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Ivy Tech Community College of Indiana
August 7, 2014

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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 Columbus Campus, 4475 Central Avenue, Columbus, Indiana and the Columbus Learning Center, 4555 Central Avenue, Columbus, Indiana

Wednesday, August 6, 2014

1:30 pm – 3:30 pm  Executive Session

The State Trustees will meet in Executive Session at the Columbus Learning Center, 4555 Central Avenue, Columbus, Indiana and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

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

(5)  To receive information about and interview prospective employees

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

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

Thursday, August 7, 2014

7:00 am – 8:00am  Executive Session

The State Trustees will meet in Executive Session at the Columbus Campus, 4475 Central Avenue, Columbus, Indiana and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

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

(5)  To receive information about and interview prospective employees

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

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

8:00 am – 11:15 am  Board Committee Meetings (open to the public)

The State Trustees will hold the regular committee meetings at Columbus Campus, 4475 Central Avenue, Columbus, Indiana

8:00 – 8:45 a.m.  Buildings, Grounds, & Capital Committee

8:45 – 9:30 a.m.  Budget & Finance Committee

9:30 – 9:45 a.m.  Break

9:45 – 10:30 a.m.  Planning & Education Committee

10:30 – 11:15 a.m.  Corporate College Committee
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 Columbus Campus, 4475 Central Avenue, Columbus, Indiana to consider and take action on such items as may be brought before them. Included will be a public hearing at which a decision will be made with regard to the awarding of contracts for the following public works projects:

Approval of a Construction contract for the Hamilton County Renovation Project, Region 8/Central Indiana

Secretary
Dated this 24th July 2014
Preliminary Agenda as of July 24 2014*
Meeting of the State Board of Trustees
August 7, 2014

I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes

    Regular Meeting, June 12, 2014

IV. Reports of Board Committees

   a. Executive Committee, Steven Schreckengast, Chair

   b. Building, Grounds, and Capital Committee

       Resolution 2014-64, Approval of a Construction for the Hamilton County
       Renovation Project, Region 8/Central Indiana

       Resolution 2014-65, Approval of a Change Order to an Existing Contract
       to Renovate the NMC Building on the North Meridian Camus, Region
       8/Central Indiana

       Resolution 2014-66, Approval to Dispose of Property not needed by the
       College at its Bloomington Campus by Easement to Monroe County,
       Region 14/Bloomington

   c. Budget and Finance Committee

       Resolution 2014-67, Approval of Contract Award for Security Services
       Region 6/East Central

       Resolution 2014-68, Approval of the Ivy Tech Community College of
       Indiana Legislative Request for Operating and Line Item Funds for the
       2016-17 Biennium

   d. Planning and Education Committee

   e. Audit Committee

   f. Corporate College Committee
V. Treasurer’s Report, Chris Ruhl, SVP/Finance and Treasurer

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

VII. Old Business

VIII. New Business

Resolution 2014-69, Reappointment of Regional Trustees-Kokomo

Resolution 2014-70, Reappointment of Regional Trustees-Richmond

Resolution 2014-71, Reappointment and Appointment of Regional Trustees-East Central

Resolution 2014-72, Appointment of Regional Trustees-Columbus

Resolution 3013-73, Approval of Consolidation of the Kokomo Region with the Lafayette Region under the Administration of a Single Chancellor

IX. Adjournment

*Matters may be added to or deleted from the board agenda between the date of the preliminary agenda and the board meeting*
Chairman Steve Schreckengast called the June, 2014 regular meeting of the State Board of Trustees to order at 1:00 pm at the Lafayette Campus.

A. ROLL CALL

Secretary Kaye Whitehead called the roll and the presence of a quorum was announced.

The following State Trustees were present:

Mr. Steve Schreckengast, Chair
Mr. Richard R. Halderman, Vice Chair
Ms. Kaye H. Whitehead, Secretary
Mr. Michael R. Dora
Mr. Larry Garatoni
Ms. Paula Hughes
Mr. Lee J. Marchant
Mr. Stewart McMillan

The following State Trustees were unable to attend:

Mr. Michael A. Evans
Mr. Bob Jones
Ms. Lillian Sue Livers
Mr. Anthony J. Moravec
Mr. Norman E. “Ned” Pfau, Jr.

B. EXECUTIVE SESSION MEMORANDA:

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

The State Board of Trustee met in Executive Session on June 11, 2014 at 1:30 pm at the Lafayette Campus, 3101 S Creasy Lane, Lafayette, Indiana 47905

Members present were: Steve Schreckengast, Kaye H. Whitehead, Richard Halderman Michael R. Dora, Larry Garatoni, Paula Hughes, Lee J. Marchant, and Stewart McMillan

Members absent were: Michael A. Evans, Bob Jones, Lillian Sue Livers, Anthony J. Moravec and Norman E. “Ned” Pfau, Jr.
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.

(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.

(6)(A) With respect to any individual over whom the governing body has jurisdiction, to receive information concerning the individual’s alleged misconduct.

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

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

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

C. NOTICES OF MEETING MAILED AND POSTED:

Secretary Kaye Whitehead confirmed that notices of the June 12, 2014, regular meeting were properly mailed and posted.

D. APPROVAL OF BOARD MINUTES:

Chairman Steve Schreckengast moved for approval of the April 10, 2014, regular board meeting. Trustee Halderman seconded the motion and the motion carried unanimously.

E. COMMITTEE REPORTS:

Item 1 Chairman Schreckengast reported that the Executive Committee met on May 21, 2014. Chairman reported the committee received updates on regional campus consolidations.

Item 2 Chairman Schreckengast called upon Trustee Hughes to give the Building, Grounds and Capital Committee Report. Trustee Hughes moved for approval of:
Resolution 2014-41, Approval to Enter Into a Lease Agreement with Allergy and Asthma Office in the Hilltop Plaza in Madison, Region 11/Southeast

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

Resolution 2014-42, Approval of a Construction Management firm for the Hamilton County Renovation Project, Region 8/Central Indiana

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

Resolution 2014-43, Approval of an Architectural Firm for the Hamilton County Renovation Project, Region 8/Central Indiana

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

Resolution 2014-44, Approval of a Construction Contract for the Hamilton County Renovation Project, Region 8/Central Indiana

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

Resolution 2014-45, Approval to Purchase Improved Land at 22385 County Road 18 in Elkhart County, Region 2/North Central

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

Item 3 Chairman Schreckengast called upon Trustee Ned Pfau, Chair of committee, for a report from the **Budget and Finance Committee**. Trustee Pfau reported there were nine action items for the board to consider. The board was given an update on Consumable Fees for fiscal year 2014-15.

Trustee Pfau moved for approval of

**Resolution 2014-46, Approval of College Property & Casualty Insurance Programs Fiscal Year 2014-15**

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

**Resolution 2014-47, Approval to Renew a Contract with Indiana University Information Technology Services to Provide Help Desk Support Services**

Trustee Halderman seconded the motion and the motion carried unanimously.

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

**Resolution 2014-49, Approval of contract with Blackborad, INC**

Trustee Garatoni seconded the motion and the motion carried unanimously.

**Resolution 2014-50, Approval of a Contract for Custodial Services in the Southwest Region**

Trustee Garatoni seconded the motion and the motion carried unanimously.

**Resolution 2014-51, Approval of the College 2014-15 Fiscal Year Operating Budget**

Trustee Dora seconded the motion and the motion carried unanimously.

**Resolution 2014-52, Approval of Contract for Purchase and Sale of Natural Gas**

Trustee Hughes seconded the motion and the motion carried unanimously.

**Resolution 2014-62, Approval of a Volume License Agreement with Microsoft Reseller Bell Techlogix**

Trustee Dora seconded the motion and the motion carried unanimously.

**Item 4** Chairman Schreckengast called upon Trustee Marchant, Chair of the Committee, for a report from the Planning and Education Committee. Trustee Marchant reported there are no action item for the board to consider.

Trustee Marchant reported the Committee heard from Dr. Russ Baker on transfer and University Division Business Plan, Sue Smith on Technology Division Business Plan, Dr. Steven Tincher on Business and Public Services Division Business Plan, Calvin Thomas IV on Health Division Business Plan and Dr. Mary Ostrye on Division Strategic Leadership Council

**Item 5** Chairman Schreckengast called upon Trustee Garatoni, Chair of the Committee, for a report from the Audit Committee. Trustee Garatoni reported there were no action items for the board to consider. The Audit Committee met yesterday and it was a good meeting and the Committee reviewed the internal audit financial statement.

**Item 6** Chairman Schreckengast called upon Trustee McMillan, Chair of the Committee, for a report from the Corporate College Committee. Trustee McMillan reported there were no action items for the board to consider. Trustee McMillan reported the Committee received updates on Revenue and Expenses/Enrollment
F. TREASURER’S REPORT:

Chairman Schreckengast called upon Senior Vice President Chris Ruhl for the Treasurer’s Report. Mr. Ruhl presented Revenue Budget for Fiscal Year 2015, Expenditure Budget, Statewide Budget Priority Categories which are Retention, School of Technology, Equipment, IT Infrastructure, Nursing/Health Sciences and Accelerated degree programs and Fiscal year 2015 Cost Savings Measures.

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

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

G. STATE OF THE COLLEGE

Chairman Schreckengast called upon President Snyder for the President’s report. President Snyder called upon and introduced four new employees, Lea Anne Crooks, Campus President, Terre Haute for the Southwest and Wabash Valley Regions, Kristin Keisling, Executive Director of Finance, East Central and Richmond Regions, Jennie Vaughan, Chancellor, Bloomington Region and Jonathan Wenzapfel, Chancellor, Southwest and Wabash Valley Regions. Jill Kramer, Associate Vice President Planning/Research provide Metrics update.

H. OLD BUSINESS

Chairman Schreckengast called for old business, and there was none.

I. NEW BUSINESS

Chairman Schreckengast called for new business.

Trustee Halderman moved for approval of the following reappointment and appoint of Regional Trustees:

Resolution 2014-54, Reappointment of Regional Trustee Bloomington Region

Resolution 2014-55, Reappointment of Regional Trustee Northeast Region

Resolution 2014-56, Reappointment of Regional Trustees Southeast Region

Resolution 2014-57, Reappointment of Regional Trustees Southern Indiana

Resolution 2014-58, Appointment of Regional Trustee Wabash Valley Region
Resolution 2014-59, Reappointment of Regional Trustees Central Indiana Region

Resolution 2014-60, Appointment of Regional Trustees Lafayette Region

Resolution 2014-61, Appointment of Regional Trustees Central Indiana Region

Resolution 2014-63, Reappointment of Regional Trustee Northwest Region

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

J. ADJOURNMENT

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

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

Chairman Schreckengast adjourned the meeting.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

_______________________________
Steve Schreckengast, Chairman

_______________________________
Kaye Whitehead, Secretary

Dated June 12, 2014
Prepared by Gretchen L. Keller, Recording Secretary
APPROVAL OF A CONSTRUCTION CONTRACT FOR THE HAMILTON COUNTY RENOVATION PROJECT, REGION 8/CENTRAL INDIANA

RESOLUTION NUMBER 2014-64

WHEREAS, the 2013 General Assembly authorized the College to lease and renovate the Noblesville East Middle School, through a cash appropriation of $12,000,000 plus $3,000,000 of additional funds from the City of Noblesville, and

WHEREAS, the Indianapolis Region has begun the design process for the classroom, student and exterior spaces, and recently bid the roof improvements to various contractors, and

WHEREAS, the bid process has been completed in accordance with Indiana law and College procedures including State Trustee requirements, and

WHEREAS, according to College procedures the lowest and best bid for the Site Infrastructure/Parking package is $XXX,000 from (TBD), which is within the total project budget of approximately $15 million, including the renovation contract, architectural fees, bidding costs, and contingency, and

WHEREAS, the Regional Board of Trustees has recommended the contract with the selected firm, and

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby approve a contract award to (TBD) for $XXX,000.

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 a contract with said firm after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Chairman

__________________________________
Secretary

Dated August 7, 2014
APPROVAL OF A CHANGE ORDER TO AN EXISTING CONTRACT TO RENOVATE THE NMC BUILDING ON THE NORTH MERIDIAN CAMPUS, REGION 8/CENTRAL INDIANA

RESOLUTION NUMBER 2014-65

WHEREAS, the NMC Building is under renovation as part of the $23.098m Indianapolis Capital Infrastructure project, and

WHEREAS, in December the Ivy Tech Community College State Board of Trustees approved a contract with Renascent, Inc. for the General Trades package for $1,115,850, and,

WHEREAS, two Change Orders need to be issued to Renascent, Inc., increasing their contract by $187,451.89, or 16.8%; and

WHEREAS, Change Orders increasing the value of a State Board of Trustees approved contract by more than 10% require approval of the State Board of Trustees; and

WHEREAS, the Region 8/Central Indiana Board of Trustees has reviewed the project and made a recommendation on the Change Order; and

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby recommend that the two Change Orders for Renascent, Inc. be approved.

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 change orders with said firm after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Chairman

__________________________________
Secretary

Dated August 7, 2014
RESOLUTION NUMBER 2014-66

WHEREAS, the College owns land at its Daniels Way campus in Bloomington, and

WHEREAS, Monroe County through its Board of Commissioners has requested an easement on and across the College owned property for the placement of an emergency warning siren and ingress and egress in, through, and across said property for maintenance of the siren,

WHEREAS, the College will benefit from granting said easement and emergency warning siren, and

WHEREAS, the Region 14/Bloomington Regional Board of Trustees requests granting such an easement at no cost to Monroe County;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby approve granting the utility easement on said land to Monroe County at no cost to the County.

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 all necessary documents for the granting of said easement after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

____________________________________
Chairman

____________________________________
Secretary

Dated August 7, 2014
APPROVAL OF CONTRACT AWARD FOR SECURITY SERVICES
REGION 06 – EAST CENTRAL

RESOLUTION NUMBER 2014-67

WHEREAS, the current security contract with U.S. Security Associates, Inc. expired on June 30, 2010, and

WHEREAS, the current purchase order with U.S. Security Associates, Inc. for security services has been awarded on an month-to-month basis and is due for renewal, and

WHEREAS, Nolan Security & Investigations, LLC submitted the lowest and best proposal in accordance with College procurement procedures, and

WHEREAS, Region 06 - East Central wishes to contract with Nolan Security & Investigations, LLC, for security services for the period of July 1, 2014 through June 30, 2016, with two options to renew and extend the contract for one additional year, and

WHEREAS, the cost for the initial contract is $326,027 annually for two years to provide complete security services, for the Anderson Ebberett and AIC Campuses, the Henry County Campus, the Marion Campus, and the Muncie Campuses including the North Instructional Center, South Instructional Center, Cowan Road Annex, and Patterson building, and

WHEREAS, the Region 06 East Central Board of Trustees recommends approval of the execution of the two year contract with Nolan Security & Investigations, LLC and the two options to renew for one additional year, and

WHEREAS, execution of the two year contract and the potential exercise of the option years will result in an expense in excess of $500,000,

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorizes Region 06-East Central to enter into a contract totaling $652,054 with Nolan Security & Investigations, LLC and

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

State Trustees
Ivy Tech Community College

_________________________
Steve Schreckengast, Chairman

_________________________
Kaye H. Whitehead, Secretary

Dated: August 7, 2014
RESOLUTION NUMBER 2014-68

WHEREAS, the College is required by the Indiana Commission for Higher Education and Indiana General Assembly to submit a request for Operating and Line Item Funds as part of the biennial budget request process (“Request”), and

WHEREAS, said Request for Operating and Line Item Funds is being prepared by the College administration in conjunction with the Budget and Finance Committee of the State Trustees, and

WHEREAS, the state of Indiana ranks 41st in the nation in educational attainment and has been ranked in the bottom ten in the country for over three decades, and

WHEREAS, the state’s attainment ranking is the lowest amongst Big Ten states and has increased by only one percent over the last four years, and

WHEREAS, the number of Indiana residents holding an Associate degree has increased by over 26,000 from 2010 to 2012 as compared to an increase of just over 11,000 for those holding a Bachelor’s degree, and

WHEREAS, it is clear that Ivy Tech Community College is the institution of higher education that will impact the state’s attainment levels the most over the next decade and is the main driver as Indiana strives to reach the Big Goal attainment levels, and

WHEREAS, Ivy Tech continues to provide the greatest return on investment amongst institutions of higher education, and

WHEREAS, Ivy Tech graduates on average out earn graduates of all other institutions of higher education in their first year in the workforce, and

WHEREAS, the College’s performance under the Commission’s performance funding formula has been excellent, yet the College remains the lowest funded institution in the state at just over $1,200 per student which is over $11,000 less per student than the highest funded school and over $3,000 less than select regional campuses, and

WHEREAS, the lack of funding has resulted in Ivy Tech being forced to defer the hiring of additional full time advisors and full time faculty along with the purchasing additional training equipment, and

WHEREAS, performance funding does not cover this gap but instead only incentivizes institutions who have a fully funded base, and
WHEREAS, the current ratio of students per full-time advisors is 1,000 to 1, and

WHEREAS, currently only 23 percent of the faculty are full-time, putting Ivy Tech in the bottom 10th percentile in the country, and

WHEREAS, to meet the educational attainment goals of the state, the College needs additional academic advisors, full-time faculty and equipment.

NOW THEREFORE BE IT RESOLVED, that the Request for Operating and Line Item Funds is hereby approved for submission to the appropriate state authorities, and

FURTHER BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to submit the Request and provide necessary documentation to all appropriate state authorities in support of the Request, and

FURTHER BE IT RESOLVED, that the College President or his designee is authorized to make any necessary changes in the Request as final documentation is assembled and submitted, and

FURTHER BE IT RESOLVED, that the Board urges favorable consideration of the Request including new line item requests for additional academic advisors, full-time faculty and equipment by the Commission, the State Budget Committee and Indiana General Assembly.

State Trustees
Ivy Tech Community College of Indiana

_____________________________
Steve Schreckengast, Chairman

_____________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
REAPPOINTMENT OF REGIONAL TRUSTEES
KOKOMO REGION

RESOLUTION NUMBER 2014-69

WHEREAS, the Kokomo Regional Board would like to reappoint four members to the Kokomo Regional Trustees, and

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Adler</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Richard Belcher</td>
<td>Commerce</td>
</tr>
<tr>
<td>Annalee Benedict</td>
<td>Labor</td>
</tr>
<tr>
<td>Jean Cole</td>
<td>At Large</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 John Adler, Richard Belcher, Annalee Benedict and Jean Cole are hereby reappointed as regional trustees for Ivy Tech Community College of Indiana – Kokomo, effective immediately,

AND FURTHER BE IT RESOLVED, John Adler, Richard Belcher, Annalee Benedict and Jean Cole will each serve through June 30, 2017, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

______________________________
Steve Schreckengast, Chairman

______________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
REAPPOINTMENT OF REGIONAL TRUSTEES
RICHMOND

RESOLUTION NUMBER 2014-70

WHEREAS, the Richmond Regional Board would like to reappoint two members to the Richmond Regional Trustees, and

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Laurence D. Richards</td>
<td>Education</td>
</tr>
<tr>
<td>Jon A. Ford</td>
<td>At Large</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 Laurence D. Richards and Jon A. Ford are hereby reappointed as regional trustees for Ivy Tech Community College of Indiana – Richmond, effective immediately,

AND FURTHER BE IT RESOLVED, Laurence D. Richards and Jon A. Ford will each serve through June 30, 2017, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

____________________________
Steve Schreckengast, Chairman

____________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
REAPPOINTMENT and APPOINTMENT OF REGIONAL TRUSTEES
EAST CENTRAL

RESOLUTION NUMBER 2014-71

WHEREAS, the East Central Regional Board would like to reappoint and appoint two members to the Richmond Regional Trustees, and

WHEREAS, the East Central Regional Board Nominating Committee has agreed to recommend the individuals listed below to each serve three year terms on the Richmond Regional Board of Trustees;

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jennifer McCormick</td>
<td>Education</td>
</tr>
<tr>
<td>Sally DeVoe</td>
<td>At Large</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 Jennifer McCormick and Sally DeVoe are hereby reappointed as regional trustees for Ivy Tech Community College of Indiana – Richmond, effective immediately,

AND FURTHER BE IT RESOLVED, Jennifer McCormick and Sally DeVoe will each serve through June 30, 2017, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

____________________________________
Steve Schreckengast, Chairman

____________________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
RESOLUTION NUMBER 2014-72

WHEREAS, the Columbus Regional Board would like to appoint one member to the Columbus Regional Trustees, and

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Derek Kintner</td>
<td>Labor</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 Derek Kintner is hereby appointed as regional trustee for Ivy Tech Community College of Indiana – Columbus, effective immediately,

AND FURTHER BE IT RESOLVED, Derek Kintner will serve through June 30, 2017, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

____________________________________
Steve Schreckengast, Chairman

____________________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
APPROVAL OF CONSOLIDATION OF THE KOKOMO REGION WITH THE
LAFAYETTE REGION UNDER THE ADMINISTRATION OF A SINGLE
CHANCELLOR

RESOLUTION 2014-73

WHEREAS, Ivy Tech was created in 1963 as Indiana Vocational Technical College, and

WHEREAS, the General Assembly designated Ivy Tech as Indiana's Statewide Community College in 2005 with a dual strategy mission of "Credits that Transfer" and "Workforce Development", and

WHEREAS, Ivy Tech Community College is Indiana's primary open enrollment institution of higher education, and

WHEREAS, the College must operate with efficiency and eliminate unnecessary duplication, and

NOW THEREFORE BE IT RESOLVED, the College will consolidate the administrative functions of the Kokomo and Lafayette Regions under the leadership of a single regional chancellor, and

FURTHER BE IT RESOLVED, the Regional Board of Trustees of the Kokomo and Lafayette Region will not be consolidated and will continue to function as individual regional boards providing vital community outreach and operational expertise, and

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

_________________________________________
Steve Schreckengast, Chairman

_________________________________________
Kaye Whitehead, Secretary

Dated August 7, 2014
## IVY TECH COMMUNITY COLLEGE
### SPONSORED PROGRAM FUNDS
#### June 1, 2014 THROUGH June 30, 2014

<table>
<thead>
<tr>
<th>Campus</th>
<th>Title or Description</th>
<th>Source</th>
<th>Amount</th>
<th>Effective Date</th>
<th>Expiration Date</th>
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</thead>
<tbody>
<tr>
<td>Richmond</td>
<td>Respiratory Care Program - Reid Hospital</td>
<td>Reid Memorial Hospital</td>
<td>$15,000</td>
<td>12/01/14</td>
<td>08/30/15</td>
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<tr>
<td>Northwest</td>
<td>GLISTEN - Sub Harrisburg NSCE</td>
<td>Harrisburg University of Science and Technology</td>
<td>474</td>
<td>12/01/14</td>
<td>09/30/14</td>
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<tr>
<td>Wabash Valley</td>
<td>Workplace Spanish Training</td>
<td>Indiana Judicial Center</td>
<td>6,350</td>
<td>05/01/13</td>
<td>06/30/15</td>
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<tr>
<td>Central Indiana</td>
<td>Pro100 Summer Youth Program 2014 - TeamWorks</td>
<td>Pro100 Inc. dba TeenWorks</td>
<td>7,469</td>
<td>05/17/14</td>
<td>07/24/14</td>
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<tr>
<td>Southeast</td>
<td>El AHEC Quick Response Grant - SimPad Utilization</td>
<td>East Indiana Area Health Education Center</td>
<td>3,480</td>
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<td>Southeast</td>
<td>El AHEC Quick Response Grant - Recognition &amp; Response Training</td>
<td>East Indiana Area Health Education Center</td>
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<td>Kokomo</td>
<td>State CTE Awareness Works Council</td>
<td>State of Indiana Works Councils</td>
<td>65,000</td>
<td>05/01/14</td>
<td>06/30/15</td>
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<tr>
<td>Columbus</td>
<td>El AHEC Quick Response Grant - SimPad Utilization</td>
<td>East Indiana Area Health Education Center</td>
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<td>Northeast</td>
<td>NSF Microsystems Certification</td>
<td>National Science Foundation</td>
<td>199,997</td>
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<td>Northeast</td>
<td>IOFC Faculty Fellowship Service Learning in EDE: Math to Go</td>
<td>Indiana Campus Compact</td>
<td>3,780</td>
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<td>05/31/15</td>
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<td>Richmond</td>
<td>AACC Walmart Job Initiative; Ready, Willing &amp; Able Job Matters</td>
<td>American Association of Community Colleges</td>
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<td>08/31/14</td>
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<td>Northeast</td>
<td>SUB Purdue-Northwest Indiana Area Health Center-lySco Summer Prg</td>
<td>Purdue University</td>
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<td>East Central</td>
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<td>Step Up Language Arts 2014 - Kitselman Fund</td>
<td>The Community Foundation of Monroe &amp; Delaware County, Inc. - Kitselman Fund</td>
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<td>ONB - ASAP Sponsorship - Changing Lives Campaign</td>
<td>Old National Bank</td>
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<td>the Excel Center</td>
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<td>Central Indiana</td>
<td>INLSTA - Enhanced Distance Learning for Satellite Locations 2014</td>
<td>Indiana State Library</td>
<td>9,930</td>
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<td>04/30/15</td>
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**TOTAL** $851,885
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<tr>
<th>Grants &amp; Contracts</th>
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<td>Total this Report</td>
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<td>2003-2004 Fiscal Year-End Total</td>
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## DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF JUNE 2014

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<thead>
<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
<th>Reference Number</th>
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<td>I. Article VIII A</td>
<td>Reimbursement for Health Ins. Claims</td>
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</table>
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<tr>
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<tbody>
<tr>
<td>II. Article IV. A</td>
<td>Money Market</td>
<td>100,627.13</td>
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<td>Officers of the Board. Section 5.</td>
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<tr>
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<td>Treasurer. Article VIII. Execution of Contracts and other Documents. Section A.</td>
<td>C Money Market</td>
<td>1,681,000.00</td>
<td>Lake City Bank</td>
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<td>Lake City Bank</td>
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<td>III. Reported to the Board of Trustees</td>
<td>A Apprenticeship, Indianapolis campus</td>
<td>118,711.20</td>
<td>Indianapolis Electrical JATC</td>
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<td>264,022.57</td>
<td>Ermco, Inc.</td>
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<td>Gilbraltar Construction Corp</td>
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<td>G Apprenticeship, Indianapolis campus</td>
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<td>State of Indiana</td>
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<td>Ivy Tech Foundation</td>
<td>06/13/14</td>
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<th>Check Reference</th>
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<tbody>
<tr>
<td>III. Reported to the Board of Trustees under $500,000</td>
<td>M Apprenticeship, Evansville campus</td>
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Building, Grounds and Capital Committee
August 7, 2014

Buildings Grounds and Capital Discussions

Construction Topics (Resolutions)
A. Hamilton County (Noblesville) Construction Contract
B. Indianapolis Change Order (Renascent, Inc.)
C. Bloomington Easement

Discussion Items
A. Hamilton County Construction Contract

- Project funded in 2013 for $15m
- Designed by Schmidt Architects and the Construction Manager is Powers and Sons – previously approved by Board
- Bids for Roof Package were received and reviewed for compliance with Resolution 2004-32
- Regional Board of Trustees approval was received
- Total project estimate is still $15m
- Low bidder is (TBD) for $xxx

REQUEST: Approval of the roof contract to (TBD) for the Hamilton County project for $xxx.

B. Indianapolis Project Update

- Total project estimate is still $23,098m
- Minority and Women Owned Business Participation –
  - Bid Day = MBE/WBE/VBE% – 10%
  - Today = MBE/WBE/VBE% - 14%
- Safety –
  - 14,635 work hours complete with 0 (zero) Accidents

Statistics brought to you by Hagerman Group (Construction Manager) and their partners
C. Region 8/Central Indiana Change Order - Renascent

- In December, the State Board of Trustees approved a $1,115,650 General Trades contract with Renascent, Inc. as part of the $23m Indianapolis infrastructure project
- Since then, there have been additions to the contract due to:
  - Additional demolition and conduit removal (5th floor)
  - Additional asbestos abatement
  - Removal of hidden steam pipes and radiators
- Result is a contract value increase of $187,451.89, or 16.8%
- Increases in contracts greater than 10% require State Board authorization
- Has been approved by the Regional Board of Trustees

REQUEST: Approval of 2 Change Orders with a total of $187,451.89 to Renascent, Inc.

F. Bloomington Easement

- Monroe County Commissioners asked for an easement for 4 square feet from the Bloomington Campus in order to place, construct and maintain an emergency warning siren on the property.
- The College would like to have this siren to improve the ability to hear the warnings when issued.
- This siren will be installed at the cost of the county, and the easement will be given for no exchange of fees.
- This has been approved by the Regional Board of Trustees.

REQUESTS:
Approval to grant an easement to Monroe County to construct and operate an emergency warning siren on Ivy Tech property.
• Bloomington Easement

Discussion Topics – Information Only

• Bloomington Expansion
Questions?
Budget and Finance Committee

I. Action Items:

A. Consideration of a Resolution Approving a Contract for Security Services at the East Central Region

- The Region formed a search team to review the purchasing process headed by the Executive Director of Finance and included the Chancellor, Facilities Manager, Human Resources Director, and Executive Director of Statewide Security
- With the assistance of Central Office and Jim Hudson, a Request for Proposal was drafted and a list of 16 qualified potential participants was generated. Of this list, 7 were registered WMBE vendors.
- The Region participated in several walk-throughs and entertained vendor questions in accordance with the RFP
- After the deadline, as established in the RFP, the team reconvened to review the eight work plans submitted by the following vendors:
- Of the eight proposals, the team focused on the work plans of the four lowest cost bids
- The search team recommended Nolan Security & Securatex, Ltd. to visit the campus and meet the Regional Safety and Security team to present their proposals
- The focus of the two presentations was very different. Securatex presented an armed guard option while Nolan took a different approach. Securatex would need to cut back the number of hours the campuses would host security services in order to be price competitive. However, Nolan proposed a plan where the site supervisor would also perform as security while they were on site and lowered billable hours while maintaining all required hours as stated in the RFP.
- The Regional Safety & Security team unanimously recommended the lowest and best bid by Nolan Security & Investigations, LLC. The Executive Director of Statewide Security contacted the Ivy Tech Community College Lafayette campus, who is currently contracted with Nolan Security, for a reference. They came highly regarded and recommended.
- The East Central Chancellor and Executive Director of Finance presented Nolan Security’s two year contract to the Regional Board of Trustees at the July 17, 2014 meeting and the Resolution was passed and recommended to move forward to the State Board of Trustees for approval of the contract in the amount of $326,027 annually for two years for a total of $652,054. The contract has two options to renew which extends the contract for one year each. If exercised, the first year option would be $336,756 and the second year option would be $355,296.

B. Consideration of a Resolution Approving the Submission of the Budget Request to the State of Indiana
Resolution will be submitted at the Trustee’s meeting

II. **Information Items:**

   A. Discussion of the contract with the Jackson Group.

Information will be provided at the Trustee’s meeting.

   B. Discussion on the investment performance.

Information will be provided at the Trustee’s meeting.
Planning and Education

Agenda

1. Current State of Reverse Transfer at Ivy Tech
   Presenter: Dr. Russ Baker, Vice President of Academic Affairs and University Transfer Division

2. Statewide Dual Credit Trends and Impact
   Presenter: Dr. John Newby, Assistant Vice President of K-12 Initiatives

Planning and Education Committee

Current State of Reverse Transfer at Ivy Tech

Presenter: Dr. Russ Baker, Vice President of Academic Affairs and University Transfer Division
Reverse Transfer

What is Reverse Transfer?

The process through which academic credits for applicable coursework at the university are transferred back to the community college for purposes of awarding an associate degree and...

...a mechanism that allows community colleges to receive more accurate credit for their role in educating students.
Reverse Transfer

**Significant Benefits**

• Demonstrates commitment to student success
• Students achieve a milestone en route to the baccalaureate that encourages persistence to BA completion
• Particularly beneficial for minority and economically disadvantaged students
• Strengthens institutional partnerships
• Contributes significantly to Indiana degree completion efforts

Reverse Transfer at Ivy Tech

Currently:
Reverse transfer agreements in place with University of Phoenix, Western Governor’s University, and several other private, for profits.
Reverse Transfer

Reverse Transfer at Ivy Tech

2013-14:
Initiated a reverse transfer pilot with Purdue University—West Lafayette. Has since been expanded to include Purdue regional campuses.

Reverse Transfer

• Agreement signed with Indiana State University in July, 2014

• Draft agreement awaiting approval at University of Southern Indiana (USI) and Ball State University (BSU)

• Current status with IU: They are not opposed philosophically to reverse transfer but feel that funding considerations are needed to make the system equitable
Reverse Transfer

GATCI Project

Guaranteed Admissions Transfer and Completion Initiative: Partnership between Indiana University Regional Campuses and Ivy Tech Community College

• Launches Fall 2015 at IU—Southeast, IUPUI and IU—East

Reverse Transfer

GATCI Project

• Fall 2016 launch at IU—Kokomo, IU—Northwest, IU—South Bend, IPFW, and IUPUC

• Students denied admission at IU regional campuses will be guaranteed admission if they complete at least the transfer general education core or an associate degree at Ivy Tech

• Students will participate in multiple support/intervention services provided in partnership by both Ivy Tech and IU regional campuses
Statewide Dual Credit Trends and Impact

Presenter: Dr. John Newby, Assistant Vice President of K-12 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 new Indiana standards and earned ICHE’s “preferred provider” status.

• Every Indiana high school must offer dual credit (Academic/Technical Honors diploma).

• Ivy Tech offers the majority of dual credit in Indiana.
Dual Credit Basics

- Every Ivy Tech region has at least one staff member designated as the dual credit coordinator.
- Most Ivy Tech dual credit is offered in the high school and taught by high school faculty.
- Faculty-on-Loan is also a popular option.
- 383 high schools and career centers were served during 2013-14 (88% of all public high schools included).

High Schools Served
Overview: Benefits of Dual Credit Programming

• Assist students to aspire to a college education.
• Substantial cost savings for college tuition ($29.8m+ 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), and beyond.

• During 2013-14, 42%+ of Ivy Tech’s dual credit agreements were for CTL/Liberal Arts offerings (150% increase in two years).
Expanding the Scope of Dual Credit

• A common, statewide crosswalk between Ivy Tech courses and Indiana Department of Education courses provides a consistent structure across the state for dual credit.

• ICHE has asked other institutions to model this approach.

• Dual Credit directly impacts DOE’s A – F accountability model for high schools.

Emerging Emphasis on Early College High Schools

• Many high schools are working to incorporate certificate or associate degree options into their programming.

• Based on information from region dual credit coordinators, the following high schools are in various stages of development.
Ivy Tech Early College High Schools by Region (2014-15)

**Northwest Region**
- 21st Century Charter School (emerging)
- Westville High School (exploring)
- Michigan City High School (exploring)

**North Central Region**
- Penn High School (emerging)
- Concord High School (exploring)
- Elkhart Central High School (emerging)
- Elkhart Memorial High School (emerging)
- Elkhart Area Career Center (emerging)
- Fairfield High School (exploring)
- Goshen High School (emerging)
- Jimtown High School (exploring)
- Northridge High School (exploring)
- South Bend Career Academy (exploring)
- Triton High School (emerging)

Ivy Tech Early College High Schools by Region (2014-15)

**Northeast Region**
- Bellmont Early College High School
- Homestead High School (exploring)
- East Noble High School (exploring)
- North Side High School (exploring)
- Wayne High School (exploring)

**Kokomo Region**
- Peru Early College High School (pending/emerging)
- Wabash Early College High School (pending/emerging)

**East Central Region**
- Alexandria Early College High School (pending/emerging)
- Anderson Early College High School (emerging)
- Blackford High School (emerging)
- Jay County High School (emerging)
Ivy Tech Early College High Schools by Region (2014-15)

**East Central Region (cont)**

- Knightstown High School (pending/emerging)
- Lapel Early College High School (pending/emerging)
- Madison-Grant Early College High School (pending/emerging)
- Marion Early College High School (emerging)
- Muncie Area Career Center (emerging)
- Muncie Central Early College (emerging)
- New Castle Area Career Programs Early College High School (emerging)
- New Castle High School Early College (pending/emerging)
- Tri-County Early College (emerging)
- University of Delta High School (emerging)
- Wapahani Early College (emerging)
- Winchester Community Early College (emerging)

**Wabash Valley Region**

- Northview Early College High School (pending)

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**Central Indiana Region**

- Shelbyville High School (pending/emerging)
- Franklin Community Early College High School

**Richmond Region**

- Richmond Early College High School
- Connersville Early College High School

**Columbus Region**

- Greensburg Early College High School
- Seymour Early College High School
- Austin/Crothersville Early College High School (emerging)
- Jennings County Early College High School (emerging)
Ivy Tech Early College High Schools by Region (2014-15)

Southeast Region
Batesville Early College High School (emerging)

Southwest Region
EVSC Early College High School

Southern Region
Austin/Crothersville Early College High School (emerging)
Coydon Central Early College High School (pending)
Jeffersonville Early College High School (emerging)
Charlestown Early College High School (emerging)
Scottsburg Early College High School (emerging)

Bloomington Region
Bloomington North Early College High School (exploring)
Bloomington South Early College High School (exploring)

Statewide Dual Credit Trends and Impact

Questions?

Policy Title: Reverse Transfer
Purpose: The College has entered into agreements with partner institutions with the intent of awarding degrees to students who have transferred out without completing a degree.

Definitions:
Reverse Transfer: The process of evaluating a former Ivy Tech student’s record to see if, with the addition of work taken at a transfer institution, the student now qualifies for an Ivy Tech degree.

Eligible students: Students will be eligible to have their records evaluated for reverse transfer if they transferred a minimum of 15 credits to the partner institution and have in turn earned a total of 75 credits among all institutions.

Partner institution: A four-year college or university to which an Ivy Tech student has transferred.

Policy:
1. The reverse transfer degrees to be awarded are the Associate of Science, the Associate of Arts, the Associate of General Studies and the Associate of Fine Arts.
2. Students must have completed a minimum of 15 credit hours at Ivy Tech, excluding prior learning experience credit.
3. Students must meet all requirements for graduation certification, including GPA and course requirements.
4. The curriculum to be used for reverse transfer will be the current curriculum in effect at the time the College is made aware of the student.
5. If the student has successfully completed coursework at the 300-level or above at the partner institution, that coursework may be substituted for the IVYT degree requirement, if the student did not complete that requirement at Ivy Tech.
6. Upper-level (300-level and above) coursework may be used to substitute for the capstone course requirement in the curriculum.

Procedure:
1. Either the student or the partner institution will submit transcripts to be used in evaluating credit from the partner institution.
2. Students who are identified for reverse transfer shall have their credits from the partner institution entered into the College’s SIS.
3. A degree audit will then be run to see if the student has completed the program. Based on the student’s coursework taken at Ivy Tech and the partner institution, the student will be audited based on this hierarchy:
   a. The student’s program of study at Ivy Tech/partner institution.
   b. The AA and/or AS in Liberal Arts
   c. The AGS in General Studies
4. If the student has completed all requirements, the degree is posted to the next available graduation date in the College’s SIS and the student is notified.
5. If the student does not owe outstanding fees to the College, a diploma is ordered and mailed to the student.
6. The student will be credited for completing the degree at the most recent Ivy Tech home campus as listed in the College’s SIS.
Guaranteed Admission
Transfer & Completion Initiative

Invitation to Participate:
IU and Ivy Tech campuses are invited to participate in the Guaranteed Admission Transfer and Completion Initiative (GATCI) project. IU and Ivy Tech campuses will coordinate efforts to establish a guaranteed admission transfer program to support Indiana residents who are inadmissible to an IU campus. The program will support all students who enter the referral process and enroll at an Ivy Tech campus to complete academic and admissions requirements.

Purpose of the GATCI Project:
The purpose of the GATCI project is to provide institutional and student support to improve college preparation and completion among Indiana residents. Through such collaboration, these two- and four-year partnerships will support academically unprepared students with degree aspirations following high school graduation. IU and Ivy Tech campuses will establish a guaranteed admissions transfer program that will provide students with the following:

1) Students will satisfy academic requirements and initiate educational planning through the baccalaureate.
2) Students will earn a General Education certificate or an Associate's degree prior to transitioning to an IU campus.
3) Students will participate in multiple stages of support to meet personal and academic goals.
4) Students will experience early college affiliation through intercampus resources, events, and activities.

Pilot Phase Implementation:

Fall 2015

Phase I. Begins:
IUPUI and Ivy Tech Indianapolis
IU Southeast and Ivy Tech Sellersburg
IU East and Ivy Tech Richmond

Fall 2016

Phase II. Begins:
IPFW and Ivy Tech Fort Wayne
IUPUC and Ivy Tech Columbus
IU South Bend and Ivy Tech South Bend
IU Kokomo and Ivy Tech Kokomo
IU Northwest and Ivy Tech Gary

Roles and Expectations for Pilot Institutions:

1. Collaborate with IU and Ivy Tech campus representatives to discuss specific program parameters.
2. Identify denied/deferred first-year IU applicant profile (including first generation/minority students)
3. Identify intervention points
4. Establish data tracking process across IU-Ivy Tech sites.
5. Develop an dual admissions process for Ivy Tech (e.g. dual admission program participants)
6. Develop mechanisms of support (e.g. advising, financial aid, incentivizing)
7. Conduct evaluation/assessment
Reverse Articulation Policy Agreement

Between

Indiana State University and Ivy Tech Community College

Preamble

In order to better serve students and promote degree attainment within the state of Indiana, Indiana State University (ISU) and Ivy Tech Community College (ITCC) have agreed to a process that will facilitate the awarding of an associate degree to former ITCC students who have transferred to ISU prior to completion of the associate degree.

Reverse Transfer Policy and Conditions:

- Students must have completed a minimum of 15 credit hours from ITCC to be eligible for reverse transfer
- Students must be a currently enrolled ISU undergraduate
- Students must have no prior degree from ITCC
- Students must have met all admission requirements for ISU, including attainment of at least a 2.0 gpa from ITCC
- Once the student has attained 75 or more total credit hours (including the minimum of 15 from ITCC) they will be notified each semester of their potential eligibility for an ITCC associate degree through reverse transfer until they opt-in or opt-out.

Reporting Requirements:

- ISU will be responsible for submitting all transcripts completed by eligible students to ITCC for degree auditing
- ITCC is responsible to reporting back to ISU if the associate degree is conferred to individual students
- ISU degree audit will update to indicate associate degree earned

Execution

- ITCC is responsible for determining, through reverse articulation and transcript review, which ISU courses may satisfy the associate degree
requirements allowing for the conferral of the degree and the specific degree which the student will be awarded

- The process continues each fall and spring semester and invites those previously eligible and any newly-eligible student until:
  - Degree is earned at ITCC or ISU, or
  - Student chooses to opt-out, or
  - Student is no longer enrolled at ISU

- This agreement shall be reviewed annually by both parties to ensure that is reflects any changes in policy by either party that may require modification of the agreement. It is effective as of the date when signed by a representative from both institutions.

Approval Signatures

For
Ivy Tech Community College:

Thomas J. Snyder
President
DATE: 7/9/14

Mary E. Ostrzyka
Senior Vice President and Provost
DATE: 7/7/2014

For
Indiana State University

Richard B. Williams
Provost and Vice President
Academic Affairs
DATE: 7/10/2014
AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting August 7, 2014
### Corporate College Revenue & Expense by Region (FY) 
Through June 2014 (NOT FINAL FY)

<table>
<thead>
<tr>
<th>Region</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Grand Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>($920,671)</td>
<td>$709,567</td>
<td>($211,104)</td>
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<tr>
<td>North Central</td>
<td>($798,252)</td>
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<td>Wabash Valley</td>
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<td>Statewide</td>
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</table>

### Corporate College Revenue & Expense by Region (FY) 
Through June 2013

<table>
<thead>
<tr>
<th>Region</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Grand Total</th>
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### Northwest

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<th>Revenues</th>
<th>Profit/Loss</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
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### Northcentral

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<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
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<th>Variance %</th>
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</thead>
<tbody>
<tr>
<td>July</td>
<td>($59,349.82)</td>
<td>$53,846.00</td>
<td>($5,503.82)</td>
<td>($57,625.68)</td>
<td>$68,007.67</td>
<td>($10,381.99)</td>
<td>$15,885.81</td>
<td>289%</td>
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<tr>
<td>August</td>
<td>($141,646.92)</td>
<td>$231,221.28</td>
<td>$89,574.36</td>
<td>($119,280.28)</td>
<td>$107,454.67</td>
<td>($11,825.61)</td>
<td>($101,399.97)</td>
<td>113%</td>
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<tr>
<td>September</td>
<td>($275,041.63)</td>
<td>$281,304.26</td>
<td>$6,262.63</td>
<td>($198,476.00)</td>
<td>$156,813.57</td>
<td>($41,653.43)</td>
<td>($47,916.06)</td>
<td>765%</td>
</tr>
<tr>
<td>October</td>
<td>($394,350.02)</td>
<td>$290,116.60</td>
<td>($104,233.42)</td>
<td>($257,064.88)</td>
<td>$201,647.37</td>
<td>($55,417.51)</td>
<td>$48,815.91</td>
<td>47%</td>
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<tr>
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<td>($481,603.47)</td>
<td>$461,807.55</td>
<td>($19,795.92)</td>
<td>($335,005.58)</td>
<td>$284,350.50</td>
<td>($50,655.08)</td>
<td>($30,859.16)</td>
<td>156%</td>
</tr>
<tr>
<td>December</td>
<td>($551,456.12)</td>
<td>$508,969.55</td>
<td>($42,486.57)</td>
<td>($399,132.33)</td>
<td>$312,843.25</td>
<td>($86,288.08)</td>
<td>($43,801.51)</td>
<td>103%</td>
</tr>
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<td>($607,958.91)</td>
<td>$578,163.55</td>
<td>($29,795.36)</td>
<td>($486,932.42)</td>
<td>$393,546.45</td>
<td>($93,385.97)</td>
<td>($63,590.61)</td>
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</tr>
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<td>($656,432.69)</td>
<td>$611,235.00</td>
<td>($45,197.69)</td>
<td>($546,254.04)</td>
<td>$481,323.53</td>
<td>($127,930.51)</td>
<td>($82,732.82)</td>
<td>183%</td>
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<tr>
<td>March</td>
<td>($827,326.34)</td>
<td>$710,310.63</td>
<td>($117,015.71)</td>
<td>($608,984.32)</td>
<td>$493,124.12</td>
<td>($115,860.20)</td>
<td>$1,155.51</td>
<td>1%</td>
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<td>($916,333.32)</td>
<td>$729,616.13</td>
<td>($186,717.19)</td>
<td>($699,013.97)</td>
<td>$554,216.52</td>
<td>($144,797.45)</td>
<td>$41,919.74</td>
<td>22%</td>
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<td>($1,000,009.40)</td>
<td>$755,360.36</td>
<td>($244,649.04)</td>
<td>($769,168.05)</td>
<td>$574,041.67</td>
<td>($195,126.38)</td>
<td>$49,522.66</td>
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<td>($1,080,353.37)</td>
<td>$792,076.66</td>
<td>($288,276.71)</td>
<td>($798,251.70)</td>
<td>$594,872.70</td>
<td>($203,379.00)</td>
<td>($84,897.71)</td>
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</table>
Northeast

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
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<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>($76,731.37)</td>
<td>$84,559.25</td>
<td>$7,827.88</td>
<td>$100,559.06</td>
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<td>$128,278.04</td>
<td>($68,476.89)</td>
<td>-53%</td>
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<td>September</td>
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<td>$391,982.40</td>
<td>$13,035.68</td>
<td>($55,090.86)</td>
<td>-388%</td>
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<td>$414,483.15</td>
<td>($86,091.34)</td>
<td>$155,058.94</td>
<td>180%</td>
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<td>$632,419.65</td>
<td>($21,638.56)</td>
<td>$109,132.29</td>
<td>504%</td>
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<tr>
<td>December</td>
<td>($756,760.73)</td>
<td>$688,163.55</td>
<td>($68,597.18)</td>
<td>$45,821.12</td>
<td>14%</td>
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<td>($52,081.91)</td>
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<td>$1,071,955.08</td>
<td>($199,734.80)</td>
<td>($163,359.48)</td>
<td>-65%</td>
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<td>$1,196,573.13</td>
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<td>-45%</td>
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<td>April</td>
<td>($1,605,908.94)</td>
<td>$1,353,137.45</td>
<td>($252,771.49)</td>
<td>($134,966.91)</td>
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<tr>
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<td>($1,772,956.34)</td>
<td>$1,447,755.23</td>
<td>($325,201.11)</td>
<td>($73,270.88)</td>
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<tr>
<td>June</td>
<td>($1,443,341.86)</td>
<td>$1,363,623.48</td>
<td>($79,718.38)</td>
<td>($13,865.86)</td>
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</table>

Lafayette

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
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</thead>
<tbody>
<tr>
<td>July</td>
<td>($123,178.26)</td>
<td>$209,288.55</td>
<td>$86,110.29</td>
<td>($90,229.27)</td>
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<td>($241,436.56)</td>
<td>$336,441.02</td>
<td>$95,004.46</td>
<td>$58,369.24</td>
<td>61%</td>
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<tr>
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<td>($304,587.44)</td>
<td>$420,277.77</td>
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<td>($443,240.37)</td>
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<td>($70,566.56)</td>
<td>-93%</td>
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<td>November</td>
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<td>$47,941.73</td>
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<tr>
<td>December</td>
<td>($691,226.73)</td>
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<td>($22,962.86)</td>
<td>-43%</td>
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<tr>
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<td>($17,130.77)</td>
<td>-27%</td>
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<td>($906,425.05)</td>
<td>$936,882.03</td>
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<tr>
<td>June</td>
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<td>($79,718.38)</td>
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<td>-17%</td>
</tr>
<tr>
<td>Month</td>
<td>2012-2013</td>
<td>2013-2014</td>
<td>Variance</td>
<td>Variance %</td>
<td></td>
</tr>
<tr>
<td>------------</td>
<td>--------------------------------</td>
<td>--------------------------------</td>
<td>----------</td>
<td>------------</td>
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</tr>
<tr>
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<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
<td>Revenues</td>
</tr>
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<td>$61,441.22</td>
<td>($57,906.13)</td>
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<td>($139,104.15)</td>
<td>$191,335.09</td>
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<td>$599,319.96</td>
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<td>($817,998.53)</td>
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East Central

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<th>2012-2013</th>
<th>2013-2014</th>
<th>Variance</th>
<th>Variance %</th>
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<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
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<td>($1,524,540.76)</td>
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<tr>
<td>Month</td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
</tr>
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<td>----------</td>
<td>--------------</td>
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<td>-------------</td>
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<tr>
<td>July</td>
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<td>$607,329.40</td>
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<td>February</td>
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<td>$643,989.96</td>
<td>($196,882.40)</td>
<td>($584,695.40)</td>
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<tr>
<td>March</td>
<td>($962,826.35)</td>
<td>$721,585.70</td>
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<td>($682,916.16)</td>
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<tr>
<td>April</td>
<td>($1,056,833.79)</td>
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<td>($797,067.06)</td>
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<tr>
<td>May</td>
<td>($1,159,081.39)</td>
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Central Indiana

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<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
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<tbody>
<tr>
<td>July</td>
<td>($200,302.05)</td>
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<td>($93,867.64)</td>
<td>($119,125.47)</td>
<td>$258,856.90</td>
<td>($39,729.43)</td>
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<tr>
<td>August</td>
<td>($484,501.02)</td>
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<td>($928,373.42)</td>
<td>($343,677.98)</td>
<td>($699,328.79)</td>
<td>355%</td>
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<tr>
<td>October</td>
<td>($962,826.35)</td>
<td>$721,585.70</td>
<td>($241,240.65)</td>
<td>($682,916.16)</td>
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</tr>
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<td>$419,836.57</td>
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<td>($1,299,343.22)</td>
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<td>($235,229.77)</td>
<td>($964,373.42)</td>
<td>$1,348,209.99</td>
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<td>$383,836.57</td>
<td>302%</td>
</tr>
<tr>
<td>February</td>
<td>($1,696,877.09)</td>
<td>$1,368,792.48</td>
<td>($328,084.61)</td>
<td>($1,081,704.02)</td>
<td>$1,348,209.99</td>
<td>($266,505.97)</td>
<td>($129,448.34)</td>
<td>-158%</td>
</tr>
<tr>
<td>March</td>
<td>($1,934,762.21)</td>
<td>$1,533,548.10</td>
<td>($401,214.11)</td>
<td>($1,544,526.35)</td>
<td>$1,320,879.45</td>
<td>($211,646.86)</td>
<td>($211,646.86)</td>
<td>-158%</td>
</tr>
<tr>
<td>April</td>
<td>($2,121,055.08)</td>
<td>$1,625,715.20</td>
<td>($495,339.88)</td>
<td>($1,689,229.21)</td>
<td>$1,223,465.85</td>
<td>($465,763.36)</td>
<td>$153,063.63</td>
<td>10%</td>
</tr>
<tr>
<td>May</td>
<td>($2,405,465.80)</td>
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<td>($767,588.27)</td>
<td>($1,932,314.09)</td>
<td>$1,320,789.45</td>
<td>($611,524.64)</td>
<td>$153,063.63</td>
<td>10%</td>
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<tr>
<td>June</td>
<td>($2,681,977.30)</td>
<td>$1,617,864.25</td>
<td>($1,064,113.05)</td>
<td>($2,037,702.40)</td>
<td>$1,395,774.55</td>
<td>($641,927.85)</td>
<td>$422,185.20</td>
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</table>
### Columbus

<table>
<thead>
<tr>
<th>Month</th>
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<th>2013-2014</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>$(21,112.79)</td>
<td>$34,469.30</td>
<td>$13,356.51</td>
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<tr>
<td>August</td>
<td>$(47,760.78)</td>
<td>$41,355.30</td>
<td>$(6,405.48)</td>
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<tr>
<td>September</td>
<td>$(75,318.33)</td>
<td>$67,684.80</td>
<td>$(7,633.53)</td>
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<td>October</td>
<td>$(112,587.42)</td>
<td>$79,804.48</td>
<td>$(32,782.94)</td>
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<td>November</td>
<td>$(146,662.04)</td>
<td>$134,657.98</td>
<td>$(12,004.06)</td>
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<td>$(23,172.85)</td>
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</tr>
<tr>
<td>January</td>
<td>$(217,030.68)</td>
<td>$166,667.83</td>
<td>$(50,362.85)</td>
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</tr>
<tr>
<td>February</td>
<td>$(259,167.24)</td>
<td>$173,686.08</td>
<td>$(85,481.16)</td>
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<tr>
<td>March</td>
<td>$(318,029.25)</td>
<td>$204,425.83</td>
<td>$(113,603.42)</td>
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<tr>
<td>April</td>
<td>$(354,308.69)</td>
<td>$224,310.33</td>
<td>$(129,998.36)</td>
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<tr>
<td>May</td>
<td>$(410,292.32)</td>
<td>$255,324.08</td>
<td>$(154,968.24)</td>
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</tr>
<tr>
<td>June</td>
<td>$(464,200.54)</td>
<td>$290,783.42</td>
<td>$(173,417.12)</td>
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Columbus 2012-2013 2013-2014

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>$(73,676.34)</td>
<td>$124,159.60</td>
<td>$50,483.26</td>
<td>$(56,995.31)</td>
<td>$69,884.21</td>
<td>$12,888.90</td>
<td>$(37,594.36)</td>
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<td>August</td>
<td>$(204,754.18)</td>
<td>$317,002.80</td>
<td>$112,245.62</td>
<td>$(138,774.52)</td>
<td>$204,611.47</td>
<td>$65,836.95</td>
<td>$(46,411.67)</td>
<td>-41%</td>
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<td>$(297,003.11)</td>
<td>$438,805.60</td>
<td>$141,802.49</td>
<td>$(267,165.68)</td>
<td>$255,659.15</td>
<td>$(11,506.53)</td>
<td>$(153,309.02)</td>
<td>-108%</td>
</tr>
<tr>
<td>October</td>
<td>$(404,731.16)</td>
<td>$512,933.57</td>
<td>$108,202.41</td>
<td>$(361,908.97)</td>
<td>$347,764.23</td>
<td>$(14,144.74)</td>
<td>$(122,347.15)</td>
<td>-113%</td>
</tr>
<tr>
<td>November</td>
<td>$(515,773.08)</td>
<td>$621,174.07</td>
<td>$105,400.99</td>
<td>$(439,365.47)</td>
<td>$429,878.46</td>
<td>$(9,487.01)</td>
<td>$(114,888.00)</td>
<td>-109%</td>
</tr>
<tr>
<td>December</td>
<td>$(577,700.14)</td>
<td>$682,132.92</td>
<td>$104,432.78</td>
<td>$(511,110.49)</td>
<td>$514,039.13</td>
<td>$(2,928.64)</td>
<td>$(101,504.14)</td>
<td>-97%</td>
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<td>January</td>
<td>$(638,222.77)</td>
<td>$713,227.87</td>
<td>$75,005.10</td>
<td>$(576,832.81)</td>
<td>$534,948.85</td>
<td>$(41,883.96)</td>
<td>$(116,889.06)</td>
<td>-156%</td>
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<tr>
<td>February</td>
<td>$(722,169.48)</td>
<td>$819,050.77</td>
<td>$96,881.29</td>
<td>$(655,748.77)</td>
<td>$632,087.56</td>
<td>$(23,661.21)</td>
<td>$(120,542.50)</td>
<td>124%</td>
</tr>
<tr>
<td>March</td>
<td>$(804,211.23)</td>
<td>$885,987.22</td>
<td>$81,775.99</td>
<td>$(754,827.79)</td>
<td>$683,042.07</td>
<td>$(171,785.72)</td>
<td>$(153,361.71)</td>
<td>-188%</td>
</tr>
<tr>
<td>April</td>
<td>$(878,842.18)</td>
<td>$951,055.64</td>
<td>$72,213.46</td>
<td>$(811,234.59)</td>
<td>$837,348.41</td>
<td>$26,113.82</td>
<td>$(46,099.64)</td>
<td>64%</td>
</tr>
<tr>
<td>May</td>
<td>$(974,213.52)</td>
<td>$1,066,273.97</td>
<td>$92,060.45</td>
<td>$(907,835.11)</td>
<td>$917,607.87</td>
<td>$9,772.76</td>
<td>$(82,287.69)</td>
<td>-89%</td>
</tr>
<tr>
<td>June</td>
<td>$(1,072,619.83)</td>
<td>$1,114,196.46</td>
<td>$41,576.63</td>
<td>$(1,009,569.48)</td>
<td>$1,006,428.63</td>
<td>$(3,140.85)</td>
<td>$(44,717.48)</td>
<td>-108%</td>
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</tbody>
</table>

### Southeast

<table>
<thead>
<tr>
<th>Month</th>
<th>2012-2013</th>
<th>2013-2014</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>$(538,540.46)</td>
<td>$28,341.75</td>
<td>$(10,198.71)</td>
<td>$(23,555.22)</td>
</tr>
<tr>
<td>August</td>
<td>$(85,426.72)</td>
<td>$59,666.50</td>
<td>$(25,760.22)</td>
<td>$(19,354.74)</td>
</tr>
<tr>
<td>September</td>
<td>$(126,784.40)</td>
<td>$82,890.00</td>
<td>$(43,894.40)</td>
<td>$(36,260.87)</td>
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<tr>
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<td>$(180,158.79)</td>
<td>$133,065.00</td>
<td>$(47,093.79)</td>
<td>$(14,310.85)</td>
</tr>
<tr>
<td>November</td>
<td>$(146,657.98)</td>
<td>$167,302.75</td>
<td>$(61,987.16)</td>
<td>$(49,983.10)</td>
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<tr>
<td>December</td>
<td>$(112,587.42)</td>
<td>$79,804.48</td>
<td>$(32,782.94)</td>
<td>$(19,354.74)</td>
</tr>
<tr>
<td>January</td>
<td>$(217,030.68)</td>
<td>$166,667.83</td>
<td>$(50,362.85)</td>
<td>$(119,856.35)</td>
</tr>
<tr>
<td>February</td>
<td>$(259,167.24)</td>
<td>$173,686.08</td>
<td>$(85,481.16)</td>
<td>$(153,309.02)</td>
</tr>
<tr>
<td>March</td>
<td>$(318,029.25)</td>
<td>$204,425.83</td>
<td>$(113,603.42)</td>
<td>$(122,347.15)</td>
</tr>
<tr>
<td>April</td>
<td>$(354,308.69)</td>
<td>$224,310.33</td>
<td>$(129,998.36)</td>
<td>$(114,888.00)</td>
</tr>
<tr>
<td>May</td>
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<td>$255,324.08</td>
<td>$(154,968.24)</td>
<td>$(19,328.60)</td>
</tr>
<tr>
<td>June</td>
<td>$(464,200.54)</td>
<td>$290,783.42</td>
<td>$(173,417.12)</td>
<td>$(39,612.18)</td>
</tr>
<tr>
<td>Month</td>
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<td></td>
<td>2013-2014</td>
</tr>
<tr>
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<td>-------------</td>
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<td>----------------</td>
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<tr>
<td></td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
</tr>
<tr>
<td>July</td>
<td>($41,695.53)</td>
<td>$50,294.50</td>
<td>$8,598.97</td>
<td>($60,809.26)</td>
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<td>$114,249.00</td>
<td>$21,742.53</td>
<td>($169,244.84)</td>
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<td>September</td>
<td>($164,775.09)</td>
<td>$155,732.30</td>
<td>($9,042.79)</td>
<td>($224,550.96)</td>
</tr>
<tr>
<td>October</td>
<td>($225,198.97)</td>
<td>$190,083.62</td>
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<td>($281,087.45)</td>
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<td>November</td>
<td>($349,672.90)</td>
<td>$282,482.16</td>
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<td>($401,694.51)</td>
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<td>($461,972.35)</td>
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<td>($562,780.81)</td>
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<td>($524,375.35)</td>
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<td>($560,143.14)</td>
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<td>($147,571.14)</td>
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<td>($785,283.79)</td>
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Southwest

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<th>2013-2014</th>
<th></th>
<th></th>
<th>Variance</th>
<th>Variance %</th>
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<tr>
<td></td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
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<td></td>
</tr>
<tr>
<td>July</td>
<td>($52,253.65)</td>
<td>$60,504.75</td>
<td>$8,251.10</td>
<td>($52,858.13)</td>
<td>$64,231.19</td>
<td>$11,373.06</td>
<td>$3,121.96</td>
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<td>($127,713.67)</td>
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<td>$8,213.14</td>
<td>($124,565.02)</td>
<td>$135,485.03</td>
<td>$10,920.01</td>
<td>$2,706.87</td>
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<tr>
<td>September</td>
<td>($219,344.58)</td>
<td>$213,438.12</td>
<td>($5,906.46)</td>
<td>($195,550.27)</td>
<td>$204,663.53</td>
<td>$9,113.26</td>
<td>$15,019.72</td>
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</tr>
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<td>($292,879.73)</td>
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<td>($297,763.81)</td>
<td>$272,818.63</td>
<td>($24,945.18)</td>
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<td>November</td>
<td>($377,257.47)</td>
<td>$351,322.36</td>
<td>($25,935.11)</td>
<td>($382,381.28)</td>
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<td>($73,489.96)</td>
<td>($452,422.56)</td>
<td>$380,143.88</td>
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<td>($519,298.86)</td>
<td>$476,375.93</td>
<td>($42,922.93)</td>
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<td>($609,309.33)</td>
<td>$530,757.43</td>
<td>($78,551.90)</td>
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<td>$638,017.33</td>
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<td>($217,440.72)</td>
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<td>($903,250.82)</td>
<td>$791,910.20</td>
<td>($111,340.62)</td>
<td>$141,166.79</td>
<td>56%</td>
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</table>
### Monthly Expenditures, Revenues, and Profit/Loss

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<th></th>
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<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Variance</td>
</tr>
<tr>
<td>July</td>
<td>($26,839.79)</td>
<td>$44,050.97</td>
<td>$17,211.18</td>
<td>($48,273.64)</td>
<td>$100,161.24</td>
<td>$51,887.60</td>
<td>$34,676.42</td>
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<td>August</td>
<td>($98,374.02)</td>
<td>$61,926.64</td>
<td>($36,447.38)</td>
<td>($103,614.06)</td>
<td>$141,101.99</td>
<td>$37,487.93</td>
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<td>September</td>
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<td>($141,789.05)</td>
<td>$156,857.24</td>
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<tr>
<td>October</td>
<td>($184,376.80)</td>
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<td>($105,303.21)</td>
<td>($180,449.37)</td>
<td>$190,185.13</td>
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<td>November</td>
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<td>($223,377.75)</td>
<td>$235,239.88</td>
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<tr>
<td>December</td>
<td>($245,843.44)</td>
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<td>($233,702.82)</td>
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<td>$31,637.06</td>
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<td>January</td>
<td>($285,744.37)</td>
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<td>($93,424.13)</td>
<td>($257,925.93)</td>
<td>$321,796.80</td>
<td>$63,870.87</td>
<td>$157,295.00</td>
</tr>
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<td>February</td>
<td>($324,292.16)</td>
<td>$227,767.05</td>
<td>($96,525.11)</td>
<td>($280,376.56)</td>
<td>$345,301.80</td>
<td>$14,518.30</td>
<td>$161,450.35</td>
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<tr>
<td>March</td>
<td>($375,140.45)</td>
<td>$257,859.68</td>
<td>($117,280.77)</td>
<td>($311,222.15)</td>
<td>$393,452.65</td>
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<td>$423,522.65</td>
<td>$26,875.47</td>
<td>$176,561.40</td>
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<tr>
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<tr>
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<td>$467,805.89</td>
<td>$68,139.17</td>
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### Monthly Expenditures, Revenues, and Profit/Loss for 2013-2014

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<thead>
<tr>
<th>Month</th>
<th>2012-2013</th>
<th></th>
<th></th>
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<tr>
<td></td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Expenditures</td>
<td>Revenues</td>
<td>Profit/Loss</td>
<td>Variance</td>
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<td>July</td>
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<td>($186,757.37)</td>
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<td>$199,611.27</td>
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<tr>
<td>December</td>
<td>($247,724.12)</td>
<td>$164,428.18</td>
<td>($83,295.94)</td>
<td>($186,757.37)</td>
<td>$423,522.65</td>
<td>$71,943.47</td>
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<td>($81,627.30)</td>
<td>($240,262.41)</td>
<td>$447,968.95</td>
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<td>($323,381.21)</td>
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<td>$235,409.69</td>
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<tr>
<td>April</td>
<td>($378,352.67)</td>
<td>$249,547.92</td>
<td>($128,804.75)</td>
<td>($286,490.56)</td>
<td>$467,805.89</td>
<td>$68,139.17</td>
<td>$235,409.69</td>
</tr>
<tr>
<td>May</td>
<td>($410,758.05)</td>
<td>$258,663.58</td>
<td>($152,094.47)</td>
<td>($323,381.21)</td>
<td>$476,805.89</td>
<td>$68,139.17</td>
<td>$235,409.69</td>
</tr>
<tr>
<td>June</td>
<td>($469,959.25)</td>
<td>$300,365.53</td>
<td>($169,593.72)</td>
<td>($323,381.21)</td>
<td>$476,805.89</td>
<td>$68,139.17</td>
<td>$235,409.69</td>
</tr>
</tbody>
</table>

### Office of President

2012-2013

2013-2014

Variance

Variance %
B. Corporate College Department Update

Strategic Plan

In concert and aligned with the College’s new strategic plan (Strategy 3, Initiative 3.1) and for the purpose of providing a long-range vision for Corporate College, team members are in the process of developing a strategic plan for the department. The complete draft of the plan is listed below:

Ivy Tech Corporate College 2020
Focus on Statewide Workforce Training

Strategic Plan
Building out Strategy 3, Initiative 3.1 from College Plan
DRAFT – FOR DISCUSSION ONLY

Vision: To be the primary provider of workforce education/customized training in the State

Mission: Ivy Tech Corporate College is the premier provider of quality workforce training and certification solutions for the needs of businesses, industry, organizations and individuals. Corporate College will contribute to business success through talent development, organizational improvement, and increased productivity and profitability.

Strategies:

Strategy 1: Focus on Systemic Sales and Marketing Approach for Meeting Employer Training Needs.
**Initiative 1.1:** Corporate College will build out strategy to increase net revenue and obtain positive revenue stream for College through a systemic sales strategy for outreach

Initiative Champion(s): Tim Harris, Mike Wolf (Sellersburg)

2020 Goals:
- Students served annually: 30,000
- Companies served annually: 1,028
- Net Revenue (Training Only): $1,630,524

Metrics:
- Number face to face meetings per month
- Number of proposals developed monthly
- Number of students served
- Number of companies served
- Close ratio
- Monthly/Annual Net Revenue
- Identification of Product Experts
- Coordination with campus presidents/deans for sales involving credit offerings

**Strategy 2: Develop a Systemic House of Quality for Product Identification, Product Development and Delivery (KJ Analysis)**

**Initiative 2.1:** Define the voice of the customer in regards to what products are needed and the quality of delivery to the customer via the KJ Method (Jiro Kawakita Method)

Initiative Champions: Jeff Pittman, Brent Marley (Kokomo)

Goals:
- Define Top Revenue Producing Products
- Customer Satisfaction Rate (and student satisfaction rate): 90%
- Repeat Customer Rate: 60%
- Incorporate six sigma methodology to maximize efficiencies of statewide sales and delivery teams and define statewide experts in sales and delivery by product
- Reduction of variance to processes

Metrics:
- Identification of Top Products – Cataloguing/utilization of statewide curricula
- Identification of Corporate College Team Members as Experts in each products for statewide delivery
- Cataloguing/utilization of statewide curricula
- Coordination with academic affairs on course/program development for credit offerings

**Strategy 3: Ensure Standardized and High Quality Certification and Workforce Assessment Services**

**Initiative 3.1:** Corporate College will provide high level Certification and Workforce Assessment Center Services to Ivy Tech Students and Indiana citizens
Initiative Champions: Brian Hamilton, Jasmine Rivera (Terre Haute)

2020 Goals:
- Certifications taken: 71,643
- Certification Exams Passed (students): 3% increase per year (establishing FY 14/15 Baseline)
- Employment Assessments: 9,191
- Net Revenue: $1,671,673

**Metrics**
- Follow statewide processes and guidelines to ensure consistency and streamlined processes
- Provide training opportunities and resources for centers’ managers/coordinators
- Secure direct agreements with agencies for exam hosting and delivery
- Maintain statewide repository for employment assessment and talent management products
- Work with academics and corporate college curriculum groups to incorporate certification/professional licensing as needed
- Monitor statewide processes and procedures occurring in centers

**Strategy 4: Serve as Research and Development Arm of the College**

**Initiative 4.1:** Corporate College will provide R and D efforts for new courses, programs and modalities of delivery for the College
Initiative Champions: Jeff Pittman, Sue Smith, Bo Drake (Evansville)

**Goals:**
- Global opportunities
- Competency based delivery of credit courses/programs
- Development of customized products utilized in academic programs
Columbus Corporate College Activities

The Columbus Corporate College team has created a Higher Learning Academy in partnership with the Franklin Community School Corporation (FCSC). It is specifically geared toward the advancement of school employees. The College customized the program to fulfill the FCSC belief - “employee’s professional and personal growth is central to an organization’s culture.” The academy was not only designed for faculty and administration, it will also be available to maintenance, janitorial, and food service personnel.

The College will offer 18 workshops per year. The length of each workshop varies between 2-8 hours. Students may enroll and participate online through the school’s website. The goal of this partnership is to capture measurable data indicating improvement in employee engagement and positive cultural impact. Finally, there will be a Higher Learning Academy outreach initiative which will allow the College and FCSC to share the positive cultural impact from the program with other district schools.
Revenue and Expense Report

Statewide

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditure</th>
<th>Revenue</th>
<th>Profit/Loss</th>
<th>Expenditure</th>
<th>Revenue</th>
<th>Profit/Loss</th>
<th>Variance</th>
<th>Variance %</th>
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</thead>
<tbody>
<tr>
<td>July</td>
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<td>$1,548,072.39</td>
<td>$366,983.90</td>
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<td>$5,391,817.64</td>
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<td>March</td>
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<td>May</td>
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<td>42%</td>
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<td>($15,975,150.80)</td>
<td>$12,456,161.15</td>
<td>($3,519,989.65)</td>
<td>($1,387,193.18)</td>
<td>42%</td>
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### Regional Projections for FY 2015

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<tr>
<th>Region</th>
<th>Revenue Projected</th>
<th>Expense Projected</th>
<th>FY 2014 Revenue</th>
<th>Net Revenue</th>
<th>Comments</th>
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<tbody>
<tr>
<td>Northwest</td>
<td>$ 895,235</td>
<td>$ 620,771</td>
<td>$ 520,461</td>
<td>$ 271,564</td>
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<tr>
<td>North Central</td>
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<td>$ 423,352</td>
<td>$ 544,562</td>
<td>$ 344,662</td>
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<tr>
<td>Northeast</td>
<td>$ 1,182,398</td>
<td>$ 1,178,409</td>
<td>$ 1,062,720</td>
<td>$ 117,718</td>
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<tr>
<td>Lafayette</td>
<td>$ 450,000</td>
<td>$ 625,111</td>
<td>$ 735,285</td>
<td>$ 216,899</td>
<td>Includes revenue from vendor</td>
</tr>
<tr>
<td>kokomo</td>
<td>$ 425,000</td>
<td>$ 420,999</td>
<td>$ 420,999</td>
<td>$ 2,000</td>
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<tr>
<td>East Central</td>
<td>$ 969,406</td>
<td>$ 934,341</td>
<td>$ 1,009,924</td>
<td>$ 37,065</td>
<td>Includes conservative revenue from FY</td>
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<td>Wabash Valley</td>
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<td>$ 743,975</td>
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<td>Central Indiana</td>
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<tr>
<td>Richmond</td>
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<td>$ 456,524</td>
<td>$ 355,871</td>
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<tr>
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<td>$ 750,732</td>
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<td>$ 883,989</td>
<td>$ 58,103</td>
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<tr>
<td>Southeast</td>
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<td>Bloomington</td>
<td>$ 291,000</td>
<td>$ 238,109</td>
<td>$ 291,424</td>
<td>$ 50,091</td>
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</table>

**Assumptions:**
- Includes Year 2014 Expenditure minus reorganization savings minus Workforce Certification Revenue.
- Region Workforce Certification is not included in the above numbers.
- Revenue numbers include contract training. Open enrollment and all other non-workforce certification revenue.
- Region with lower FY 2015 revenue projection than FY 2014 (one region is team member).

### Strategic Plan Overview

**Strategy 1:** Focus on Systemic Sales and Marketing Approach for Meeting Employer Training Needs

- **Initiative 1.1:** Corporate College will build out strategy to increase net revenue and obtain positive revenue stream for College through a systemic sales strategy for outreach.
  - Initiative Champions: Tim Harris, Mike Wolf (Saultersburg)

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- **Initiative 3.1:** Corporate College will provide high level certification and Workforce Assessment Center Services to Ivy Tech Students and Indiana Citizens.
  - Initiative Champions: Brian Hamilton, Jasmine Rivera (Terra Haas)

**Strategy 4:** Serve as Research and Development Arm of the College

- **Initiative 4.1:** Corporate College will provide B and D efforts for new courses, programs and modalities of delivery for the College.
  - Initiative Champions: Jeff Pittman, Sue Smith, R. Drake (Evansville)
Incentive Plan Update

- Working with General Counsel's Office on Metrics that are Allowable

- Focus will be on non-revenue items: Completion, Quality, Contracts Won, etc.

- Quarterly bonus approach is still desired method

Sales Report
### New Proposals

<table>
<thead>
<tr>
<th>Jun-14</th>
<th></th>
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<tbody>
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<td>Total Opportunities</td>
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<tr>
<td>Needs Analysis Stage</td>
<td>29</td>
</tr>
<tr>
<td>Prospecting Stage</td>
<td>24</td>
</tr>
<tr>
<td>Opportunity Lost</td>
<td>1</td>
</tr>
<tr>
<td>Opportunity Won</td>
<td>39</td>
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<tr>
<td>Proposal Stage</td>
<td>21</td>
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<tr>
<td>Proposal Negotiation/Win</td>
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### New Contracts

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<th>Contracts Won</th>
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<td>0</td>
</tr>
<tr>
<td>Northcentral</td>
<td>1</td>
</tr>
<tr>
<td>Northeast</td>
<td>2</td>
</tr>
<tr>
<td>Lafayette</td>
<td>1</td>
</tr>
<tr>
<td>Kokomo</td>
<td>1</td>
</tr>
<tr>
<td>East Central</td>
<td>0</td>
</tr>
<tr>
<td>Mishawaka Valley</td>
<td>0</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>1</td>
</tr>
<tr>
<td>Muncie</td>
<td>1</td>
</tr>
<tr>
<td>Muncie</td>
<td>1</td>
</tr>
<tr>
<td>Columbus</td>
<td>7</td>
</tr>
<tr>
<td>Southeast</td>
<td>2</td>
</tr>
<tr>
<td>Southwest</td>
<td>2</td>
</tr>
<tr>
<td>Joliette</td>
<td>2</td>
</tr>
<tr>
<td>Hoosier</td>
<td>0</td>
</tr>
<tr>
<td>Statewide</td>
<td>23</td>
</tr>
</tbody>
</table>

**Contracts Won**
- AHUSA Tool & Engineering
- American Fuji Seal, Inc.
- Chrysler Kokomo Transmission Plant
- Convo Pork Farm
- Cummins Seymour
- Faurecia
- Flow Aerospace
- Forrest River, Inc. (Plant 27)
- Honda
- Indiana Tube Corporation
- Madison Precision Products, Inc.
- Manufacturing Skills Connection
- NKI Seating of America
- Siffl
- Southeast Regional Community Connections
- Toyota Motor Manufacturing, Indiana
- WorkOne Northeast
## Companies Served

<table>
<thead>
<tr>
<th>Region</th>
<th>2013 - 2015 Companies Served</th>
<th>2015 - 2016 Companies Served</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>NorthEast</td>
<td>29</td>
<td>17</td>
<td>12</td>
<td>-43%</td>
</tr>
<tr>
<td>North Central</td>
<td>75</td>
<td>86</td>
<td>8</td>
<td>-13%</td>
</tr>
<tr>
<td>Northeast</td>
<td>10</td>
<td>12</td>
<td>2</td>
<td>-8%</td>
</tr>
<tr>
<td>Lafayette</td>
<td>33</td>
<td>29</td>
<td>4</td>
<td>-13%</td>
</tr>
<tr>
<td>West Central</td>
<td>44</td>
<td>37</td>
<td>7</td>
<td>-16%</td>
</tr>
<tr>
<td>Mahanoy Valley</td>
<td>45</td>
<td>39</td>
<td>6</td>
<td>-13%</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>57</td>
<td>48</td>
<td>9</td>
<td>-16%</td>
</tr>
<tr>
<td>Richmond</td>
<td>14</td>
<td>13</td>
<td>1</td>
<td>8%</td>
</tr>
<tr>
<td>Columbus</td>
<td>76</td>
<td>80</td>
<td>4</td>
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<tr>
<td>Southeast</td>
<td>127</td>
<td>180</td>
<td>53</td>
<td>-42%</td>
</tr>
<tr>
<td>Northwestern</td>
<td>23</td>
<td>24</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td>Bloomington</td>
<td>15</td>
<td>26</td>
<td>11</td>
<td>73%</td>
</tr>
<tr>
<td>Statewide</td>
<td>624</td>
<td>768</td>
<td>144</td>
<td>-25%</td>
</tr>
</tbody>
</table>

## Statewide Corporate College Enrollments

<table>
<thead>
<tr>
<th>Region</th>
<th>2013 - 2015 Enrollment</th>
<th>2015 - 2016 Enrollment</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>821</td>
<td>979</td>
<td>158</td>
<td>19%</td>
</tr>
<tr>
<td>Northwestern</td>
<td>1,170</td>
<td>2,328</td>
<td>1,158</td>
<td>102%</td>
</tr>
<tr>
<td>Northeast</td>
<td>2,811</td>
<td>1,284</td>
<td>727</td>
<td>-25%</td>
</tr>
<tr>
<td>Lafayette</td>
<td>2,046</td>
<td>1,284</td>
<td>762</td>
<td>-38%</td>
</tr>
<tr>
<td>Indiana</td>
<td>1,312</td>
<td>1,449</td>
<td>137</td>
<td>10%</td>
</tr>
<tr>
<td>Lake Central</td>
<td>2,167</td>
<td>1,808</td>
<td>359</td>
<td>-18%</td>
</tr>
<tr>
<td>Patric Valley</td>
<td>1,410</td>
<td>852</td>
<td>558</td>
<td>-39%</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>1,360</td>
<td>2,164</td>
<td>804</td>
<td>-38%</td>
</tr>
<tr>
<td>Richmond</td>
<td>487</td>
<td>376</td>
<td>111</td>
<td>-24%</td>
</tr>
<tr>
<td>Columbus</td>
<td>3,018</td>
<td>1,901</td>
<td>1,117</td>
<td>-37%</td>
</tr>
<tr>
<td>Southeast</td>
<td>891</td>
<td>848</td>
<td>45</td>
<td>5%</td>
</tr>
<tr>
<td>Northeast</td>
<td>2,996</td>
<td>2,122</td>
<td>874</td>
<td>-29%</td>
</tr>
<tr>
<td>Bloomington</td>
<td>1,716</td>
<td>1,565</td>
<td>151</td>
<td>-9%</td>
</tr>
<tr>
<td>Statewide</td>
<td>27,674</td>
<td>21,506</td>
<td>6,168</td>
<td>-22%</td>
</tr>
</tbody>
</table>

*Duplicate enrollment*
May and June Sales Calls

- Average calls for May = 21.5/CCE
- Average calls for June = 21.4/CCE

Note: The average number of calls per month for last fiscal year was 12 per CCE.

Sales Contract Comparison
FY ’13 and FY ’14

<table>
<thead>
<tr>
<th></th>
<th>FY 2013</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracts</td>
<td>622</td>
<td>500</td>
</tr>
<tr>
<td>Proposals</td>
<td>996</td>
<td>829</td>
</tr>
<tr>
<td>Close Ratio</td>
<td>62%</td>
<td>60%</td>
</tr>
</tbody>
</table>
Revenue In Pipeline

- $697,946 Gross Revenue for activity won in June 2014
- $2,349,056 Gross Revenue in pipeline with 250 written proposals

Columbus Regional Presentation

FCSC
Higher Learning Academy
In partnership with Ivy Tech Corporate College

A Higher Learning Academy (HLA) specifically geared to the advancement of Franklin Community School employees.
Higher Learning Academy

Program Strategy
- FCS partnership with Ivy Tech Corporate College
- Total Rewards program to incentivize employees wanting to place themselves in a position to be promoted to the next step in their career pathway
- Professional Development Program geared toward the advancement of FCS employees through the attainment of essential skills
  - Ivy Tech Corporate College - Exclusive Partner
  - IT Information Services Department (internal)
  - Health Services Department (internal)
- FCS's fundamental belief - "employee's professional and personal growth is central to an organization's culture"
  - Administrative Staff
  - Faculty
  - Maintenance
  - Janitorial
  - Food Service

Implementation
- Annual review and course selection with HR and Operations Leaders
  - Offer 18 workshops per year (2-8 hour workshops)
- Online participant self-enrollment through school system's website
- End of workshop evaluation to determine additional courses
- Capture measurable data indicating improvement in employee engagement and positive cultural impacts
- Employee receives:
  - Certificate acknowledging class completion
  - Personnel file being updated to reflect accomplishments
  - Supervisor will receive documentation for unit verification when applicable
- Higher Learning Academy Outreach Initiative
  - Partner with Ivy Tech to share positive cultural impact from program with other District schools
  - Presentations at ASBO (Indiana Association of School Business Officials) Seminar

Revenue
- $12,000 annually (over 4 months)
Grants Report

**Total Currently Active Grants:**

(136) Competitive Grants: $43,008,975  
(0) Non-Competitive Grants: $ 0 (Perkins Awards Pending)  
**136 Total Active Ivy Tech Grants: $43,008,975**

Ivy Tech currently has 75 pending grant submissions totaling $31,815,851  
Of the total, $2,048,516 is budgeted as indirect costs.

Note: Due to space limitations, only an illustrative sample of awards and submissions are described below.  
Note: Awards from the State of Indiana CECI Office are in the negotiation stage and we will include any funding awarded to Ivy Tech in the next report.

**Grants Awarded During Period (27 - $6,025,894)**

- **Northwest** received $60,000 from the Alcoa Foundation to support Workforce Development in LaPorte County, with funds to be used to train 35 students in the Certified Production Technician (CPT) program and an additional 12 students in a customized CNC/PLC program.

- **Northeast** was awarded $199,977 through the National Science Foundation’s Advanced Technological Education (ATE) program, with funding to be used to design a Micro-Electro-Mechanical Systems (Microsystems) Certificate for students enrolled in Engineering Technology or Electrical Engineering Technology associate degree programs.

- **East Central** was awarded $60,000 from the Ball Brothers Foundation and $12,000 from the Eugene & Marilyn Glick Family Foundation to support the Associate Accelerated Program (ASAP). Funding from the Ball Brothers Foundation will be used to support student fellowships, while Glick support will be directed to student scholarships for local TeenWorks participants.

- **Wabash Valley** was awarded $5,000 from the Parke County Community Foundation which will support funding for a collaborative learning classroom at the Parke County Learning Center in Rockville. The proposed classroom will provide student-centered instruction in a technology-rich environment.

- **Central Indiana** received $9,930 from the Indiana State Library for its Enhanced Distance Learning for Satellite Locations initiative, with funding to support the use of technology to enhance library instruction at locations that do not have library services on site.
• **Columbus** received $3,780 through the East Indiana Area Health Education Network’s Quick Response Grant program, with funding will be used to enhance training for students in the Paramedic Science Program.

• **Southwest** received $25,000 from the Vectren Foundation to purchase equipment to enhance students’ learning experiences in the Energy Technology Program and support job readiness.

**Grants Submitted During Period (34 - $28,507,096)**

• **Northwest** submitted a $921,007 proposal to Round 4 of the Department of Labor’s Trade Adjustment Assistance Community College & Career Training program, and as a member of the Consortium for Industrial Maintenance Credentials and Careers will work to develop a nationally-recognized set of standards and credentials for Industrial Maintenance occupations and careers.

• **Kokomo**, in partnership with the Indiana Region 4 Workforce Investment Board, submitted a $327,750 proposal to the Department of Labor’s Ready to Work initiative, with funding to support the Rapid Reemployment for Advanced Manufacturing Positions program.

• **Wabash Valley** partnered with Saint Mary-of-the-Woods College on a $988,644 proposal to the Department of Education’s First in the World program, and this effort focuses on improving student retention through an integrated financial and academic mapping model that will increase two-to-four-year transfer and degree completion.

• **Richmond** submitted a $14,155 proposal to the West End Bank Charitable Foundation to pilot the Ivy Prep initiative for local students.

• **Columbus** requested $300,000 from the Robert and Helen Haddad Foundation to support continued expansion of the iGrad program.

• **Office of the President** submitted two proposals to the Department of Labor: $7,896,312 to the “Ready to Work” program to support expansion of the Advancing Manufacturing initiative to additional regions; and $2,496,003 to Round 4 of the Trade Adjustment Assistance Community College & Career Training program to support expansion of Information Technology Pathways throughout the state. The Office also submitted a proposal to the Department of Education’s First in the World program for $2,974,613 to strengthen Ivy Tech online learning, affordability and success.

• A total of $6,446,580 was submitted to the Indiana Department of Workforce Development’s Carl D. Perkins program, with each region to receive funds to support career and technical education initiatives.

**Proposals Declined During Period (14 - $ 2,040,126)**
PRESIDENT’S REPORT

Student Experience
Communications
Marketing

State Board of Trustees

August, 2014
Our Students’ Perspective

New students are looking for clear, timely information that matches the brand promise; Current students want a consistent process and access to information
Both expect a high level of customer service
In the end, some students might simply find it easier to leave than to come or stay

Student Experience Team

- Marketing/Recruitment
  - Kelly Hauflaire
- Express Enrollment/Customer Service/Recruitment
  - Anne Valentine
- Admissions
  - Seana Murphy
- Financial Aid
  - Ben Burton
- Student Records
  - Ann Yater
- Student Life
  - Carey Treager Huber
- Career Services
Brand Awareness

✓ Mass Media Campaigns
   Television
   Outdoor
   Digital

✓ Asher Cost Savings
  $500,000 a Year

✓ Recruitment Teams
  Providing Resources

Always Aware

✓ Website
  18.7 Million Visitors a Year
  36.9 Million Page Views a Year
  Award Winning

✓ Facebook and Social Media
  National Leader
  Nearly 90,000 Fans

✓ Earned Media
  $1.2 Million Per Year

✓ Licensing Program
  $75,000-$100,000 in Royalties Per Year
Creating Interest/Awareness

Fulfilling Requests

✓ Streamlined Communications/Fulfillment Operation
  Cut Response Time
  1 Million Communications a Month
  Plug and Play System

✓ Free Up Staff
  Fulfillment Packets
  Acceptance Letters
  Financial Award Letters
  Missing Information Letters
  Satisfactory Academic Progress Letters
  Diplomas

✓ Jackson Group Cost Savings/Reinvestment
  $500,000 in Savings a Year
  $500,000 in Regional Reinvestment a Year
Pride in Our Work

- Brand Management
- Awareness and Perception Improving
- Award Winning – 50+ Awards
  - Television Campaign
  - Radio Spots
  - Photography
  - Viewbooks
  - Magazine
  - Annual Report
  - Website
  - Success/Help Center

College of First Choice

- Based on 2012 Indiana high school graduating classes
- 9,324 total
- 4,551 for the other
- 3,341 for the third
THE CATALYST FOR CHANGE:
THE ACTIVE CONSUMER

Institution  PASSIVE  Parent

Student

Stakeholders
Success/Help Center

✓ Access to Information – Timely and Consistent
  Customer Service/Cross Functional Focused

✓ Resources to Support Regions
  85-120 Team Members
  7 am – 1 am Seven Days a Week

✓ Inbound and Outbound
  600,000+ inbound
  850,000+ outbound

✓ Dedicated Recruitment Team
  25 Team Members
  Improving Conversion: 8-10 Percent

✓ Consistent Monitoring

Express Enrollment Centers

✓ Access to Information – Timely and Consistent
  Customer Service/Cross Functional Focused

✓ 13 of 14 Regions Now Operating

✓ Increasing Traffic
  13,800 Visitors in July

✓ Successful Visits
  83 Percent Accomplished Objective in Single Visit
  78 Percent Strongly Agreed/Agreed That Staff Was Very Knowledgeable
  92 Percent Would Recommend to a Classmate
  Financial Aid – Top Reason for a Visit
Assistance With Financial Aid

✓ Key Part of the Experience for a Large Number of Students
   Over 82,000 Students in 2012-13
   $650 Million Distributed a Year

✓ Improving the Experience
   How We Communicate
   Answering Questions Before They Are Asked
   Tax Import
   Access to Information – Timely and Consistent

✓ Outreach – Outbound a Forced Inbound
   ISIR Only Campaigns – Increased Applicants by 10 Percent
   Verification Outreach
   March 10 Deadline

✓ Opportunities for More

Looking At Student Records Differently

✓ To Date Under-Utilized Part of the Experience

✓ Degree Completion Tracker
   Guided Pathway to Success Concept
   Helping Students Understand the Curriculum
   Helping Students See the End Goal for Completion

✓ Eliminating Barriers
   Duplicate Record Elimination
   Review of Student Record Holds

✓ Making the Experience Easier
   Application Process
   Course Search Tool
Student Life Always Growing

✓ Still In Its Infancy at Ivy Tech
✓ Presidents Council Development
   A Voice for the Students
   Legacy Project
✓ Days of Service
✓ Day at the Statehouse
✓ $1 Student Fee
   Expanding Regional Efforts

Career Services

✓ Evaluating Our Current Model To Improve Experience
✓ Improving Resources
✓ Developing Connections with Advising
✓ Creating Awareness for Students
✓ How We Better Connect with Employers