
Questions?

Susan Hawkins-Wilding
shawkinswilding@ivytech.edu
AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting August 6, 2015
Revenue and Expense Report
## Statewide Revenue and Expense Totals

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</tr>
<tr>
<td>December</td>
<td>($8,102,719.15)</td>
<td>$6,963,676.22</td>
<td>($1,139,042.93)</td>
<td>($6,226,127.76)</td>
<td>$1,426,407.09</td>
</tr>
<tr>
<td>January</td>
<td>($9,200,642.62)</td>
<td>$7,976,647.37</td>
<td>($1,223,995.25)</td>
<td>($6,941,538.52)</td>
<td>$1,664,515.72</td>
</tr>
<tr>
<td>February</td>
<td>($10,652,787.74)</td>
<td>$8,772,106.25</td>
<td>($1,880,681.49)</td>
<td>($8,383,734.02)</td>
<td>$1,814,556.07</td>
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<tr>
<td>March</td>
<td>($12,222,965.51)</td>
<td>$9,850,895.13</td>
<td>($2,372,070.38)</td>
<td>($9,510,024.38)</td>
<td>$2,652,617.77</td>
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<tr>
<td>April</td>
<td>($13,546,006.89)</td>
<td>$10,987,617.62</td>
<td>($2,558,389.27)</td>
<td>($10,796,722.96)</td>
<td>$2,632,748.94</td>
</tr>
<tr>
<td>May</td>
<td>($14,911,523.24)</td>
<td>$11,719,568.54</td>
<td>($3,191,956.70)</td>
<td>($12,067,122.82)</td>
<td>$2,825,433.64</td>
</tr>
<tr>
<td>June</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Notes:
- Expenditures and revenues are provided for the years 2013-2014 and 2014-2015.
- Profit/Loss values are calculated as revenues minus expenditures.
- Variance is the difference between the two years for each month.
- Variance % is calculated as (Variance / Expenditures in 2013-2014) * 100.

**Sources:**
- Statewide Finance Data.
- Official Statewide Revenue and Expense Report.
## Certification & Workforce Assessment Only

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>($60,313)</td>
<td>$603,163</td>
<td>$542,850</td>
<td>($93,148)</td>
<td>$148,255</td>
</tr>
<tr>
<td>August</td>
<td>($151,715)</td>
<td>$782,547</td>
<td>$630,832</td>
<td>($134,657)</td>
<td>$311,605</td>
</tr>
<tr>
<td>September</td>
<td>($281,665)</td>
<td>$880,332</td>
<td>$598,667</td>
<td>($295,287)</td>
<td>$253,801</td>
</tr>
<tr>
<td>October</td>
<td>($437,583)</td>
<td>$979,446</td>
<td>$541,864</td>
<td>($525,867)</td>
<td>$190,932</td>
</tr>
<tr>
<td>November</td>
<td>($541,578)</td>
<td>$1,593,728</td>
<td>$1,052,150</td>
<td>($652,417)</td>
<td>$259,618</td>
</tr>
<tr>
<td>December</td>
<td>($628,914)</td>
<td>$1,830,990</td>
<td>$1,202,077</td>
<td>($755,116)</td>
<td>$365,223</td>
</tr>
<tr>
<td>January</td>
<td>($693,805)</td>
<td>$1,968,635</td>
<td>$1,274,829</td>
<td>($827,164)</td>
<td>$337,626</td>
</tr>
<tr>
<td>February</td>
<td>($854,858)</td>
<td>$2,103,855</td>
<td>$1,248,997</td>
<td>($1,122,174)</td>
<td>$207,676</td>
</tr>
<tr>
<td>March</td>
<td>($1,059,588)</td>
<td>$2,225,875</td>
<td>$1,166,287</td>
<td>($1,310,515)</td>
<td>$215,566</td>
</tr>
<tr>
<td>April</td>
<td>($1,151,530)</td>
<td>$2,536,942</td>
<td>$1,385,411</td>
<td>($1,479,320)</td>
<td>$116,527</td>
</tr>
<tr>
<td>May</td>
<td>$1,286,672</td>
<td>$2,646,038</td>
<td>$1,359,365</td>
<td>($1,653,552)</td>
<td>$94,796</td>
</tr>
<tr>
<td>June</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Month</td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Variance</td>
<td>Variance %</td>
</tr>
<tr>
<td>---------</td>
<td>----------------</td>
<td>--------------</td>
<td>-------------</td>
<td>--------------</td>
<td>------------</td>
</tr>
<tr>
<td>July</td>
<td>($1,201,050.39)</td>
<td>$1,221,378.78</td>
<td>$20,328.39</td>
<td>($1,201,050.39)</td>
<td>-663%</td>
</tr>
<tr>
<td>August</td>
<td>($2,534,815.03)</td>
<td>$2,116,725.80</td>
<td>($418,089.23)</td>
<td>($1,416,166.94)</td>
<td>-5%</td>
</tr>
<tr>
<td>September</td>
<td>($3,777,602.14)</td>
<td>$3,072,609.80</td>
<td>($704,992.34)</td>
<td>($2,550,540.77)</td>
<td>82%</td>
</tr>
<tr>
<td>October</td>
<td>($5,084,235.03)</td>
<td>$3,939,986.05</td>
<td>($1,144,248.98)</td>
<td>($3,225,387.37)</td>
<td>54%</td>
</tr>
<tr>
<td>November</td>
<td>($6,371,395.01)</td>
<td>$4,454,504.13</td>
<td>($1,916,890.88)</td>
<td>($1,036,754.63)</td>
<td>46%</td>
</tr>
<tr>
<td>December</td>
<td>($7,473,805.61)</td>
<td>$5,132,685.85</td>
<td>($2,341,119.76)</td>
<td>($1,279,935.22)</td>
<td>45%</td>
</tr>
<tr>
<td>January</td>
<td>($8,506,837.00)</td>
<td>$6,008,013.00</td>
<td>($2,498,825.00)</td>
<td>($1,171,935.00)</td>
<td>53%</td>
</tr>
<tr>
<td>February</td>
<td>($9,797,929.00)</td>
<td>$6,668,251.00</td>
<td>($3,129,678.00)</td>
<td>($1,522,798.00)</td>
<td>51%</td>
</tr>
<tr>
<td>March</td>
<td>($11,163,377.63)</td>
<td>$7,625,019.91</td>
<td>($3,538,357.72)</td>
<td>($1,101,305.77)</td>
<td>69%</td>
</tr>
<tr>
<td>April</td>
<td>($12,394,476.66)</td>
<td>$8,450,676.01</td>
<td>($3,943,800.65)</td>
<td>($1,427,578.63)</td>
<td>64%</td>
</tr>
<tr>
<td>May</td>
<td>($13,624,851)</td>
<td>$9,073,530</td>
<td>($4,551,321)</td>
<td>$1,101,305.77</td>
<td>69%</td>
</tr>
<tr>
<td>June</td>
<td>($14,855,235)</td>
<td>$9,483,000</td>
<td>($5,372,235)</td>
<td>$1,820,685</td>
<td>60%</td>
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Sales Report
## Opportunity Review FY 14-15

<table>
<thead>
<tr>
<th>Proposal Stage</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
<th>13</th>
<th>14</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Opportunities</td>
<td>25</td>
<td>76</td>
<td>117</td>
<td>68</td>
<td>60</td>
<td>41</td>
<td>0</td>
<td>158</td>
<td>41</td>
<td>36</td>
<td>32</td>
<td>51</td>
<td>79</td>
<td>49</td>
<td>833</td>
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<tr>
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<td>2</td>
<td>3</td>
<td>10</td>
<td>10</td>
<td>9</td>
<td>9</td>
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<td>13</td>
<td>0</td>
<td>4</td>
<td>3</td>
<td>7</td>
<td>2</td>
<td>83</td>
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<tr>
<td>--Prospecting Stage</td>
<td>0</td>
<td>7</td>
<td>14</td>
<td>10</td>
<td>2</td>
<td>0</td>
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<td>5</td>
<td>1</td>
<td>0</td>
<td>6</td>
<td>14</td>
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<td>69</td>
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<tr>
<td>--Opportunity Lost or Abandoned</td>
<td>1</td>
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<td>2</td>
<td>3</td>
<td>7</td>
<td>14</td>
<td>0</td>
<td>64</td>
<td>8</td>
<td>3</td>
<td>4</td>
<td>3</td>
<td>9</td>
<td>10</td>
<td>138</td>
</tr>
<tr>
<td>--Opportunity Won</td>
<td>15</td>
<td>30</td>
<td>75</td>
<td>10</td>
<td>41</td>
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<td>9</td>
<td>25</td>
<td>13</td>
<td>21</td>
<td>41</td>
<td>21</td>
<td>363</td>
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<tr>
<td>--Proposal Stage</td>
<td>7</td>
<td>25</td>
<td>7</td>
<td>32</td>
<td>0</td>
<td>3</td>
<td>0</td>
<td>31</td>
<td>2</td>
<td>7</td>
<td>11</td>
<td>5</td>
<td>6</td>
<td>11</td>
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<tr>
<td>--Proposal Negotiation/Review Stage</td>
<td>0</td>
<td>1</td>
<td>9</td>
<td>3</td>
<td>1</td>
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<td>0</td>
<td>0</td>
<td>13</td>
<td>2</td>
<td>0</td>
<td>33</td>
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</tbody>
</table>

*All opportunities opened during fiscal year  **Wins may cross fiscal years  ***Based on current Opportunity status  ****Does not include open enrollment or wins by PM staff
Statewide Close Ratio FY 14-15

<table>
<thead>
<tr>
<th></th>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracts</td>
<td>406</td>
<td>363</td>
</tr>
<tr>
<td>Proposals</td>
<td>739</td>
<td>683</td>
</tr>
<tr>
<td>Close Ratio</td>
<td>55%</td>
<td>53%</td>
</tr>
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</table>
## Close Ratio by Region FY 14-15

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
<th>13</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracts</td>
<td>15</td>
<td>30</td>
<td>75</td>
<td>10</td>
<td>41</td>
<td>15</td>
<td>0</td>
<td>47</td>
<td>9</td>
<td>25</td>
<td>13</td>
<td>21</td>
<td>41</td>
<td>21</td>
</tr>
<tr>
<td>Proposals</td>
<td>23</td>
<td>66</td>
<td>93</td>
<td>48</td>
<td>49</td>
<td>32</td>
<td>0</td>
<td>142</td>
<td>23</td>
<td>35</td>
<td>28</td>
<td>42</td>
<td>58</td>
<td>42</td>
</tr>
<tr>
<td>Close Ratio</td>
<td>65%</td>
<td>45%</td>
<td>81%</td>
<td>21%</td>
<td>84%</td>
<td>47%</td>
<td>0%</td>
<td>33%</td>
<td>39%</td>
<td>71%</td>
<td>46%</td>
<td>50%</td>
<td>71%</td>
<td>50%</td>
</tr>
</tbody>
</table>

*All data reliant upon accuracy of opportunity data entered in Salesforce.
## Companies Served

### FY 14-15

<table>
<thead>
<tr>
<th>Region</th>
<th>2014 - 2015 Companies Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>22</td>
</tr>
<tr>
<td>Northcentral</td>
<td>45</td>
</tr>
<tr>
<td>Northeast</td>
<td>43</td>
</tr>
<tr>
<td>Lafayette</td>
<td>50</td>
</tr>
<tr>
<td>Kokomo</td>
<td>29</td>
</tr>
<tr>
<td>East Central</td>
<td>89</td>
</tr>
<tr>
<td>Wabash Valley</td>
<td>20</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>108</td>
</tr>
<tr>
<td>Richmond</td>
<td>46</td>
</tr>
<tr>
<td>Columbus</td>
<td>51</td>
</tr>
<tr>
<td>Southeast</td>
<td>45</td>
</tr>
<tr>
<td>Southwest</td>
<td>90</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>49</td>
</tr>
<tr>
<td>Bloomington</td>
<td>21</td>
</tr>
<tr>
<td>Statewide</td>
<td>708</td>
</tr>
</tbody>
</table>
### Statewide Corporate College Enrollments

**FY 2014-2015**

<table>
<thead>
<tr>
<th>Region</th>
<th>June 2014 Enrollment</th>
<th>June 2015 Enrollment</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>979</td>
<td>597</td>
<td>-382</td>
<td>-39%</td>
</tr>
<tr>
<td>Northcentral</td>
<td>684</td>
<td>919</td>
<td>235</td>
<td>34%</td>
</tr>
<tr>
<td>Northeast</td>
<td>2,128</td>
<td>2,534</td>
<td>406</td>
<td>19%</td>
</tr>
<tr>
<td>Lafayette</td>
<td>1,284</td>
<td>887</td>
<td>-397</td>
<td>-31%</td>
</tr>
<tr>
<td>Kokomo</td>
<td>1,449</td>
<td>962</td>
<td>-487</td>
<td>-34%</td>
</tr>
<tr>
<td>East Central</td>
<td>1,808</td>
<td>1,647</td>
<td>-161</td>
<td>-9%</td>
</tr>
<tr>
<td>Wabash Valley</td>
<td>852</td>
<td>609</td>
<td>-243</td>
<td>-29%</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>2,964</td>
<td>1,552</td>
<td>-1,412</td>
<td>-48%</td>
</tr>
<tr>
<td>Richmond</td>
<td>376</td>
<td>360</td>
<td>-16</td>
<td>-4%</td>
</tr>
<tr>
<td>Columbus</td>
<td>1,901</td>
<td>1,743</td>
<td>-158</td>
<td>-8%</td>
</tr>
<tr>
<td>Southeast</td>
<td>848</td>
<td>605</td>
<td>-243</td>
<td>-29%</td>
</tr>
<tr>
<td>Southwest</td>
<td>2,122</td>
<td>2,066</td>
<td>-56</td>
<td>-3%</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>1,565</td>
<td>1,238</td>
<td>-327</td>
<td>-21%</td>
</tr>
<tr>
<td>Bloomington</td>
<td>2,546</td>
<td>2,299</td>
<td>-247</td>
<td>-10%</td>
</tr>
<tr>
<td><strong>Statewide</strong></td>
<td><strong>21,506</strong></td>
<td><strong>18,018</strong></td>
<td><strong>-3,488</strong></td>
<td><strong>-16%</strong></td>
</tr>
</tbody>
</table>

* Duplicated enrollment  **Credit and NonCredit  ***Year-to-date
Sales Calls

- Average calls for July = 18/CCE
- Average calls for August = 23/CCE
- Average calls for September = 16/CCE
- Average calls for October = 18/CCE
- Average calls for November = 16/CCE
- Average calls for December = 13/CCE
- Average calls for January = 16/CCE
- Average calls for February = 16/CCE
- Average calls for March = 16/CCE
- Average calls for April = 13/CCE
- Average calls for May = 14/CCE
- Average calls for June = 15/CCE
Update

• Phase I Complete August 4
• Interviewing in four regions and Central Office
  – As of July 24, 81 people have been interviewed
• We have interviewed employees with the following titles:
  – Chancellor
  – Campus President
  – Vice Chancellor of Academic Affairs
  – Director of IT
  – Program Manager
  – Administrative Assistant/Customer Service Assistant
  – System Support Specialist
  – Project Director
  – Director of Workforce Certification
  – Workforce Certification Coordinator
  – Sales Executive
Update

- Identifying best practices and concerns in the following categories:
  - Communication
  - Customer Services
  - Delivery
  - Environment
  - Financial Management
  - Marketing
  - Process
  - People
  - Reporting
  - Sales
  - Strategy
  - Structure
  - Technology
  - Training
Update

• Preliminary Findings
  – Strategy
    • Focus on open enrollment versus contract training
    • Pricing model
    • College-wide consistency
  – Operational Concerns
    • Onboarding and ongoing training
    • Program delivery model
    • Contract management
    • Consistent use of SalesForce
    • FlexReg issues
Timeline

Phase I
Discovery
June – Aug 2015
• Interviews: Regional Central Office Advisory Board Customer • Summarize Findings • Establish Benchmarking Factors

Phase 2
Analysis & Benchmarking
Aug 2015
• Review of Findings and CC Advisory Board Discussion • Discussion with Leadership from other Corporate College Models

Phase 3
Baseline Current Operating Model
August 2015
• Map Current State Processes • Identify Resources • Map Technology

Phase 4
Future State Operating Model
Aug – Oct 2015
• Redesign Processes • Define Roles • Identify Improvements • Plan Milestones, Tasks, Activities • Establish plan ownership
Next Steps

• Complete interviews
• Continue to collect and review data
• Discussions with other community college systems
• Document and disseminate report
GRANTS REPORT

Total Currently Active Grants:

(145) Competitive Grants: $45,925,920
(16) Non-Competitive Grants: $10,802,812
(161) Total Active Ivy Tech Grants: $46,728,732

Ivy Tech currently has 47 pending grant submissions totaling $12,767,299
Of the total, $705,700 is budgeted as indirect costs.

Note: Due to space limitations, only an illustrative sample of awards and submissions are described below.

Grants Awarded During Period (15 - $1,429,479)

- **Northwest** received $257,769 from the U.S. Department of Education for year 4 of its Talent Search program, which identifies qualified individuals from disadvantaged backgrounds and encourages them to complete secondary school and enroll in a program of postsecondary education.

- **Kokomo** received $42,407 from the Pauline Barker Education Trust to support student scholarships, CNC programming, and enhanced welding classes.

- **East Central** received $150,000 from the Ball Brothers Foundation and $6,500 from the Central Indiana Community Foundation to support students in the Associated Accelerated Program (ASAP).

- **Central Indiana** received $168,999 from the Nina Mason Pulliam Charitable Trust to support Year 5 of its Nina Scholars program.

- **Office of the President** received $710,810 from the State of Indiana for Workforce Certification efforts.

Grants Submitted During Period (28 - $11,275,587)

- **Northeast** submitted a proposal to the U.S. Department of Education in the amount of $302,732 to support a new Veteran Center for Success.

- **Lafayette** submitted a $75,000 request to the Alcoa Foundation to support student scholarships.

- **Wabash Valley** submitted a $49,971 request to the Collision Repair Education Foundation for tools and equipment to make over its Collision Repair program.
• **Central Indiana**, in partnership with **Northeast**, requested $250,000 from the JP Morgan Chase Foundation to pilot two accelerated learning programs for adults in these regions.

• **Columbus** submitted a proposal to the National Endowment for the Humanities’ Humanities in the Public Square program in the amount of $62,720, and funding will support enhanced humanities/interdisciplinary coursework in the classroom along with a scholarly conference scheduled for Spring 2016.

• **Southwest** partnered with the Evansville Housing Authority to apply for funding through the Department of Labor’s YouthBuild program. This $388,000 proposal seeks to help meet the increased demand for skilled labor while also serving the needs of low-income young adults from a distressed community.

• **Bloomington** submitted a $309,783 proposal to the National Institutes of Health to enhance the training of radiation therapy students through a three-pronged approach: development of a hybrid curriculum; implementation of the “Proton Therapy Specialist Certificate”; and development of evaluation processes to assess knowledge and skills gained through the new curriculum pieces.

• A total of $6,477,087 was submitted to the Indiana Department of Workforce Development’s **Carl D. Perkins program**, with each region to receive funds to support career and technical education initiatives.

**Proposals Declined During Period (7 - $82,262)**
PRESIDENT’S REPORT

New Employee Introductions for SBOT Meeting (August 2015)

Kelly Murphy
Executive Director of Human Resources
Southern Indiana Region
Supervisor: Rita Shourds, Chancellor
Start Date: 6/8/15

Murphy most recently served on the executive leadership team with the Girl Scouts of Kentuckiana as Human Resources Director. While with the Girl Scouts, she provided strategic guidance and support for over 65 staff members, and managed all aspects of HR for the entire organization. Murphy’s career highlights include HR consulting with Integrity HR and she is licensed in both health and life insurance in Indiana, Kentucky and Ohio.

She holds a Bachelor’s Degree from Indiana University in Public Affairs, and an MBA from Indiana Wesleyan. Murphy has obtained the Professional Human Resource Certification (PHR).
Denis Schinderle  
**Executive Director of Corporate Engagement**  
**Central Indiana Region**  
**Supervisor: Sue Smith, Vice President of Technology Division**  
**Start Date: 4/6/15**

Before joining Ivy Tech, Schinderle spent 18 years as a Program Manager at Raytheon Technical Services Company in Indianapolis. He managed a variety of manufacturing repair and new build projects of Aircraft Armament Equipment for the F/A-18 Aircraft which were funded directly by the US Navy. This equipment consisted of bomb racks, missile launchers, pods, and pylons.

Prior to his role at Raytheon, he was a Government Program Manager for the Naval Air Warfare Center in Indianapolis. He was responsible for leading combined government and industry working groups developing upgrades to the Tomahawk Cruise missile. Schinderle started his career working for the Central Intelligence Agency (CIA) as a digital imagery scientist responsible for assisting in numerous classified projects.

He holds a Master of Arts degree in Geology with a concentration in Remote Sensing from Indiana State University, a Post-Graduate degree in Geology / Remote Sensing from the International Institute for Aerial Survey and Earth Sciences (ITC) located in Enschede, The Netherlands, and a Bachelor of Science degree in Geography / Remote Sensing from Carroll University in Waukesha, WI.