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OFFICIAL NOTICE OF MEETING
IVY TECH COMMUNITY COLLEGE OF INDIANA
STATE BOARD OF TRUSTEES

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 Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana

Wednesday, August 2, 2017

1:00 pm  Executive Session of the State Board of Trustees
The State Trustees will meet in Executive Session at the Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana 46901 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.
(2)(D) The purchase or lease of real property by the Governing Body up to the time a contract or option to purchase or lease is executed by the parties.
(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.

Thursday, August 3, 2017

7:30 am – 8:30 am  Audit Committee

8:30 am- Noon  Board Committee Meetings (open to the public)
The State Trustees will hold the regular committee meetings at the Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana

8:30 am – 9:30 am  Planning and Education
9:30 am – 10:00 am  Building, Grounds & Capital
10:00 am – 10:30 am  Workforce Alignment
10:30 am – 10:45 am  Break
10:45 am – Noon  Budget and Finance

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 Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana to consider and take action on such items as may be brought before them.

Secretary
Dated this 25 July 2017
I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes

   Regular Meeting June 8, 2017

IV. Reports of Board Committees

   a) Executive Committee, Michael Dora, Chair

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

      Resolution 2017-32, Approval Requesting the Ivy Tech Foundation Sell the
      Lung Building in Elkhart Region 2/South Bend

      Resolution 2017-33, Approval of Request to Sell Anderson North Property in
      Alexandria, Region 6/Anderson

      Resolution 2017-34, Approval to Enter into Lease with WorkOne at Noblesville
      Location, Region 8/Noblesville

      Resolution 2017-35, Approval to Enter into Lease with Indiana University for
      Space Located in the New Art and Science Building on the Indiana University
      Northwest Campus Region 1/Gary

      Resolution 2017-36, Approval of Contract with Hagerman, INC. for
      Construction Manager as Constructor (CMC) Services for 2017-2019 Capital
      Project at Kokomo Main Campus

      Resolution 2017-37, Approval of Contract with pepper Construction for
      Construction Manager as Constructor (CMC) Services for 2017-2019 Capital
      Project at Muncie Campus Locations

   c) Budget and Finance Committee, Jesse Brand, Chair

      Resolution 2017-38, Approval of a Contract for Statewide Digital Advertising
      with Statwax
Resolution 2017-39, Approval of a Three-Year Agreement with Hobsons, INC. to Provide the College with Academic Advising Software

Resolution 2017-40, Resolutions 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 U

Resolution 2017-41, Resolutions of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Executive Committee of the Board of Trustees to Authorize the Issuance of One of More Series of Student Fee Bonds for the Purpose of Financing New Projects

Resolution 2017-42, Formation of Ivy Ventures, INC., a non-profit public benefit corporation

d) Planning and Education Committee, Kaye Whitehead, Chair

e) Audit Committee, Stewart McMillian, Chair

f) Workforce Alignment Committee, Darrel Zeck, Chair

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

VI. State of the College, Sue Ellspermann, PhD President

VII. Old Business

VIII. New Business

Resolution 2017-43, Reappointment and Appointment of Regional Trustees ~ Southern Indiana

Resolution 2017-44, Appointment of Regional Trustee~ Wabash Valley

IX. Adjournment
Chair Michael Dora called the June 8, 2017 regular meeting of the State Board of Trustees to order at 1:00 pm at the South Bend Campus, 220 Dean Johnson Blvd, South Bend, Indiana

ROLL CALL

Trustee Darrel Zeck called the roll and the presence of a quorum was announced.

The following State Trustees were present:

Mr. Michael R. Dora, Chairperson
Mr. Terry Anker
Mr. Jesse Brand
Mr. Larry Garatoni
Mr. Steve Schreckengast
Ms. Kaye H. Whitehead
Mr. Darrel Zeck

The following State Trustees were unable to attend:

Ms. Paula Hughes, Vice Chair
Ms. Lillian Sue Livers, Secretary
Mr. Lee J. Marchant
Mr. Stewart McMillan
Ms. Kimra Schleicher

Student Representatives:
Ms. Trisha Norfleet
Ms. Terri Sanders

A. 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 7, 2017 at 1:00 pm at 220 Dean Johnson Blvd, South Bend, Indiana

Members present were: Mr. Michael Dora, Mr. Jesse Brand, Mr. Larry Garatoni, Mr. Stewart McMillan, Mr. Steve Schreckengast, and Mr. Darrell Zeck

Members absent were: Ms. Paula Hughes, Ms. Lillian Sue Livers, Mr. Lee J. Marchant, Ms. Kimra Schleicher, and Ms. Kaye H. Whitehead
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.

B. NOTICES OF MEETING MAILED AND POSTED:

Trustee Darrel Zeck serving as secretary confirmed that notices of the June 8, 2017, regular meeting were properly mailed and posted.

C. APPROVAL OF BOARD MINUTES:

Trustee Larry Garatoni moved for approval of the minutes of the April 6, 2017, regular board meeting. Trustee Jesse Brand seconded the motion and the motion carried unanimously.

D. COMMITTEE REPORTS:

Item 1 Chair Michael Dora reported that the Executive Committee met, and were provided updates on ongoing legal matters, employee issues and updates on President’s job performance

Item 2 Chair Michael Dora called upon Trustee Schreckengast, Chair of the Committee, to give the Building, Grounds and Capital Committee Report. Trustee Schreckengast reported four action item for approval.

Trustee Schreckengast moved for approval of

Resolution 2017-14, Authorize the College to Submit a Request to Proceed with the Renovation Projects of up to $2,952,000, Region 7/Terre Haute Indiana

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

**Resolution 2017-15**, Authorize the College to Submit a Request to Proceed with the Renovation & Construction Project of up to $43,169,360 Region 5/Kokomo Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-16**, Authorize the College to Submit a Request to Proceed with the Construction & Renovation Project of Up to $43,027,234, Region 6/Muncie Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-17**, Approval of Contract with American StructurePoint, Inc, for Architecture & Engineering Services for 2017-2019 Capital Project at Kokomo Main Campus, Region 5/Kokomo Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-18**, Approval of Contract with Ratio Architects, Inc. for Architecture & Engineering Services for 2017-2019 Capital Project at Muncie Main Campus Locations, Region 6/Muncie Indiana

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

The committee received an update on the proposed timeline for bringing on Construction Manager as Constructor (CMc) and the financial strategy for funding capital projects approved in 2017-2019 biennium. We also received an introduction to Jon Barefoot, New Executive Director of Statewide Safety & Security.

**Item 3** Chair Dora called upon Trustee Jesse Brand, Chair of the Committee, for a report from the Budget and Finance Committee. Trustee Brand reported there were five action items to be considered by the Finance committee. We did receive an update on employee benefits, consumable fees along with foundation and grants.
Trustee Brand moved for approval of

**Resolution 2017-19,** Approval of a Three-Year Agreement Volume EES License Agreement with Microsoft Reseller SHI (formerly Software House International)

Trustee Anker seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-20,** Approval of a Three-Year Agreement with Dell Marketing, L.P. to Provide the College with Computing and Peripheral Equipment

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-21,** Approval of a One-Year Agreement with Oracle America, Inc. to Provide the College with the Database Required for Banner

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-22,** Approval of the Student Fees Rates for Fiscal Years 2018-2019

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-23,** Approval of the College 2017-2018 Fiscal Year Operating Budget

Trustee Zeck seconded the motion, and the motion carried unanimously

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**Item 4** Chair Dora called upon Trustee Kaye Whitehead, Chair, for a report from the **Planning and Education Committee.** Trustee reported there is four action items for approval.

Trustee Whitehead moved for approval of
Resolution 2017-24, Approval to Enter into a Statement of Work for Student Coaching Programs, Office of the President/Statewide

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

Resolution 2017-25, Approval of Degree Programs

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

Resolution 2017-30, Approval of Degree Program

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

Resolution 2017-31, Approval of Degree Program

Trustee Garatoni seconded the motion, and the motion passed unanimously

Steve Tincher specifically addressed the proposal to establish a new Associate of Science in Psychology. The degree would provide an educational pathway in psychology beginning at the community college. Job placement is recognized at the minimum of a bachelor degree with a graduate degree needed for many of the psychology related professional positons. The proposed AS in Psychology is a Single Articulation Pathway (TSAP) degree. TSAPs were initiated by legislation and are coordinated by the Indiana Commission for Higher Education. A workforce alignment analysis was also reviewed.

Sue Smith presented a proposal to establish a separate Associate of Applied Science degree in Diesel Technology. Currently the certificates in the diesel area link to the Associate of Applied Science in Automotive Technology. A workforce alignment analysis for the proposed Associate of Applied Science in Diesel Technology was also reviewed.

Aaron Baute also presented a proposal to establish a separate Associate of Applied Science degree in Fire Science. Currently the Fire Fighter certificate links to the Associate of Applied Science in Automotive
Technology. A workforce alignment analysis for the proposed Associate of Applied Science in Fire Science was also reviewed.

Aaron also presented a proposal to establish a separate Associate of Applied Science degree in Environmental Health and Safety. Currently the Environment Certificate links to the Associate of Applied Science in Public Safety. A workforce alignment analysis for the proposed Associate of Applied Science in Fire Science was also reviewed.

Sue also presented a proposal to establish an Associate of Applied Science in Professional Flight. Currently Ivy Tech offers a Certificate in Aviation Operations and a Technical Certificate in Aviation Flight. The Associate of Applied Science in Professional Flight degree is built from these two degrees and provides the additional programming to produce trained, qualified pilots to address the emerging needs in the aviation industry. This degree is workforce aligned and in response to industry demand.

The Aviation Technology Flight Technical Certificate at Ivy Tech is a general Aviation Technology Technical Certificate focused on flight and piloting a single engine aircraft in the field of Aviation Technology. There are currently three Aviation Technology Programs being offered at the Ivy Tech Columbus Campus; 1.) Aviation Technology Flight Certificate, 2.) Aviation Technology Flight Technical Certificate, and 3) Aviation Technology Management Associate of Applied Science degree.

Dr. Cory Clasemann-Ryan presented an update on InsideTrack coaching. The retention rate for 21st Century Scholar students continues to exceed the historical average, with coaching for the 16-17 year having also been expanded to all first-time, non-Scholar African American students statewide. A new pilot will be conducted during the upcoming year coaching online students through InsideTrack’s Strong Start program.

Dr. Kara Monroe provided an update on the IvyLearn roll out. IvyLearn is the College’s new Learning Management System. The transition from the College’s previous learning management system to IvyLearn was completed in just five months. This included over 1000 hours of training and the migration of twenty-six terabytes of content – mostly by individual instructors and instructional designers. The College’s faculty and staff are to be commended for the incredibly hard work done to complete this monumental undertaking.

Anne Valentine and Kara Monroe provided an update on the College’s Structured Scheduling initiative. The Structured Scheduling project began
with identifying student goals and needs through a survey that touched more than 4800 students. Faculty and staff built on this data and their own experience using the Simplex methodology to identify the problem to be solved and develop potential solutions. From that process, four work paths emerged to address the need for structured scheduling for students.

First, is the development of structured schedules in several key programs at a small number of campuses. Initial program selections were guided in each region by the workforce needs of the region and focus on those program areas where the region has high need and available capacity to serve students (i.e. Quadrant 1 programs). Four regions: Central Indiana, Northwest, Bloomington, and East Central will develop structured schedules in three or more pilot programs each. The focus for these initial pilots is on building a toolkit for other regions and other programs to use as they build out structured schedules in future programs. The first round of programs will launch Spring 2018.

The other three work paths identified through the Simplex model likely dovetail with the development of the pilot programs, but may also have standalone implications for the College’s broader development of structured schedules. Those additional work paths are development of metrics and dashboards to aid campuses as they schedule classes; to continue to investigate alternatives to the traditional sixteen week class delivery and to address sequencing issues from the start of each pilot.

Kelsey Batton: We received an update on summer enrollment numbers. As of Sunday, overall revenue generating enrollment for the College is 9 percent lower than last summer, as around 3,000 less students are taking classes this summer term than last summer term. We saw a decrease in guest students due to IU Bloomington not accepting a course that we’ve seen hundreds of students take at Ivy Tech in the past.

Our statewide digital campaign will continue to run through the summer and drive numbers for fall. Early indicators show success with ad clicks, applications and program engagement on the website.

Item 5
Chair Dora called upon Trustee Brand, Committee Member, for a report from the Audit Committee. Trustee Brand reported there are no action items from the Audit Committee. We discussed the exit conference related to the federal compliance audit that took place in February. As part of the discussion of the federal compliance audit, it was noted that this was the
6th consecutive year where there were no federal findings. We discussed the reports to the confidential hotline and an update on pending litigation. Reviewed and approved the estimated Internal Audit Department budget for fiscal year 2017-18. 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 2016-17, 2017-18 and the three-year audit plan, the Enterprise Wide Risk Assessment performed by Clifton Larson Allen. Reviewed internal audit reports that had been issued since our last meeting.

Item 6

Chair Dora called upon Trustee Zeck, Chair of the Committee, for a report from the Workforce Alignment Committee. Trustee Zeck reported there were no action items for the board to consider. Trustee Zeck reported the committee heard updates on:

- **Four Quadrants Update**
  - Plans being developed in each region
  - Increase enrollment in Quadrant 1 programs
  - Evaluate resource and facilities allocation
  - Increase employer engagement
  - Align K-12 outreach & dual enrollment
  - Targeted marketing of Quadrant 1 programs

- **Advanced Manufacturing - Apprenticeships**
  - Proven best strategy for training highly skilled professionals
  - High completion and retention rates; Certification and degree credential outcomes
  - Plan to Increase Registered Apprenticeships
  - Meet strategically with employers in all sectors to develop and register programs
  - Need to dispel myths about apprenticeships & youth apprenticeships
  - Remove barriers of union stigma and registration difficulty

- **Information Technology**
  - Infosys
    - Ivy Tech planning to partner with IT multinational Infosys to create an intern and graduate pipeline to supply a large number of their 2000 new IT jobs by 2021 commitment
    - Cybersecurity and IT Support will be the primary focus but likely all Ivy Tech IT programs could be incorporated into the Infosys partnership due to the
technology services & consulting business model of Infosys

Noblesville Innovation Center

For the K-12 to Ivy Tech pipeline there will be aggressive IT recruitment and enrollment statewide in 2018; test pilot in Noblesville in Hamilton County in Fall 2017

Noblesville Campus already aligned with Hamilton County High Schools to provide high demand and high wage IT industry certifications……in High School!

Plan supported and funded from vast array of partners including Ball State, Hamilton County School Superintendents, DWD, IT companies like Cisco and Oracle, private industry, non-profits, etc.

Supply Chain and Logistics

CDL+

Challenge
CDL is one of the highest demand jobs in the state
Training is cost prohibitive for students
Career entry is restrictive for those under the age of 21 or those without experience

Opportunity
Create a solution that is better funded and addresses the minimum age and experience requirements

Plan
Create CDL+ training program in conjunction with DWD and Conexus for academic credit
Track students to demonstrate value of training to Insurance Standards Organization to ease insurance restrictions for 18-21 year olds and those will little to no experience

Outcome/Metric
CDL completions against state demand
Safety record of cohorts

Health Care

Achieve Your Degree

2nd statewide agreement signed with Cardon & Associates
AYD receives endorsement from Indiana Assisted Living Association
272 licensed facilities; 30+ additional facilities pending
Need for Practical Nursing, leading to training for other roles
Current Discussions with St. Vincent Health
General Studies to Medical Assisting Direct Admission
Summer program in Central Indiana for up to 20 students
Hybrid Online/Classroom Model for CNA Training
Fort Wayne & Wabash Pilot
Nursing Program FAQs for High School Students
Pre-Nursing Studies Certificate
Bridge from CNA to Nursing programs
Practicing CNAs have 5/17 credits toward certificate
Dual credit and CTE pathway
Workforce credential

CHE Meeting update on the presentation made, we are in the right direction without completion rates but have a ways to go

E. TREASURER'S REPORT:

Chair Dora called upon Senior Vice President Chris Ruhl for the Treasurer’s Report

Fiscal Year 2017 through May 31 (9 months)

Income
$13.7 million below budget due to decline in enrollment
State appropriation ion budget
Investment and other income modestly above budget
Total Revenue – 1% vs prior year and $10.2 Million below budget

Expenses
Salaries and benefits are 1% higher than prior year; slightly below budget
Total expenses are 0.8% higher than prior year. Expenses were budgeted to increase 3% as compared to 2016. Thus, expenses are below budget by approximately $25 million; driven primarily by S&E, utilities and leases

Year end
Projecting operating surplus of $10 million/2.2%
Operating surplus enables long-term liabilities to remain fully funded. E.g. compensated absences, pensions and retiree health
Plan to retire energy conservation savings note of $1.5 million
Four (4) regions likely to miss budget. Seven (7) breakeven. Three (3) regions, OIT and the Office of the President will generate modest operating surpluses

Looking forward
Strongest financial position in College history
Unrestricted net assets have tripled over the past decade
Long term debt has declined $75 million over the last five years
Long term liabilities are 100% funded
Well positioned as we proceed with new strategic plan and organizational structure

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

Trustee Brand seconded the motion, and the motion carried unanimously.
F. **STATE OF THE COLLEGE**

Chair Dora called upon President Ellspermann for State of the College. President Ellspermann mentioned May-Our Month of Celebration graduating an estimated 20,000 graduates. Providing an Enrollment Overview, Express Enrollment Events on June 24, Regions on-site at K-12 and Community Events, Digital Campaign targeting specific audiences such as guests, dual credit seniors, non-returns. We are finding challenges in enrollment, supporting student from start to finish and filling high-demand, high wage jobs with this are many opportunities to focus on enrollment services and student support, Employers need employees in middle skill jobs, promoting certificates and degrees, data driven decisions for quadrant analysis and aligning campus and communities.

The Student Government Association (SGA) selects a topic of issue that is relevant to student in all regions, research’s the topic throughout the year and offers recommendations to College Administration. **Current Legacy Project is Wrap – Around Services:** A comprehensive range of services to support student success by removing external barriers. This includes the College providing, locating, partnering, coordinating, and assisting students to access services that are aligned with uplifting them, allowing a more clear focus on academic success. **SGA provided recommendations:** Establish a college-wide, wrap-around services committee and include the student voice, Define a minimum baseline of wrap-around services to be made available to all students regardless of the region they attend classes, Develop a wrap-around service implementation plan with a timeline to guide future action and inform the college community on next steps and progress, Explore national best practices regarding wrap-around services, Develop a college-wide communication plan to inform students about the services that are available. Develop and implement strategies to reduce the negative stigma student’s associate when asking for help and/or utilizing wrap-around services.

**Project Early Success Round Two Updates:** Round 2 (Initial launch in Fall 2016), adjusted metrics from fall based on feedback from regions, measured both participation by region in project and impact on students, Wabash Valley top region for Spring 2017, and next round Fall 2017 due to large guest student population in summer.

**Through a new Strategic Plan, we hope to:** Communicate our mission, vision and values with clarity to stakeholders, align daily operations with strategy, and prioritize key objectives and initiatives to narrow the focus around student success and workforce alignment and measure progress toward the College’s goals.

**Several teams have been established to facilitate the process:** Process planning team to ensure the activities are moving according to the timeline and that the appropriate people are engaged, strategic planning team which is charged with developing the plan, President’s Advisory Council of key constituents (students, faculty and staff) to provide input from stakeholder groups throughout the process and trained facilitators to help gather information from stakeholders. Next Steps: **Strategic planning team** consisting of the Executive Council and currently developing vision, mission, values and goal for consideration, President’s Advisory Council, Meets again in September and December to review the work being done, Vetting process, begins with Discipline Dialogue Day on August 10 with the “wet cement” version and continues through September, **Plan finalized in December of 2017**
G. OLD BUSINESS

Chair Dora called for old business, and there was none.

H. NEW BUSINESS

Chair Dora called for new business.

Trustee Zeck moved for approval of:

Resolution 2017-26, Approval of Student Representative Liaisons to the Ivy Tech State Trustees

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

Trustee Brand moved for approval of:

Resolution 2017-27, Reappointment of Regional Trustees ~ Columbus

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

Trustee Whitehead moved for approval of:

Resolution 2017-28, Reappointment of Regional Trustees ~ Southeast

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

Trustee Zeck moved for approval of:

Resolution 2017-29, Appointment of Regional Trustee ~ Wabash Valley

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

Chairman Dora appointed nominating Committee for the election of officers for 2017-2018 Fiscal Year those members are Steve Schreckengast, Kaye Whitehead and Larry Garatoni.

ADJOURNMENT

With no further business to come before the Board, Chairman Dora adjourn the meeting.
STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

_______________________________
Michael Dora, Chairman

_______________________________
Lillian Sue Livers, Secretary

Dated June 9, 2017
Prepared by Gretchen L. Keller, Recording Secretary
RESOLUTION NUMBER 2017-32

WHEREAS, Community Enterprises Properties, LLC, the Ivy Tech Foundation, Inc.’s member managed limited liability company (“Ivy Tech Foundation”), is the owner of a building located at 2521 Industrial Parkway in Elkhart (“Lung Building”), and

WHEREAS, the Lung Building was acquired by gift from the Community Foundation of Elkhart County (“Community Foundation”) in early 2011, and

WHEREAS, the Community Foundation had received the Lung Building from the family of Mervin and Dorothy Lung, and

WHEREAS, the College no longer has need for the space in the Lung Building to be used by the College and has requested the Ivy Tech Foundation list the property for sale, and

WHEREAS, the Ivy Tech Foundation has received an offer to purchase the Lung Building for the amount of $995,000.00, and

WHEREAS, the Regional Board for the North Central Region has approved the sale of the Lung Building for this price, and

WHEREAS, pursuant to the donation agreement entered into by the Ivy Tech Foundation and the Community Foundation of in the fall of 2010, the property can be sold and the proceeds used for the benefit of students attending the Elkhart campus, and

WHEREAS, the North Central Region will work with the Community Foundation and Dorothy Lung and/or representatives of Dorothy Lung on specific use of the funds for the Elkart Campus, including consideration of all or a portion of the funds to be used for the Mervin and Dorothy Lung Scholarship Account, and

WHEREAS, before approving the sale of the property the Ivy Tech Foundation Board requires the State Trustees approve and request that the property be sold for the offered price.

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby request that the Ivy Tech Foundation Board of Directors approve the sale of the Lung Building for the sales price of $995,000 and used for the benefit of students attending the Elkhart Campus.

State Trustees
Ivy Tech Community College of Indiana

Michael Dora, Chairman

Dated August 3, 2017
Lillian Sue Livers, Secretary
RESOLUTION NUMBER 2017-33

WHEREAS, Ivy Tech Community College owns real estate located at 6061 North State Road 9, Alexandria consisting of 4.887 acres and a building of 8,035 square feet (“Property”), and

WHEREAS, the College acquired the Property in a land swap in which the College transferred ownership in land located near the College’s 53rd Street Campus in Anderson in exchange for the Property, and

WHEREAS, the East Central Region administration has determined that the Property is not needed for any purposes of the College and it would be advantageous for the College to sell the Property to reduce the maintenance and costs associated with the continued use of the Property, and

WHEREAS, the College has received an offer to purchase the Property for $250,000, and

WHEREAS, the Region 6/East Central Region Board of Trustees has reviewed the request of the Regional administration to dispose of the Property and Regional Trustees recommend that the State Trustees approve the sale of the Property.

NOW THEREFORE BE IT RESOLVED, that it will serve the best interests of Ivy Tech Community College to dispose, sell and convey the Property for the offered price of $250,000, and

FURTHER BE IT RESOLVED, the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to execute the necessary documents to convey the Property after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Michael Dora, Chairman

__________________________________
Lillian Sue Livers, Secretary

Dated August 3, 2017
APPROVAL TO ENTER INTO LEASE WITH WORKONE AT NOBLESVILLE LOCATION, REGION 8/NOBLESVILLE

RESOLUTION NUMBER 2017-34

WHEREAS, Ivy Tech Community College (“College”) leases space at the Noblesville campus to third parties whose mission and services are complimentary to the College, and

WHEREAS, InterLocal Association (d/b/a WorkOne) has been leasing space at the Noblesville campus and would like to increase their space within the building from 1,000 square feet to 6,452 square feet, and

WHEREAS, the lease term would be four (4) years and the rent amount will be $50,778 to be paid annually, 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 with rent in the amount of $50,778 annually for the term of 4 years with InterLocal Association (dba WorkOne) after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Michael Dora, Chairman

__________________________________
Lillian Sue Livers, Secretary

Dated August 3, 2017
RESOLUTION NUMBER 2017-35

WHEREAS, In 2013 the State Budget Committee combined a capital funding request from Indiana University (“IU”) and Ivy Tech for the construction of an Arts and Science Building in Gary Indiana, and

WHEREAS, $45 million in funding was approved for the joint project and the building has been built and is owned by IU and will be operated by IU, and

WHEREAS, Ivy Tech will lease space in the building with being determined by the costs of operating and maintenance of the building on a pro rata basis, and

WHEREAS, Ivy Tech will occupy _________ square feet of dedicated space in the building, and

WHEREAS, an estimated annual operating lease amount of $_________________ to be paid to IU in equal monthly installments $____________, and

WHEREAS, the cost of the operating lease will be reconciled and adjusted to reflect actual operating costs on an annual basis, and

WHEREAS, the lease term is for four (4) years with renewal options for five (5) successive 4 year terms, and

WHEREAS, the lease term exceeds two years and therefore requires approval by the State Board of Trustees.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the lease with Indiana University in the amount of $__________, with a lease term of four (4) years with renewal options for five (5) successive four year terms 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 lease after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Michael Dora, Chairman

__________________________________
Lillian Sue Livers, Secretary

Dated August 3, 2017
RESOLUTION NUMBER 2017-36

WHEREAS, the Kokomo Renovation and Addition project approved in 2017-2019 biennium capital budget includes an addition to two current buildings and renovation to four buildings on the Kokomo Campus, and

WHEREAS, the total estimated cost for the project is $43,163,360, and

WHEREAS, after an evaluation process and staff review, Hagerman, Inc. has been selected as the preferred bid for construction manager as constructor (CMc) services in the amount of $2,670,654, and

WHEREAS, the bid process has been completed in accordance with Indiana law related to Construction Manager as Constructor (CMc) practices, 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 Hagerman, Inc. in the amount of $2,670,654, 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

________________________
Michael Dora, Chairman

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Lillian Sue Livers, Secretary

Dated August 3, 2017
APPREOVAL OF CONTRACT WITH PEPPER CONSTRUCTION FOR CONSTRUCTION MANAGER AS CONSTRUCTOR (CMC) SERVICES FOR 2017-2019 CAPITAL PROJECT AT MUNCIE CAMPUS LOCATIONS

RESOLUTION NUMBER 2017-37

WHEREAS, the Muncie Construction and Renovation project approved in 2017-2019 biennium capital budget includes an addition to Cowan Road, Renovation and Construction at Downtown location, and

WHEREAS, the total estimated cost for the project is $43,027,234, and

WHEREAS, after an evaluation process and staff review Pepper Construction has been selected as the preferred bid for construction manager as constructor (CMC) services in the amount of $2,472,491, and

WHEREAS, the bid process has been completed in accordance with Indiana law related to Construction Manager as Constructor (CMC) practices, 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 Pepper Construction in the amount of $2,472,491, 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

__________________________
Michael Dora, Chairman

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Lillian Sue Livers, Secretary

Dated August 3, 2017
APPROVAL OF A CONTRACT FOR STATEWIDE DIGITAL ADVERTISING WITH STATWAX

RESOLUTION NUMBER 2017-38

WHEREAS, the College desires to continue to maximize targeted digital marketing opportunities with the goal of increasing inquiries and applicants to the College, and

WHEREAS, the College will benefit from partnering with an Indiana agency with expertise in the field to purchase digital media and maximize buying power and optimization, and

WHEREAS, during the spring of this year College staff reviewed Indiana companies that specialize in digital media and piloted digital buying with Statwax,

WHEREAS, based on this review College staff recommends entering into an annual agreement with Statwax, to manage digital media buying and

WHEREAS, the costs to the College associated with this agreement and utilizing Statwax in purchasing digital media advertising shall not exceed $2,000,000 per fiscal year, and

WHEREAS, a review of the partnership will take place by March 31st of each year and if both parties agree the partnership may be extended through the next year and this review process shall happen each year;

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, or her designee, to execute an agreement with Statwax, with the costs associated with the agreement and the purchasing of digital media advertising not to exceed $2,000,000 per fiscal year, after review by the College’s General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Michael Dora, Chairman

__________________________________
Lillian Sue Livers, Secretary

Dated: August 3, 2017
RESOLUTION NUMBER 2017-39

WHEREAS, the College will enter into a three-year Agreement with Hobsons, Inc., to provide the College with academic advising software;

WHEREAS, the current software solution agreement with Hobsons, Inc. expires on September 30, 2017;

WHEREAS, the College has successfully negotiated a new agreement with Hobsons, Inc. for Starfish Retention Solutions; this technology is fundamental to the academic advising process;

WHEREAS, based on the negotiations with Hobsons, Inc., the Office of Technology has determined that the price the College negotiated with Hobsons, Inc. is the lowest possible cost to the College for the software that will meet the College’s ongoing needs;

WHEREAS, the term of this new Agreement would be three years commencing on October 1, 2017 and continuing through September 30, 2020 for a cost not to exceed $1,100,000;

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 enter into a three-year Agreement with Hobsons, Inc. to provide the College with academic advising software consistent with the terms described above after the Agreement has been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________
Michael Dora, Chairman

__________________________
Lillian Sue Livers, Secretary

Dated: August 3, 2017
RESOLUTIONS 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 U

RESOLUTION NUMBER 2017-40

WHEREAS, The Trustees of Ivy Tech Community College of Indiana (the “College”) has full power and authority under and by virtue of the laws of the State of Indiana (the “State”), including Indiana Code 21-34-6 through 10 and Indiana Code 5-1-5 (collectively, the “Act”), to issue bonds secured by student fees, for the purpose of financing and refinancing educational facilities authorized under the Act; and

WHEREAS, the College has heretofore executed and delivered to U.S. Bank National Association (as successor to National City Bank of Indiana), as trustee (the “Trustee”), a Trust Indenture dated as of November 1, 1985, which has previously been supplemented and amended (the “Indenture”), for the purpose of securing its student fee bonds issued from time to time thereunder; and

WHEREAS, the Indenture authorizes the issuance of additional student fee bonds by the College to provide funds for any lawful purpose under the Act, including the refunding of all or a portion of its outstanding student fee bonds; and

WHEREAS, the State Board of Trustees (the “State Board”) now desires to authorize the advance refunding, in whole or in part and in one or more series, of its remaining Ivy Tech Community College Student Fee Bonds, Series L (the “Series L Bonds”); and

WHEREAS, there has now been submitted to this State Board a form of Eighteenth Supplemental Indenture (the “Eighteenth Supplemental Indenture”), a form of Escrow Deposit Agreement (the “Escrow Agreement”), the form of Bond Purchase Agreement (the “Bond Purchase Agreement”), and a form of preliminary Official Statement (the “Official Statement”), all in connection with the issuance of the Ivy Tech Community College Student Fee Bond or Bonds, Series U (the “Series U Bonds” or “Bonds”);

NOW, THEREFORE, BE IT RESOLVED by this State Board as follows:

Section 1. The issuance of the Series U Bonds by the College on the terms and conditions set forth in the Eighteenth Supplemental Indenture is hereby authorized. The Series U Bonds shall be designated “Ivy Tech Community College Student Fee Bonds, Series U,” with such additions thereto or deletions therefrom as the officer executing the same shall approve. The Series U Bonds shall be issued in an aggregate principal amount that does not exceed the amounts necessary to defease the Series L Bonds to be refunded, plus amounts necessary to provide money for debt service reserves, credit enhancement or other costs incidental to the issuance of the Series U Bonds. The Series U Bonds shall be issued in the form and upon the terms and conditions, at the rate or rates of interest and in the authorized denomination set forth in the Eighteenth Supplemental Indenture and acceptable to the Treasurer or the Assistant Treasurer.

Section 2. The true interest cost of the Series U Bonds shall not exceed [4.25%] with a maximum aggregate underwriters’ discount of 1.0%, together with original issue discount or premium, if any, as permitted by law, and with such serial or term maturities and redemption features as the executing officers shall approve. The final maturity of the Series U Bonds shall not extend beyond July 1, 2027. The College will enter into a contract of purchase for the Series U Bonds (the “Bond Purchase Agreement”) with the financial institution(s) listed in Exhibit A hereto (the “Underwriter”).
Section 3. The Treasurer or the Assistant Treasurer shall make necessary findings required by statute, on behalf of this State Board, that (i) the Series U Bonds, as issued, shall produce a net savings to the College, and (ii) the term of the Series U Bonds shall not extend beyond the term of the Series L Bonds.

Section 4. The Eighteenth Supplemental Indenture is approved, in substantially the form submitted to this State Board. The Chairman or Vice Chairman of the College are, and each of them is, hereby authorized to execute and deliver, and the Secretary or Assistant Secretary of the College are, and each of them is, hereby authorized to attest the signature of and, if required, to affix, imprint, engrave or otherwise reproduce the corporate seal of the College on, the Eighteenth Supplemental Indenture, in substantially the form submitted to this State Board, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 5. The Treasurer or the Assistant Treasurer of the College is hereby authorized, to prepare the bond forms, as approved by this State Board, required for use in the issuance of the Series U Bonds, and to cause the same to be executed manually or by facsimile by the proper officers of the College as provided in the Eighteenth Supplemental Indenture. Upon execution of the Series U Bonds, the Treasurer or the Assistant Treasurer of the College shall deliver the Series U Bonds to the Trustee for authentication and, upon authentication, the Treasurer or the Assistant Treasurer is authorized and directed to deliver the Bonds, upon payment of the purchase price, to the Purchasers.

Section 6. The Bond Purchase Agreement is approved in substantially the form as submitted to this Board. The Chairman, Vice Chairman, Treasurer or the Assistant Treasurer of the College are, and each of them is, hereby authorized to execute and deliver the Bond Purchase Agreement, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and deliver thereof.

Section 7. The Escrow Agreement for the Series U Bonds, providing for the defeasance of the Series L Bonds to be refunded until the first call date thereof, between the College and the trustee bank serving in the capacity as Escrow Trustee, is approved in substantially the form submitted to this State Board. The Chairman, Vice Chairman, Treasurer or the Assistant Treasurer of the College are, and each of them is, hereby authorized to execute and deliver, and the Secretary or Assistant Secretary of the College are, and each of them is, hereby authorized to attest the signature of and, if required, to affix, imprint, engrave or otherwise reproduce the corporate seal of the College on the Escrow Agreement, in substantially the form submitted to this State Board, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 8. The Official Statement is approved in substantially the same form as such document utilized in connection with the issuance of the Series T Bonds, with appropriate changes and modifications to reflect series designation, and is made a part of these Resolutions as if fully set forth herein. The Treasurer or Assistant Treasurer of the College are each hereby authorized and directed to make those changes in form or substance as are necessary or appropriate, to authorize the distribution of a preliminary Official Statement, to deem an Official Statement to be final or nearly final for purposes of applicable Securities and Exchange Commission rules, to execute and deliver the form or any final Official Statement with those changes in form or substance that the Treasurer (or Assistant Treasurer) shall approve, and to cause copies of the preliminary and final Official Statements to be provided to those prospective purchasers, investors and other persons as he may deem advisable in order to market the Series U Bonds, and any such prior actions are hereby ratified and confirmed.

Section 9. As alternatives to the public offering of Series U Bonds described in paragraphs 2 through 8 above, the State Board hereby authorizes the private placement of a Series U Bond or Bonds, with Barclays Capital, Inc. serving as the placement agent.
The Treasurer or the Assistant Treasurer is authorized to use his or her best judgment regarding the most beneficial method for the issuance of a Series U Bond or Bonds, giving due consideration to all relevant circumstances, either through a public sale or private placement with Barclays Capital, Inc. serving as the placement agent, each as described in this Resolution.

If the private placement method described in (ii) above is selected as the method of issuing the Series U Bond or Bonds, the State Board authorizes the conversion of the Bond Purchase Agreement, which is approved in Section 5 herein, into a bond placement agreement, and the conversion of the Official Statement, which is approved in Section 8 herein, into a Private Placement Memorandum, in substantially the form submitted to this State Board.

The Chairman, Vice Chairman, Treasurer, Assistant Treasurer, Secretary, Assistant Secretary, or any staff of the College directed by the officers of the College are, and each of them is, hereby authorized and directed to execute and deliver the documents described in paragraphs 5 through 8 above, any agreements, certificates or instruments, including a Supplement to a Continuing Disclosure Undertaking Agreement, or to do any other acts necessary or convenient in order to complete each and either of the transactions contemplated by this Resolution, the Bond Purchase Agreement, the Escrow Agreement and the Eighteenth Supplemental Indenture. The Secretary and Assistant Secretary are authorized to certify to any minutes, resolutions or other official records of this Board or the College.

State Trustees  
Ivy Tech Community College of Indiana

______________________________  
Michael Dora, Chairman

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Lillian Sue Livers, Secretary

Dated August 3, 2017
RESOLUTIONS OF THE
STATE BOARD OF TRUSTEES OF
THE TRUSTEES OF IVY TECH COMMUNITY COLLEGE OF INDIANA
AUTHORIZING THE EXECUTIVE COMMITTEE OF
THE BOARD OF TRUSTEES TO
AUTHORIZE THE ISSUANCE OF ONE OR MORE SERIES OF
STUDENT FEE BONDS FOR THE PURPOSE OF
FINANCING NEW PROJECTS

RESOLUTION NUMBER 2017-41

The Trustees of Ivy Tech Community College of Indiana (the “College”) has full power and authority under and by virtue of the laws of the State of Indiana (the “State”), including Indiana Code 21-34-6 through 10 and Indiana Code 5-1-5 (collectively, the “Act”), to issue bonds from time to time in order to acquire, construct, renovate and equip various facilities of the College; and

WHEREAS, the College has heretofore executed and delivered to U.S. Bank National Association (as successor to National City Bank of Indiana), as trustee (the “Trustee”), a Trust Indenture dated as of November 1, 1985, which has previously been supplemented and amended (the “Indenture”), for the purpose of securing its Student Fee Bonds, as issued from time to time; and

WHEREAS, the College desires to provide funding to acquire, construct, renovate and equip projects on various campuses of the College (all as described more particularly in Exhibit A hereto and collectively referred to as, the “New Projects”); and

WHEREAS, the New Projects were specifically authorized by the Indiana General Assembly in 2017; and

WHEREAS, the College intends to acquire, construct, equip, renovate and/or rehabilitate the New Projects, and reasonably expects to make advances for such purposes, and to reimburse advances made for certain costs of the New Projects with proceeds of debt to be incurred by the College; and

WHEREAS, the State Board of Trustees (the “Board”) of the College now desires to authorize its Treasurer (the “Treasurer”) to investigate, develop and evaluate a proposed plan, including the advisability of bond issuance and the selection of underwriters (the “Plan of Financing”) for submission to either the Board or to the Executive Committee of the Board (the “Committee”) for the financing of all or a portion of the New Projects, in one or more series of student fee bonds (the “Financing”) and to delegate to the Committee the authority to approve the Financing, if appropriate;

NOW THEREFORE, BE IT RESOLVED by the Board as follows:

Section 1. The College hereby declares its official intent to acquire, construct, equip and/or rehabilitate the New Projects described in Exhibit A; to advance, on an interim basis, certain costs of the New Projects, to reimburse such advances for costs of acquiring, constructing, equipping and/or rehabilitating the New Projects with proceeds of debt to be incurred by the College; and to issue debt not exceeding amounts authorized by the Indiana General Assembly for purposes of financing, refinancing or reimbursing costs of the New Projects.

Section 2 The Treasurer is hereby authorized to solicit expressions of interest or proposals from commercial banks and investment banks and to investigate, develop and evaluate a Plan of Financing and to present that Plan of Financing, including recommendations regarding banks for consideration by the Committee or this Board.

Section 3. The Board hereby authorizes the Committee to approve the Plan of Financing or any portion thereof, to authorize the Financing and to authorize the execution and delivery of bonds in one or more series (the “Bonds”) and the documents referred to in Sections 4, 5, 8, 9, 10 and 11 hereinafter, provided that the following conditions are met:
(a) The total issued amount of the Bonds shall not exceed the sum of amounts authorized by the Indiana General Assembly for each of the New Projects and amounts necessary to provide money for debt service reserves, cost of issuance, credit enhancement, capitalized interest, or other costs incidental to the issuance of the Bonds, all as permitted by law;

(b) The Bonds shall be sold at a rate or rates fixed to maturity producing a true interest cost of 4.75% per annum or less; and

(c) The final maturity on the Bonds shall not exceed 25 years from the date of first principal payment.

Section 4. Subject to the conditions in Section 3 hereof, the Chairman of the College (the “Chairman”), Vice Chairman of the College (the “Vice Chairman”) or the Treasurer, or any of them acting individually, is hereby authorized to execute and deliver a Bond Purchase Agreement in substantially the form approved by the Committee, with those changes that the officers so executing shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 5. Subject to the conditions in Section 3 hereof, the Chairman or the Vice Chairman, or either of them, is hereby authorized to execute and deliver, and the Secretary of the College (the “Secretary”) or the Assistant Secretary of the College (the “Assistant Secretary”), or either of them, is hereby authorized to attest the signature of and to imprint the corporate seal of the College on, a supplemental indenture (the “Supplemental Indenture”), which may supplement and amend the Indenture, as necessary in substantially the form approved by the Committee, with those changes that the officers so executing shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 6. The Treasurer is hereby authorized to obtain all necessary approvals from the Indiana General Assembly, the Commission for Higher Education, the State Budget Agency and the Governor of the State of Indiana along with any other approval necessary to implement the Plan of Financing.

Section 7. Subject to the conditions in Section 3 hereof, the Treasurer is hereby authorized to execute and deliver the form of any final Official Statement as approved by the Committee, with those changes that the Treasurer shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 8. Subject to the conditions in Section 3 hereof, the Chairman, the Vice Chairman or the Treasurer, or any of them, is hereby authorized to execute and deliver the form of any Construction and Rebate Agreement and Continuing Disclosure Undertaking or Supplement to the Continuing Disclosure Undertaking, in substantially the form approved by the Committee, with those changes that the Treasurer shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 9. Subject to the conditions in Section 3 hereof, the Treasurer is hereby authorized to prepare forms of the Bonds as approved by the Committee and to cause the same to be executed by the proper officers of the College as provided in the Supplemental Indenture and the Indenture. Upon execution of the Bonds, the Treasurer shall deliver the Bonds to the purchasers thereof upon payment of the purchase price, which price shall reflect the Underwriters’ discount of not more than 1.0%, and an original issue discount or premium, if any, as permitted by law.

Section 10. Subject to the conditions in Section 3 hereof, the Chairman, the Vice Chairman, Secretary, Assistant Secretary and Treasurer are hereby authorized and directed to perform any and all further acts, to execute any and all further documents or certificates and to publish any notice required to implement the Plan of Financing and to complete the execution and delivery of the Bonds, the Supplemental Indenture, the Bond Purchase Agreement, the Preliminary Official Statement, the Continuing Disclosure Undertaking, the Construction and Rebate Agreement, the Official Statement and the other matters referred to herein.
State Trustees
Ivy Tech Community College of Indiana

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Michael Dora, Chairman

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Lillian Sue Livers, Secretary

Dated: August 3, 2017
RESOLUTION NUMBER 2017-42

WHEREAS, the board of trustees ("Board") of Ivy Tech Community College of Indiana (the "College") has determined pursuant to applicable legal authority, including, but not limited to the authority granted to it under IC 21-27-1, IC 21-27-6-4 and IC 21-31-2-5, that it is in the best interests of the College to more actively evaluate and commercialize intellectual property and research of the College;

WHEREAS, the Board has determined that such commercialization activities involve unique operational challenges and potential liabilities that would be more likely to thrive in a separate legal entity and, at the same time, a separate legal entity would help to insulate the College from the liabilities attributable and associate with such activities;

WHEREAS, the Board has determined that the formation of a non-profit public benefit corporation for purposes of evaluating and commercializing intellectual property and research of the College is in the best interests of the College as well as its students, faculty, staff and administrators;

WHEREAS, the Board has determined that a nonprofit public benefit corporation named Ivy Ventures, Inc. should be formed pursuant to the Indiana Nonprofit Corporation Act of 1991, as amended, to undertake the commercialization activities; and

WHEREAS, the Board wishes to authorize the officers of the College to commence with the formation and initiation of such nonprofit corporation under the name of Ivy Ventures, Inc.

NOW, THEREFORE, BE IT RESOLVED, that the College shall form Ivy Ventures, Inc. as a nonprofit public benefit corporation pursuant to the Indiana Nonprofit Corporation Act of 1991, as amended ("Ivy Ventures"), with a primary purpose of furthering the College’s educational, charitable, and scientific purposes by facilitating the evaluation and commercialization of intellectual property and research of the College to the extent such activities are not inconsistent with applicable federal tax law, including intellectual property developed by faculty, staff and employees of the College, and all activities relating to or resulting therefrom;

RESOLVED, FURTHER, that the College shall engage the law firm Faegre Baker Daniels to form Ivy Ventures, including drafting articles of incorporation, bylaws, initial resolutions, and such other documents and instruments consistent with these resolutions and otherwise as may be required thereunder;

RESOLVED, FURTHER, that each of Dr. Sue Ellspermann, the College’s President and J.D. Lux, the Assistant Secretary of the Board are hereby authorized to and is hereby designated to serve as the incorporator of Ivy Ventures and to direct the work of Faegre Baker Daniels to form Ivy Ventures and approving and executing the documents be required thereunder;

RESOLVED, FURTHER, that the articles of incorporation of Ivy Ventures shall provide that the board of directors of Ivy Ventures shall consist of one to seven members at least one of whom shall be appointed by the Board and which shall initially be appointed by the Board prior to the incorporation of Ivy Ventures;

RESOLVED, FURTHER, that the Board approves of Ivy Ventures seeking exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1986, as amended;
RESOLVED, FURTHER, that the Board hereby authorizes the College to pay the expenses relating to the formation and federal income tax exemption application of Ivy Ventures, including the filing fees and fees and expenses of Faegre Baker Daniels;

RESOLVED, FURTHER, that the fees, expenses and other costs incurred by the College shall, to the extent permitted, be treated as a contribution to or on behalf of Ivy Ventures and, to the extent not so permitted shall be considered a loan;

RESOLVED, FURTHER, that the Board directs the officers of the College to prepare a draft technology transfer policy for the College and Ivy Ventures (such policy subject to final Board approval or ratification);

And

RESOLVED, FURTHER, that the officers of the College are, and each of them hereby is, authorized, for and on behalf of the College, to execute, deliver, file, acknowledge, and record any and all such documents and instruments, and to take or cause to be done any and all such other things as they, or any of them, may deem necessary or desirable to effectuate and carry out the resolutions adopted hereby and that any actions taken by any of them in furtherance of the foregoing on or prior to the date hereof are hereby ratified and affirmed.

State Trustees
Ivy Tech Community College of Indiana

______________________________
Michael Dora, Chairman

______________________________
Lillian Sue Livers, Secretary

Dated: August 3, 2017
REAPPOINTMENT AND APPOINTMENT OF REGIONAL TRUSTEES  
SOUTHERN INDIANA

RESOLUTION NUMBER 2017-43

WHEREAS, the Southern Indiana Regional Board would like to reappoint one member and appoint one member to the Southern Indiana Regional Trustees, and

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Martin Padgett</td>
<td>Commerce</td>
</tr>
<tr>
<td>Alan Taylor</td>
<td>Education</td>
</tr>
</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 Martin Padgett and Alan Taylor are hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Southern Indiana, effective immediately,

AND FURTHER BE IT RESOLVED, Martin Padgett and Alan Taylor will serve through June 30, 2020, or the date, on which successors are duly appointed, whichever is later.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Michael Dora, Chairman

__________________________________
Lillian Sue Livers, Secretary

Dated August 3, 2017
REAPPOINTMENT OF REGIONAL TRUSTEES
WABASH VALLEY

RESOLUTION NUMBER 2017-44

WHEREAS, the Wabash Valley Regional Board would like to reappoint one member to the Wabash Valley Regional Trustees, and

WHEREAS, the Wabash Valley Regional Board Nominating Committee has agreed to recommend the individual listed below to serve a three year term on the Wabash Valley Regional Board of Trustees;

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mick Newport</td>
<td>Education</td>
</tr>
</tbody>
</table>

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

NOW THEREFORE BE IT RESOLVED, that Mick Newport is hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Wabash Valley, effective immediately,

AND FURTHER BE IT RESOLVED, Mick Newport will serve through June 30, 2020, or the date, on which successors are duly appointed, whichever is later.

State Trustees
Ivy Tech Community College of Indiana

________________________________________________________________________
Michael Dora, Chairman

________________________________________________________________________
Lillian Sue Livers, Secretary

Dated August 3, 2017
Building, Grounds and Capital Committee

August 3, 2017
Buildings Grounds and Capital Discussions

Construction and Land Acquisition Topics (Resolutions)
A. South Bend/Elkhart Campus; Sale of Lung Building
B. Anderson Campus; Sale of Anderson North Property
C. Indianapolis Campus; WorkOne Lease (Noblesville Building)
D. Lake County Campus; IUN Gary Lease
E. Kokomo Capital Project; CMc Contract
F. Muncie Capital Project; CMc Contract

Discussion or Information Items
Capital Timeline Update
A. South Bend/ Elkhart Campus; Approval Requesting the Ivy Tech Foundation Sell the Lung Building

- Building located at 2521 Industrial Parkway in Elkhart, IN
- Donated to the College in 2011 through the Community Foundation of Elkhart County by the Mervin and Dorothy Lung
- Build is no longer used by the College
- Offer received from private business owner in the amount of $995,000
- Recommended for approval by Regional Board of Trustees

REQUEST: Approval for Ivy Tech Foundation to Sell the Lung Building
Located at 2521 Industrial Parkway
B. Anderson Campus; Request Approval to Sell Anderson North Property

- Located at 6061 North State Road 9, Alexandria, Total 4.887 acres
- Total 8,305 GSF, formally used as Corporate College Space
- Required Governor Deed to Sale
- Agreement has been recommended for approval by the Facilities and Design Council and Regional Board of Trustees.

REQUEST: Approval to Sell Anderson North Property located at 6061 North State Road 9 in Alexandria
C. Indianapolis Campus; Request Approval for Ivy Tech to Enter into Lease with WorkOne at Noblesville Location

- Currently WorkOne leases 1,000 square feet in the amount of $6,000/year at Noblesville Location (300 N 17th Street).
- Proposed new lease;
  - Increase presence to 6,452 square feet
  - Lease Amount: $50,778 annually
    - $203,122, over 4 year term
- Benefits to College:
  - Creates revenue from currently available space
  - Increases community awareness of location and offerings
  - Strengthen our relationship with industries and governmental services in the community
- Recommended for approval by Regional Board of Trustees

REQUEST: Approval for Ivy Tech to Lease 6,452 square feet to WorkOne at Noblesville Location
D. Lake County Campus; Request Approval for Ivy Tech to Enter into Lease with Indiana University Northwest in Gary, Indiana

- 2013-2015 Capital request for new building in Gary was combined with IU request for new space in State review process
- Proposed lease:
  - Term: ____________
  - Renewal
  - Space: ______ square feet
  - Located at ____ Broadway Ave, Gary
  - Rent Amount: Based on __ % share
  - Estimated at $_____ annually
- Benefits to College:
  - Provided updated science lab space
  - Strengthens relationship with IUN and community

REQUEST: Approval for Ivy Tech to Enter into Lease with Indiana University Northwest in Gary
E. Approval of Construction Manager as Constructor (CMc) Contract with Hagerman, Inc., Kokomo Capital Project

RFP Process

- Step #1- Reviewed Firms Qualifications & Experiences
  - Shortlisted
- Step #2- Fee Proposals and Interviews
  - Selection Committee Ranked Firms
- Requested BAFO

- Total project cost estimate $43,169,360
- Services estimated at 6.19% of project

REQUEST: Approval of contract for Construction Manager as Constructor (CMc) Contract with Hagerman, Inc. in the amount of $2,670,654
F. Approval of Construction Manager as Constructor (CMc) Contract with Pepper Construction, Muncie Capital Project

RFP Process

- Step #1- Reviewed Firms Qualifications & Experiences
  - Shortlisted

- Step #2- Fee Proposals and Interviews
  - Selection Committee Ranked Firms

- Requested BAFO

- Total project cost estimate $43,027,234
- Services estimated at 5.75% of project

REQUEST: Approval of contract for Construction Manager as Constructor (CMc) Contract with Pepper Construction in the amount of $2,472,491
# Informational Items

**Proposed Project Schedule Milestones**  
(Subject to change with team Kickoff of all parties)

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Board of Trustees Contract Approval</td>
<td>August 3, 2017</td>
</tr>
<tr>
<td>Commission for Higher Education Review</td>
<td>August 2017</td>
</tr>
<tr>
<td>State Budget Committee Review</td>
<td>September 2017</td>
</tr>
<tr>
<td>Programing</td>
<td>July-August 2017</td>
</tr>
<tr>
<td>Start of Schematic Design Adjustments</td>
<td>August- September 2017</td>
</tr>
<tr>
<td>Design Development</td>
<td>November 2017</td>
</tr>
<tr>
<td>- Determine phases or project, need for multiple GMPs</td>
<td></td>
</tr>
</tbody>
</table>
Questions?
Budget & Finance

August 3\textsuperscript{rd} Meeting
Agenda:

Action Items:

1. Approval of a Statewide Digital Advertising Contact with Statwax.
2. Approval of Three-Year Agreement with Hobsons, Inc. to Provide the College with Academic Advising Software.
3. Bond Refinancing – Series U
4. Reimbursement & Delegation Resolution– Series V
5. Ivy Venture
2017 August SBOT Presentation

Statwax Contract

Jeff Fanter
Sr. Vice President of Student Experience / Communication Marketing
Statwax Contract

- August 15, 2017 contract start date.
- Statwax will help to maximize targeted digital marketing.
- Allows all digital media buying and production efforts to be managed by one agency.
- Partnering with an Indiana agency with expertise in the field of digital media.
- Utilized Statwax Spring 2017 after the unexpected cancelling of the advertising contract with the former agency of record.
- Statwax will not exceed $2,000,000 per fiscal year.
- No guaranteed annual spend requirement.
- Partnership review will take place by March 31 of each year and if both parties agree, will extend throughout the next year.
2017 August SBOT Presentation

Hobsons Inc. Contract

Emily Styron

Vice President of Finance and Chief Procurement Officer
Hobsons Inc. Contract

- Three year agreement, a multi-year deal fixes the annual cost at $330,000 per year.
- There is a 1.5% increase from FY17 annual contract cost to the new annual contract FY18 cost.
- There is no competitive process; Hobsons has customized their software to meet our needs. Ivy Tech is heavily invested in the Starfish product.
2017 August SBOT Presentation

Bond Refinancing – Series U

Emily Styron

Vice President of Finance and Chief Procurement Officer
2017 August SBOT Presentation

Reimbursement & Delegation Resolution– Series V

Emily Styron

Vice President of Finance and Chief Procurement Officer
Ivy Tech has the opportunity to differentiate ourselves from most Community Colleges and be a leader in innovation and idea incubation.

- Create value
- Increase flexibility
- Act more entrepreneurially
- Leverage the innovations of faculty and staff
- Enhance our brand
Why a new entity and not the Foundation

- Forming Ivy Ventures provides the following benefits:
  - Allows Ivy Tech Foundation to continue its mission.
  - Ivy Ventures could attract directors and advisors with appropriate backgrounds to better lead a separate undertaking.
  - Commercialization activities that Ivy Ventures will undertake involve unique business risks and potential liabilities, Ivy Ventures as a separate company insulates the college and foundation’s assets from these risks.
How do we proceed?

- Concept needs State Board approval
- Form a Board for this entity with members of the SBOT, Foundation Board and industry
- Formation of Ivy Ventures as an Indiana nonprofit
- Develop Intellectual Property policies
- Develop an evaluation process for use of Ivy Ventures
Contract for Statewide Digital Advertising

The College administration would like to enter into an annual partnership with Statwax starting August 15, 2017. The partnership requires no guaranteed spend on an annual basis and only services provided will be paid for.

The agreement allows the College to utilize the expertise and buying power of Statwax to purchase and optimize digital advertising on behalf of the College. This allows all digital media buying and production efforts to be managed by one agency statewide, creating efficiencies and cost-savings for the College. The annual cost for the partnership will not exceed $2,000,000 statewide. This spend includes actual media buys which pass through Statwax to the actual outlet where media is placed. This amount is a collective number across the entire state as Statwax will be utilized by all marketing departments. Dollars allocated by campuses across the state are combined together to increase buying power and Statwax purchases digital advertising in each market based on the dollars allocated by the campus. Advertising is targeted by the programs campuses which to feature (see attached target program marketing list).

All creative for the digital advertising is included in the partnership, something in the past the College had to pay for, but today will result in no additional charge saving additional money.

The College will provide a set budget for digital media buying for Statwax to utilize when making media buys throughout the state.

Statwax was selected by the College after unexpectedly having to utilize its services last spring. Miller Brooks, the College’s former agency of record, and the College ended their partnership sooner than expected while the College was in the midst of a campaign. After reviewing agencies that specialized in digital advertising buying, a void left by the change with Miller Brooks, the College arranged for Statwax to assume digital buying for the College and continue the campaign. The College was pleased with the results from Statwax and its ability to track results (see attached Statwax report) and conversions and provide excellent customer service to leadership and the campus marketing departments.

There is great efficiency and cost-savings in continuing to move forward with a single digital media buyer who specializes in this mean of advertising.

The marketing dollars to be spent with Statwax are part of the College’s annual budget (both office the president marketing and regional marketing). The maximum spend with Statwax is not a guaranteed spend and College does not commit to spending that amount.

As noted earlier most of the dollars spent on digital advertising buys end up going to the various outlets where ads are placed and not all to Statwax as Statwax must payout for the advertising that it purchases on behalf of the College.

Thank you for your support in these efforts.
Bloomington
Supply Chain Management/Logistics
Computing Careers (vs. specific areas, Informatics, Network Infrastructure, etc.)
Health Careers (vs. Nursing, etc.)
Advanced Automation/Robotics Technology
Culinary Careers (vs. Hospitality)

Columbus
Informatics
Industrial Technology
Business Administration
Supply Chain/Logistics

Lawrenceburg
Informatics
Industrial Technology
Business Administration
Supply Chain/Logistics

Batesville
Informatics
Industrial Technology
Business Administration
Supply Chain/Logistics

Madison
Informatics
Industrial Technology
Business Administration
Supply Chain/Logistics

Lafayette
Industrial Technology
Aviation Maintenance Technology
Supply Chain Management/Logistics
Business Administration/Business Operations, Applications, and Technology
Advanced Automation/Robotics Technology

Logansport
Information Technology/Computing
Industrial Technology/Welding
Business Administration/Business Operations, Applications, and Technology
Medical Assisting
Human Services

Kokomo
Industrial Technology
Advanced Automation/Robotics Technology
Computing/Informatics
Business Administration/Business Operations, Applications, and Technology
Agriculture

Ft. Wayne (Northeast region)
Manufacturing/Industrial Technology-includes Industrial Technology, Machine Tool Technology, and Advanced Automation and Robotics
Building Construction Technology
Health Sciences-includes Health Care Support, Medical Assistants, Respiratory Therapy Assistants, Nursing and Licensed Practical Nurses.
Automotive Technology
Information Technology- includes Informatics, Network Infrastructure, Electronics and Computer Support.

**Evansville**
Industrial Technology
Automotive Technology
Informatics

**Terre Haute**
Informatics
Advanced Automation
Precision Agriculture

**Indianapolis**
Industrial Technology
Advanced Automation and Robotics Technology
Supply Chain/Logistics
Informatics

**Hamilton County**
Building Construction Technology
Informatics

**Greencastle Campus**
Practical Nursing
Business Operations, Applications and Technology

**Avon Site**
Business Operations, Applications and Technology

**Franklin Campus**
Information Technology Support/Informatics
Supply Chain/Logistics

**Shelbyville Site**
Advanced Automation and Robotics Technology

**Mooresville Site**
Business Admin.

**East Chicago**
Industrial Technology
Informatics
Automotive Technology

**Gary**
Industrial Technology
Informatics

**Elkhart County**
Medical Assisting
Welding
Informatics
Network Infrastructure

**Crown Point**
Cyber Security
Medical Assisting
Entrepreneurship

**Michigan City**
Elementary Education
Retail Certificate
Medical Assisting
Supply Chain Management/Logistics
Business, Operations, Applications and Technology

**South Bend**
Industrial Technology
Business, Operations, Applications and Technology
Advanced Automation/Robotics Technology
Informatics

**Valparaiso**
Paramedic
Business, Operations, Applications and Technology
Industrial Technology
Informatics
Machine Tool Technology

**Warsaw**
Industrial Technology
Business, Operations, Applications and Technology
Informatics
June 26th – July 2nd, 2017

Client: Ivy Tech CC – Fall Buy

### Campaign to Date

<table>
<thead>
<tr>
<th></th>
<th>Impressions</th>
<th>Clicks</th>
<th>CTR</th>
<th>CPC</th>
<th>Avg. Position</th>
<th>Completed Applications*</th>
<th>Application Starts</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>AdWords Search Ads</td>
<td>636,594</td>
<td>79,697</td>
<td>12.52%</td>
<td>$1.83</td>
<td>1.2</td>
<td>1,297</td>
<td>2,838</td>
<td>$146,201.11</td>
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<td>Facebook Ads</td>
<td>6,919,386</td>
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<tr>
<td>AdWords Display Ads</td>
<td>20,516,250</td>
<td>34,968</td>
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<td>N/A</td>
<td>2</td>
<td>14</td>
<td>$30,437.59</td>
</tr>
<tr>
<td>Bing Search Ads</td>
<td>137,472</td>
<td>1,830</td>
<td>1.33%</td>
<td>$6.52</td>
<td>1.2</td>
<td>21</td>
<td>29</td>
<td>$11,930.01</td>
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<tr>
<td><strong>Campaign Total</strong></td>
<td><strong>28,209,702</strong></td>
<td><strong>133,188</strong></td>
<td><strong>0.47%</strong></td>
<td><strong>$1.73</strong></td>
<td><strong>1.2</strong></td>
<td><strong>1,324</strong></td>
<td><strong>2,909</strong></td>
<td><strong>$230,884.46</strong></td>
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<tr>
<td><strong>Conversion Costs</strong></td>
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<td></td>
</tr>
<tr>
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<td>$174.38</td>
<td>$79.37</td>
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<td><strong>Assisted Conversions</strong></td>
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</tr>
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<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>353</td>
<td>1,925</td>
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</table>

*These metrics did not begin tracking fully until May 15th

### This Week

<table>
<thead>
<tr>
<th></th>
<th>Impressions</th>
<th>Clicks</th>
<th>CTR</th>
<th>CPC</th>
<th>Avg. Position</th>
<th>Completed Applications</th>
<th>Application Starts</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>AdWords Search Ads</td>
<td>110,920</td>
<td>15,517</td>
<td>13.99%</td>
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<tr>
<td>Facebook Ads</td>
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<td>1,847</td>
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<td>-</td>
<td>3</td>
<td>$5,229.40</td>
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<tr>
<td>AdWords Display Ads</td>
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<td>2,640</td>
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<td>$1.26</td>
<td>N/A</td>
<td>-</td>
<td>-</td>
<td>$3,334.97</td>
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<tr>
<td>Bing Search Ads</td>
<td>6,085</td>
<td>709</td>
<td>11.65%</td>
<td>$1.98</td>
<td>1.5</td>
<td>11</td>
<td>14</td>
<td>$1,401.24</td>
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<tr>
<td><strong>Campaign Total</strong></td>
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<td><strong>20,713</strong></td>
<td><strong>0.61%</strong></td>
<td><strong>$1.89</strong></td>
<td><strong>1.1</strong></td>
<td><strong>347</strong></td>
<td><strong>644</strong></td>
<td><strong>$39,138.46</strong></td>
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<tr>
<td><strong>Conversion Costs</strong></td>
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<td></td>
<td></td>
<td></td>
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<td>$112.79</td>
<td>$60.77</td>
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<tr>
<td><strong>Assisted Conversions</strong></td>
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<td></td>
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<td></td>
<td>71</td>
<td>318</td>
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</tbody>
</table>

### Budget Per Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Spend</th>
<th>Total Budget</th>
<th>Budget Remaining</th>
<th>Search Impression Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Region 1</td>
<td>$23,462.79</td>
<td>$37,941.31</td>
<td>$14,478.52</td>
<td>44.64%</td>
</tr>
<tr>
<td>Region 2</td>
<td>$11,160.28</td>
<td>$37,941.31</td>
<td>$26,781.03</td>
<td>96.96%</td>
</tr>
<tr>
<td>Region 2B</td>
<td>$3,265.37</td>
<td>$15,000.00</td>
<td>$11,734.63</td>
<td>98.24%</td>
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<tr>
<td>Region 3</td>
<td>$58,429.05</td>
<td>$87,357.29</td>
<td>$28,928.24</td>
<td>98.86%</td>
</tr>
<tr>
<td>Region 4</td>
<td>$5,531.89</td>
<td>$10,541.13</td>
<td>$5,009.24</td>
<td>93.20%</td>
</tr>
<tr>
<td>Region 5</td>
<td>$3,156.69</td>
<td>$4,053.22</td>
<td>$896.53</td>
<td>69.73%</td>
</tr>
<tr>
<td>Region 6</td>
<td>$8,141.46</td>
<td>$11,352.11</td>
<td>$3,210.65</td>
<td>55.71%</td>
</tr>
<tr>
<td>Region 7</td>
<td>$9,084.09</td>
<td>$38,002.59</td>
<td>$28,918.50</td>
<td>97.40%</td>
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<tr>
<td>Region 8</td>
<td>$90,276.91</td>
<td>$131,783.94</td>
<td>$41,507.03</td>
<td>81.23%</td>
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<tr>
<td>Region 9</td>
<td>$3,158.98</td>
<td>$8,108.16</td>
<td>$4,949.18</td>
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<tr>
<td>Region 10</td>
<td>$11,848.88</td>
<td>$16,218.05</td>
<td>$4,369.17</td>
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<tr>
<td>Region 11</td>
<td>$7,228.59</td>
<td>$12,163.10</td>
<td>$4,934.51</td>
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<tr>
<td>Region 12</td>
<td>$14,844.43</td>
<td>$38,002.59</td>
<td>$23,158.16</td>
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<tr>
<td>Region 13</td>
<td>$9,814.32</td>
<td>$20,273.00</td>
<td>$10,458.68</td>
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</tr>
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<td>Region 14</td>
<td>$3,512.73</td>
<td>$4,864.20</td>
<td>$1,351.47</td>
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<tr>
<td>Statewide</td>
<td>$15,400.82</td>
<td>$32,225.11</td>
<td>$16,824.29</td>
<td>87.24%</td>
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<tr>
<td><strong>All Regions</strong></td>
<td><strong>$278,317.28</strong></td>
<td><strong>$505,827.11</strong></td>
<td><strong>$227,509.83</strong></td>
<td><strong>74.07%</strong></td>
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</table>

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Page 1 of 8
**Prospect Conversion Report Fall 2017**

<table>
<thead>
<tr>
<th>Date</th>
<th>Prospect</th>
<th>Applicant</th>
<th>%</th>
<th>Registered</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/6/2017</td>
<td>156</td>
<td>59</td>
<td>38%</td>
<td>3</td>
<td>5%</td>
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<tr>
<td>6/14/2017</td>
<td>204</td>
<td>70</td>
<td>34%</td>
<td>6</td>
<td>9%</td>
</tr>
<tr>
<td>6/20/2017</td>
<td>263</td>
<td>106</td>
<td>40%</td>
<td>11</td>
<td>10%</td>
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<tr>
<td>6/27/2017</td>
<td>331</td>
<td>145</td>
<td>44%</td>
<td>28</td>
<td>19%</td>
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</table>

**Applicant Conversion Report Fall 2017**

<table>
<thead>
<tr>
<th>Date</th>
<th>Applicant</th>
<th>Registered</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/6/2017</td>
<td>274</td>
<td>16</td>
<td>6%</td>
</tr>
<tr>
<td>6/13/2017</td>
<td>285</td>
<td>28</td>
<td>10%</td>
</tr>
<tr>
<td>6/20/2017</td>
<td>485</td>
<td>50</td>
<td>10%</td>
</tr>
<tr>
<td>6/27/2017</td>
<td>643</td>
<td>101</td>
<td>16%</td>
</tr>
</tbody>
</table>

- This week we experienced a tremendous bounce back in traffic and conversions in comparison to the previous week. This was expected due to a large portion of branded searches being driven to the Express Enrollment page during the previous week. We expect to see these high levels continue throughout the campaign and continue into the next Express Enrollment campaign.

- The assisted conversions rows were added this week in the above tables. These numbers represent the number of users who visited Ivy.edu through an ad, however then took the conversion action during a later session through another source to the website (application starts) and users who first visited the application through an ad driven session however later completed the application on a sessions from a different source (completed applications). While the tracking on these is not perfect and mildly tracks users across different devices, we measure these metrics in order to look for the true value the ad campaign is having. These conversions are not reflected in the below tables.

- This week we saw a large increase in the number of user applying and a significant drop in cost per application start and application complete. The $112.79/completed application was the lowest we have had in any single week despite the 4th of July holiday. We do expect the holiday to impact next weeks results however are looking to continue and ramp things up as we move through the month of July heading for the end of this campaign and the next Express Enrollment campaign.
<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>East Chicago</td>
<td>5,341</td>
<td>1,130</td>
<td>21.16%</td>
<td>$0.97</td>
<td>1.0</td>
<td>16</td>
<td>31</td>
<td>$1,101.29</td>
</tr>
<tr>
<td>Gary</td>
<td>4,400</td>
<td>823</td>
<td>18.70%</td>
<td>$1.03</td>
<td>1.0</td>
<td>13</td>
<td>27</td>
<td>$848.94</td>
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<td>Michigan City</td>
<td>3,879</td>
<td>854</td>
<td>22.02%</td>
<td>$1.05</td>
<td>1.0</td>
<td>14</td>
<td>31</td>
<td>$893.46</td>
</tr>
<tr>
<td>Valparaiso</td>
<td>3,197</td>
<td>641</td>
<td>20.05%</td>
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<td>1.0</td>
<td>9</td>
<td>23</td>
<td>$633.46</td>
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<td>Region 1 Total</td>
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<td>3,448</td>
<td>20.50%</td>
<td>$1.01</td>
<td>1.0</td>
<td>52</td>
<td>112</td>
<td>$3,477.15</td>
</tr>
<tr>
<td>South Bend</td>
<td>4,792</td>
<td>888</td>
<td>18.53%</td>
<td>$1.87</td>
<td>1.1</td>
<td>30</td>
<td>41</td>
<td>$1,659.72</td>
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<td>Warsaw</td>
<td>1,165</td>
<td>210</td>
<td>18.03%</td>
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<td>62</td>
<td>$3,913.58</td>
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<tr>
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• In the upcoming month, we are aiming to wrap up the statewide campaign as the next Express Enrollment campaign launches, while continuing program support through the end of the month. This tactic will allow for us to focus branded searches in the days leading up to the next Express Enrollment Event while maximizing applications before then.

• AdWords search ads in Indianapolis focused traffic much more heavily on the program specific landing pages to test traffic performance from each. For this test, the baseline metrics we have been seeing are 1.90 pages per session, 1:44 minutes average session duration, and a 2.99% conversion rate to application starts. Overall, onsite engagements have increased with slight decreases in conversion rates, however the differences have not become large enough to be considered statistically significant. We are monitoring each of these metrics closely as page per session and time on site increases could be due to users needing to take an additional step to reach the landing page they first expected.
  o The Industrial Tech landing page sessions averaged 2.30 pages per session, 2:00 minutes on site and a 1.37% conversion rate.
  o The Supply Chain landing page sessions averaged 2.36 pages per session, 2:09 minutes on site and a 1.38% conversion rate.
  o The AART landing page sessions averaged 2.67 pages per session, 1:54 minutes on site and a 2.05% conversion rate.
  o The Informatics page sessions averaged 2.37 pages per session, 2:00 minutes on site and a 1.63% conversion rate.

• Paid search ads produced 21,634 website sessions on IvyTech.edu, a large increase as branded searches were shifted back to this campaign. These sessions averaged of 2.13 pages and an average sessions duration of 1:56 minutes. Paid Search sessions increased in conversion rate to the apply now conversion metric once again this week.

• Display campaigns produced 4,423 sessions on the site with an average 1.13 pages per session and an average session duration of 19 seconds. Both of these metrics are similar in comparison to last week, despite a significant increase in traffic.

• Bing search ads increased significantly this week, producing 768 website sessions and 15 application starts. Of these 14 users, 11 went on to complete the application, by far the best conversion rate of any ad platform we have tested. These numbers and conversion rates are very similar to what were produced during the previous week. These sessions engaged on the site with an average of 2.24 pages per sessions and an average session duration of 1:59 minutes, both slight increases from last week.
Facebook ads produced 810 website sessions with 664 new users being driven to IvyTech.edu site. These sessions produced an average of 1.30 pages per session and an average session duration of 35 seconds.

- This week, users reacted (likes, loves, etc.) 202 times, produced 11 comments, and shared ads 12 times. In addition to these metrics, an additional 123 users went on to like the Ivy Tech Facebook page, bringing the campaign total to 1,460 new page likes.

- The below ad was our best performing ad this week, its first week as our top performing ad. While being slightly lower in volume, ad engagement metrics, especially the low CPC made it our most efficient ad. Engagements were produced at a 1.36% CTR and a low CPC of $0.45/click.
Planning and Education Committee
August 3rd Meeting
Agenda:

1. Announcing the New Student State Board Liaisons
2. Ivy Tech Community College Statewide Dual Credit Trends and Impact
3. Enrollment/Marketing Update
4. Reverse Transfer Update
Announcing the New Student State Board Liaisons

Jeff Fanter
Sr. Vice President of Student Experience / Communication Marketing
Ivy Tech Community College Statewide
Dual Credit Trends and Impact

John Newby

Assistant Vice President of K12 Initiatives
Dual Credit Basics

- Dual credit in Indiana is defined and implemented through state statute and Commission for Higher Education policy.
- All postsecondary institutions offering dual credit must adhere to specific, rigorous standards.
- Ivy Tech became the first institution reviewed under Indiana standards and earned ICHE’s “preferred provider” status beginning in 2011.
- Every Indiana high school must offer dual credit (Academic/Technical Honors diploma, A-F Accountability).
- Ivy Tech offers the majority of dual credit in Indiana.
- 434 high schools and career centers were served during 2016-17 (95% of all traditional public high schools included).
Dual Credit Enrollments
Overview: Benefits of Dual Credit Programming

- Assist students to aspire to a college education.
- Substantial cost savings for college tuition ($50m+ savings for Ivy Tech dual credit alone).
- Provides meaningful academic challenge for students.
- Establishes an understanding of college-level rigor.
- Eases the transition from high school to college.
- Allows Ivy Tech to build more meaningful relationships with students and the K-12 community.
Expanding Scope of Dual Credit

- The primary focus of dual credit programming at Ivy Tech in earlier years was in technical fields, consistent with the mission of the institution. Now, as Indiana’s comprehensive community college, Ivy Tech has expanded its dual credit efforts to focus on general education courses from Indiana’s Core Transfer Library (CTL).
- During 2016-17, 45%+ of Ivy Tech’s dual credit agreements were for CTL/Liberal Arts offerings.
Many high schools are working to incorporate certificate (Statewide Transfer General Education Core, etc.) or associate degree options into their programming. (See handout)
Questions?
2017 August SBOT Presentation

Enrollment / Marketing Updates

Jeff Fanter
Sr. Vice President of Student Experience / Communication Marketing
2017 August SBOT Presentation

Reverse Transfer Update

Mary Jane Michalak
Vice President of Government Relations
CHE is required by statute to produce a Reverse Transfer report and recommendations for the General Assembly by November 1.

They have held 2 meetings for the state institution representatives (government relations, academic, and registrars)

Goal has been to determine areas of agreement, create common definitions, and see where there is still work to be done

- Working definition of Reverse Transfer: “Reverse transfer is the practice of awarding a degree to an individual who transferred out of an institution before earning the degree, but who, after transferring, fulfilled the degree requirements from that institution. In other words, credit is transferred back (“in reverse”) to the former institution for the purpose of awarding a degree. The reverse transfer degree should be lower than the degree the student has or is currently pursuing: a student who has or is currently pursuing an associate degree should not be a candidate for a reverse transfer associate, but a student currently pursuing a bachelor’s could receive a reverse transfer associate.”
Reverse Transfer Updates

- Areas of agreement:
  - 15 credits are needed for residency.
  - Students should have more than 60 hours earned before Ivy Tech begins reverse transfer mapping.
  - Purdue-Ivy Tech model allows free transcripts.

- Areas of disagreement
  - Should students be currently enrolled in an institution?
    - Commission and Ivy Tech believe no.
    - Four year partners expressed the tie to You Can. Go Back.
      - CHE indicated there may be room to qualify those students.
Reverse Transfer Updates

- Purdue Process:
  - Purdue “invites” students using a data pull three times per year and then uses that data pull as a list for student invitations.
  - Purdue believes that student needs to initiate the process.
  - Students invited to send a transcript to Ivy Tech or Vincennes.
    - Paper and electronic transcripts are free; they do not charge. They do not use a vendor.
    - Advocate for a statewide html that we could all use.
    - Must be meeting SAP.
  - USI sends transcripts in envelope at the end of the term.
  - ISU sends transcripts in envelope at the end of the term.
  - CHE would like to have a separate discussion about those students who are not currently enrolled.
  - Purdue discussed which institution awards the degree.
    - IU relayed they want to be as student centric as possible.
    - IU points out that IU can issue associate degree for You Can. Go Back.
    - IU relays that there seems to be consensus around excluding reverse transfer from performance funding.
Reverse Transfer Updates

- Dual enrollment
  - Do we want to count dual enrollment toward residency requirement?
  - Four-years think it should only be for a true “transfer student”

- Transcripts – we need to think about ROI on transcript system?

- Discussing opt-in vs. opt-out (next meeting).

- Broad consensus on definition, performance funding

- Issues:
  - Dual Credits
  - HTML transcript
AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting August 3, 2017
Quadrant 1: Demand > Supply
Ivy Tech has Excess Capacity, High Workforce Demand

Quadrant 2: Demand > Supply
Ivy Tech at Capacity, High Workforce Demand

Quadrant 3: Supply > Demand
Ivy Tech High Enrollment, Low Workforce Demand

Quadrant 4: Supply ≈ Demand
At equilibrium

Initiatives
- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs
Initiatives

• Increase enrollment in Quadrant 1 programs
• Evaluate resource and facilities allocation
• Increase employer engagement
• Align K-12 outreach & dual enrollment
• Targeted marketing of Quadrant 1 programs

Workforce Ready Grants - $2 Million

• Focus on utilizing Workforce Ready Grants funding to increase enrollment in high-demand, high-wage, middle-skills certificate programs and noncredit offerings
• Further establish Ivy Tech Community College as a key driver of economic development in Indiana
• Lists of programs finalized with CHE and DWD
  • Four and five “flames”
• Working with campus leadership to ensure programs are offered as broadly as possible
  • First focus will be for second eight weeks of fall classes
  • Significant focus on spring
• Marketing and messaging being coordinated with CHE and DWD
Skill-Up Grants - $20 Million

Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

- Multiple statewide projects being proposed by key economic sectors, with key partners, including:
  - 3-D printing/additive manufacturing (IMA); construction trades; AS pathway in Supply Chain Management and CDL+ (Conexus); CNA apprenticeship model; Northeast IT pipeline; apprenticeship pilot
- Multiple campus/local proposals with partners, including at least:
  - Evansville, Kokomo, Lafayette, Bloomington, Terre Haute, Columbus
- Significant joint proposal with Indiana Chamber of Commerce
  - K-12 Students: Facilitate the development of career pathways from career awareness in early elementary to career preparation via career-aligned work based learning and dual credit/dual enrollment;
  - College-Age Students: Expand the JAG College Success Program which provides intrusive advising and career development services, work-based learning experiences, in-house tutoring, and barrier removal (referrals and funding); and
  - Employed Adults: Expand the participation of employers and employees in the Ivy Tech Achieve Your Degree tuition deferral program in order to increase the number of adults in Indiana with a postsecondary credential.
Manufacturing, Engineering, Applied Science

- Interdisciplinary/Multi-disciplinary Degree Proposal
  - Employer focused – work directly with employers
  - Designed by companies – technical electives
  - TC and CT outcomes from courses only and new students
  - Stackable into AAS degree
- Increase number of completions/enrollment
  - Cummins, ALCOA, Berry Plastics
  - Not open enrollment for students
  - 300 + completions in one company
  - Returning students can complete degrees
- Supports apprenticeships
  - Ivy Tech create and hold standards
  - Youth apprenticeships customized by companies - dual credit
  - Journey person upgrades to AAS
- Supports AYD Model

Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs
Information Technology Sector

Salesforce

- Salesforce partnership in final stages of Academic Alliance with Ivy Tech; the largest they have ever done as a company
- Salesforce University Executive Leadership flying in from San Francisco in August to present to faculty for IT and Business schools for Discipline Dialogue Day
- Salesforce entrance into IT and Business curriculum planned for 2018-19 academic year

K-12 and IT Strategic Partnerships

- Working with IT multinational Cisco Systems from San Jose to grow K-12 enrollment pipeline, industry certifications, and revenue stream for School of Information Technology
- Industry involvement in the development of innovative high school pathways, including TechHire program (20-week program underway being optimized and streamlined on Indianapolis campus to 16 weeks)
- Discussions underway with Cisco and Oracle for large scale K-12 push statewide in 2018; thus ensuring increased enrollment pipeline for Ivy Tech year over year
- Cisco training already being provided to K-12 faculty including Hammond, Elkhart, Carmel, and other High Schools in late June. First of its kind
- Cisco Academy account rep Clydene Stangvik: “No one has ever attempted a K-12 push with Information Technology on the scale of what Ivy Tech is doing”

Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs
Supply Chain & Logistics Sector

CDL+
• Academic CDL Certificate Program Approved and sent to CHE
  • Can be completed in a 16 week semester
  • Partnership with industry, Conexus and DWD
  • Extreme need for 1-3 simulators at $115,000 each to increase pipeline at existing sites
• Current annual supply 1,462 on an approximate demand of 2,000 (BMV, ODR and Burning Glass)
• Skill Up 3 Statewide Grant Submission to support funding for CDL students

Supply Chain/ Logistics Managers
• Annual Demand = 407
• Supply Chain AS graduates = 7
• 2 Program Chairs statewide

Initiatives
• Increase enrollment in Quadrant 1 programs
• Evaluate resource and facilities allocation
• Increase employer engagement
• Align K-12 outreach & dual enrollment
• Targeted marketing of Quadrant 1 programs
Healthcare Sector

• Search for VP of Healthcare
• Achieve Your Degree
  • 2nd statewide agreement signed with Cardon & Associates
  • Magnolia Health Systems - 35 sites
  • Current Discussions with St. Vincent Health
  • Eskenazi Health
• General Studies to Medical Assisting Direct Admission
  • Summer program in Central Indiana for up to 20 students –
    • 8 new students came into program this summer; 47 new students expressed interest for Fall 2017 term
• Hybrid Online/Classroom Model for CNA Training
  • Hybrid model has been completely built out
  • Fort Wayne & Wabash Pilot Model to begin 4-5 week format August 21
• Nursing Program FAQs for High School Students
  • FAQ is on website, distributed to all superintendents across Indiana by July 31
• Pre-Nursing Studies Certificate
  • Approved by Commission and well received by employers
  • Bridge from CNA to Nursing programs
  • Practicing CNAs have 5/17 credits toward certificate
  • Dual credit and CTE pathway

Initiatives

• Increase enrollment in Quadrant 1 programs
• Evaluate resource and facilities allocation
• Increase employer engagement
• Align K-12 outreach & dual enrollment
• Targeted marketing of Quadrant 1 programs
Career Development

- Realignment with Workforce Alignment at Systems Office level
- Indiana Career Explorer
  - Maximizing use by students, faculty, and staff to be aware of high-demand jobs
  - Completed training for all academic advisors
- Workforce Excellence Program
  - Online workforce readiness skills (soft skills) training focusing on critical thinking, communication, teamwork/collaboration, and professionalism/work ethic
  - Over 300 student completions to date
  - Embedded into ASAP enrichments for 2017-18
- Virtual Career Fairs
  - Takes traditional career fair environment online
  - Hosted first virtual fair during spring semester, will host additional fairs this year
- Employer Outreach Teams
  - Supporting collaborative work among Workforce Alignment, Career Development, and Academic Affairs
  - Establishing teams at campus and systems-office levels
- Internship and Placement Data Warehousing
  - Becoming the College’s source for systematic collection of data

Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs
# SPONSORED PROGRAM FUNDS

**May 1, 2017 THROUGH May 31, 2017**

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<th>Source</th>
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<td>131 CHE ScholarCorp 2016-2017 - increase</td>
<td>Indiana Commission of Higher Education</td>
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<td>Terre Haute</td>
<td>171 Perkins 2016-17 2nd Amendment</td>
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**TOTAL** $326,228
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Grants & Contracts

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## DISBURSEMENTS OF $100,000.00 AND OVER
### FOR THE MONTH OF MAY 2017

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<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
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### DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF MAY 2017

<table>
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<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
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<tr>
<td>I. Article VIII Contracts and Other Documents Approval and authorization of the Board.</td>
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### DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF JUNE 2017
Page 2

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<th>Authorization for Disbursement</th>
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<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
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<td>II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.</td>
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PRESIDENTS REPORT

Report will be given at the State Board of Trustees Meeting August 3, 2017
GRANTS REPORT

Total Currently Active Grants:
(131) Competitive Grants: $50,628,964
(27) Non-Competitive Grants: $11,339,215
(158) Total Active Ivy Tech Grants: $61,968,179

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

Grants Awarded During Period (10 - $253,554)

- **North Central** received $2,800 from the National Society of Leadership and Success (NSLS) to support expansion of the Student Leadership Academy to three campuses.

- **Northeast** was awarded $35,138 from the Pauline Barker Charitable Trust to expand program offerings on the Wabash campus for the fall 2017 semester, including Healthcare Specialist, Information Technology (IT), and Industrial Technology.

- **Wabash Valley** received $15,000 from the Duke Energy Foundation to support the Spartan Match stem-based educational opportunity for high school students that will allow for the exploration of technology and engineering.

- **Columbus** was awarded $5,000 as a part of an Aviation Nation Oshkosh grant partnership to enhance aviation training at the Columbus campus.

- **Bloomington** received $65,000 through the South Central Indiana Small Business Development Center to assist Zone businesses and residents by providing business support services in the areas of one-on-one counseling and group training sessions.

- **Office of the President** received $30,000 from Conexus Indiana to redesign the corresponding content and coursework for the Hire Technology Program and the Manufacturing Production and Operations field of study.

Grants Submitted During Period (8 - $1,194,824)

- **Northeast** requested $20,000 from the Zollner Foundation to fund scholarships for students who enroll in either the School of Technology or School of Business at the Fort Wayne campus.

- **Wabash Valley** submitted a grant proposal in the amount of $27,000 to the Greene County Foundation’s Community Support Program to assist in implementation of the Ivy Tech Early College Experience program in surrounding communities.

- **Bloomington** submitted a $55,000 proposal to the Community Foundation of Morgan County to support the expansion of College Coaching program to Martinsville High School.

- **Southwest** requested $948,724 from the U.S. Department of Education’s Child Care Access Means Parents in School program to support childcare programs on campus.

- **The Office of the President** submitted a grant to the STRADA Education Network in the amount of $50,000 to provide support the pilot Jobs for America’s Graduate (JAG) program in Indianapolis and Fort Wayne.

Proposals Declined During Period (3 - $794,270)