I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes – April 8, 2021

IV. Resolutions
   a. Resolution 2021-16, Approval to Enter into a Statement of Work for Student Coaching Programs with InsideTrack-Systems Office
   b. Resolution 2012-17, Approval of Contract with Instructure to Provide Learning Management System-Systems Office
   c. Resolution 2021-18, Approval of Entrepreneurship Degree
   d. Resolution 2021-19, Approval of Contract with Regional Innovative Startup Education Inc.-Systems Office
   e. Resolution 2021-20, Approval to Purchase Property-Evansville Campus
   f. Resolution 2021-21, Request for Ivy Tech Foundation to Sell Property-Kokomo Campus
   g. Resolution 2021-22, Approval of Request to Sell Property at the Logansport Site-Kokomo Campus
   h. Resolution 2021-23, Land Acquisition and Use Plan for the Partnership with Family Scholars House and the Ogle Foundation-Sellersburg Campus
   i. Resolution 2021-24, Approval of the Student Fee Rates for Fiscal Years 2022-2023
   j. Resolution 2021-25, Approval of the College 2021-2022 Fiscal Year Operating Budget
   k. Resolution 2021-26, Approval of Contract for Purchase and Sale of Natural Gas-Systems Office
   l. Resolution 2021-27, Approval of Amendment to Contract with Barnes & Noble for Bookstore Operations-Systems Office

V. Committee Reports
   a. Academics & Student Experience
   b. Marketing & Public Relations
   c. Building & Grounds
   d. Foundation
   e. Budget & Finance
   f. Workforce Alignment

VI. Treasurer’s Report, Matt Hawkins, Executive Director of Administration & Treasurer

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

VIII. Old Business
IX. New Business
   a. Resolution 2021-28, Appointment of Campus Board of Trustees
   b. Resolution 2021-15, Honoring the Leadership of Julie Lorton-Rowland

X. Adjournment
Notice is hereby given that the State Board of Trustees of Ivy Tech Community College of Indiana will be holding the following meetings in person and virtually on June 2-3, 2021. These meetings are being held in compliance with IC 5-14-1.5 et seq and the Governor’s Executive Orders 20-04 and 20-09. The governing body will attend in person; all others may participate remotely.

**Wednesday, June 2, 2021**

The public is invited to attend the meetings open to the public by remote access using this link: https://ivytech.zoom.us/j/98302672908?pwd=dlQvUIFmV20vaVdlcExvWGZMVFROUT09

1:30 pm  **Education Session of the State Board of Trustees (open to the public)**

The State Trustees will hold a meeting virtually to consider and take action on such items as may be brought before them.

2:30 pm  **Executive Session of the State Board of Trustees**

The State Trustees will meet in Executive Session 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.

1. (2)(B) Initiation of litigation that is either pending or has been threatened specifically in writing.
2. (2)(C) The implementation of security systems.
3. (2)(D) A real property transaction, including:
   a. (i) a purchase; (ii) a lease as lessor; (iii) a lease as lessee; (iv) a transfer; (v) an exchange; or (vi) a sale;
4. (5) To receive information about and interview prospective employees
5. (7) For discussion of records classified as confidential by state or federal statute.
6. (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.

3:45 pm  **Audit Committee**

**Thursday, June 3, 2021**

The public is invited to attend the Committee and Board meetings open to the public by remote access using this link: https://ivytech.zoom.us/j/98702754031?pwd=dllQN3AxV0xWVWMrdzVrcE5FcUliQT09

**8:00 am  **Board Committee Meetings (open to the public)**

The State Trustees will hold the regular committee meetings in person and virtually

- 8:00 – 9:00 am Academics & Student Experience
- 9:00 – 9:15 am Marketing & Public Relations
- 9:15 – 9:30 am BREAK
- 9:30 – 10:00 am Building & Grounds
- 10:00 – 10:15 am Foundation
- 10:15 – 10:30 am BREAK
- 10:30 – 11:30 am Budget & Finance
- 11:30 – Noon Workforce Alignment

**1:00 pm  **Regular State Board of Trustees Meeting (open to the public)**

The State Trustees will hold a regular meeting in person and virtually to consider and act on such items as may be brought before them.

Secretary
Dated this May 26, 2021
Chairman Terry Anker called the State Board of Trustees' meeting to order at 1:00 pm via Zoom Webinar.

ROLL CALL

Chairman Terry Anker called the roll, and the presence of a quorum was announced.

The following State Trustees were present in person:

Mr. Terry Anker, Chairman  
Ms. Stephanie Bibbs, Vice Chair  
Mr. Andrew W. Wilson, Secretary  
Mr. Jesse Brand  
Mr. Michael R. Dora  
Ms. Kim Emmert O'Dell  
Ms. Gretchen Gutman  
Mr. Stewart McMillan  
Mr. Steve Schreckengast  
Mr. Kerry Stemler

The following State Trustees were present via Zoom Webinar

Mr. Larry Garatoni  
Ms. Tanya Foutch  
Ms. Marianne Glick

The following Trustees were absent:

Mr. Harold Hunt  
Ms. Paula Hughes-Schuh

A. NOTICES OF MEETING MAILED AND POSTED:

Trustee Andrew Wilson, the Secretary, confirmed that notice of the April 8, 2021, regular meetings were properly mailed and posted. This meeting is being held in compliance with IC 5-14-1.5 et seq and the Governor's Executive Orders 20-04 and 20-09. Members of the governing body attended both in person and remotely. The public was invited to attend the meetings open to the public by remote access by which a link was shared in the public notice.
B. **APPROVAL OF BOARD MINUTES:**

Trustee Schreckengast moved for approval of the minutes of the February 4, 2021, board meeting. Trustee Gutman seconded the motion, and the motion carried unanimously.

C. **COMMITTEE REPORTS:**

**Item 1**
Chairman Anker called upon Trustee Michael Dora for a report from the **Academics & Student Experience Committee**. Trustee Dora reported there are no action items for approval.

Rebecca Rahschulte, Vice President of K-14 Initiatives & Statewide Partnerships, provided a K-14 update. We provide College in high school programming through two mechanisms: **Dual Credit**, which represents the programming that we offer in high schools/career centers, taught by high school teachers credentialed to teach at the post-secondary level. Students earn both high school and college credit simultaneously. Students are not charged tuition under a dual credit model. **Dual Enrollment** represents programming that we offer on our campuses, taught by Ivy Tech faculty members. Dual enrollment often comes alongside dual credit programming to help students earn credits and credentials that otherwise would not be available through dual credit alone. Students earn both high school and College credit simultaneously; there are associated tuition fees.

Russ Baker, Vice President for Academic Affairs, provided a Transfer Update. Matthew Pittman, Assistant Vice President of Distance Learning & Educational Technology, provided the trustees with an IvyOnline Update. One of the innovations which helped Ivy Tech through the pandemic is IvyOnline. We began to create a centralized online experience 2.5 years ago. Like most colleges and universities, our students were not succeeding in online courses at the same rates as in-person. We needed to ensure better quality, including faculty development, better technology, and course design. We also knew we could be more efficient by filling up each section to 25-30 students per instructor. So, all of these investments could pay for themselves. And they have. During the pandemic, we served many more students online without adding sections and, in some cases, decreasing sections as filled each section rather than multiple campuses offering the same online course half or 1/3 full.
Even more importantly, we have drastically improved quality. You can see 
¾ of all of our courses have seen significant improvements...not lower 
rigor, but better teaching. And, these students still receive support at their 
home campus for student services. Really the best of both worlds. 
Fall 2021 we will have all online courses offered through IvyOnline, where 
we know how faculty leads for each course to "own" the ongoing quality of 
the course and faculty development. That will be over 500 courses when 
completed.

Jo Nahod-Carlin, Vice President of Recruitment & Enrollment 
Management, provided an enrollment update. 6-weeks into Spring 
Semester, community colleges reported a -9.5% drop in enrollment. 
Community colleges were already seeing a drop in enrollment in recent 
years due to a surging economy. Applications are down at Colleges that 
serve first-generation, low-income students because those students are most 
affected by financial downturns.

**Item 2**

Chairman Anker called upon Trustee Jesse Brand for a report from the 
**Budget & Finance committee.**

Trustee Brand reported there is one action item for approval.

Trustee Brand moved for approval of **Resolution 2021-6,** Approval of 
Contract with Workday for Enterprise Resource Planning Software. Trustee 
Dora seconded the motion.

The Committee has updates on Enrollment & Revenue During COVID-19, 
Higher Education Emergency Relief Fund (HEERF), State Budget 
Development, Fiscal Year 2021 Update.

**Item 3**

Chairman Anker called upon Trustee Steve Schreckengast for a report from 
the **Building and Grounds Committee.** Trustee Schreckengast reported 
there are two action items for consideration and approval. The Committee 
received an update on the status of the XBE contract spend.

Trustee Schreckengast moved for approval of **Resolution 2021-9,** Approval 
of a Contract for Bathroom Renovations, Indianapolis Campus. Trustee 
Wilson seconded the motion.

Trustee Schreckengast moved for approval of **Resolution 2021-10,** 
Approval of a Contract for Ivy Hall Chiller Replacement, Lafayette 
Campus.
Trustee Dora seconded the motion. Trustee Schreckengast move for approval of **Resolution 2021-11, Approval of Contract with Amatrol for Purchase of Smart Factory Enterprise System.** Trustee Bibbs seconded the motion.

The Committee received information regarding a possible future development in Logansport. We also received an update on the status of XBE contract spend, and Legal shared an update on our East Washington building and the ongoing work with IDEM.

**Item 4**

Chairman Anker called upon Trustee Stemler for a report from the Human Resources & Operations Committee. Trustee Stemler reported there were two presentations from Human Resources and the Office of Information Technology.

Julie Lorton-Rowland, Sr. Vice President for Human Resources, presented a summary of the College's new Performance Management system, the benefits for employees and supervisors, and the phased timeline for a full rollout. She also shared the newest Hub services launch for the College in her area of employee benefits and leaves of absence. Although there remains collaboration with campus HR leaders, the hub team will handle the large majority of employee benefit services and leave of absence processing to increase consistency of administration, improve the management and resolution of complex situations, and provide campus teams the ability to focus their limited resources on other HR functions.

Matt Etchison, Sr. Vice President, and CIO presented the College's recommendation to renew the Oracle Software Maintenance agreement for one year at the cost of $1,145,465.18. Oracle database software is required to run the backend databases of the Ellucian Banner product, which is the College's ERP system.

Trustee Stemler moved for approval of **Resolution 2021-7, Approval of a One Year Agreement with Oracle America, INC. to provide the College with Database Software Required for Banner.** Trustee Dora seconded the motion.

Matt also reported the College had engaged Appirio for a three-month period to support IvyConnect's post-go-live enhancements for production support and issue resolution services.
Item 5  Chairman Anker called upon Trustee McMillan for a report from the Marketing & Public Relations Committee. Trustee McMillan reported there are no action items for consideration and approval.

We heard an update from Vice President Jeff Fanter on how things are moving and the rollout of the brand research findings to faculty and staff across the College. That process will be completed at the end of the month. Simultaneously, in the first of many steps in the brand evolution, the Systems Office marketing team sent out an RFP to find an agency to partner with the College on message and creative development and a new website. The Board will likely be presented with a contract for that partner at our August meetings. We also received a high-level overview of the different audiences targeting its recruitment marketing efforts and the different tactics being used. The College's partnership with Statwax and its digital marketing efforts continue to produce good results, with cost per application numbers well below the set goals when the partnership was formed.

Item 6  Chairman Anker called upon Trustee Wilson for a report from the Workforce Alignment Committee. Trustee Wilson reported there is one action item for consideration and approval.

Sr. Vice President for Workforce and Careers Chris Lowery and members of his team, VP for Career Coaching and Employer Connections Caroline Dowd-Higgins, VP for Adult Strategy and Statewide Partnerships Dr. Stacy Townsley, VP for Business, Logistics, and Supply Chain Management Aaron Baute, as well as Dr. Ronda Taylor, Dean of Public Affairs & Social Services and Iris Hammel, Executive Director RISE -Regional Innovation & Startup Education, presented updates: Career Coaching and Employer Connections, Adult Strategy update and Workforce – School of Entrepreneurship Model

Trustee Wilson moved for approval of Resolution 2021-12, Approval of a Contract with Inside Track for Career Coaching. Trustee Dora seconded the motion

Trustee Wilson moved for approval of Resolution 2021-13, Approval of Contract with Skillful Indiana. Trustee Bibbs seconded the motion
D. **TREASURER'S REPORT:**

Chairman Anker called upon Matt Hawkins, Sr. Vice President/Chief Financial Officer, to provide the Treasurer's Report.

In the morning session, we discussed federal funding allotted to Ivy Tech, how those dollars will be directed towards students both via student grants, and the institutional portion of the funds that we can direct towards students via course materials and other items.

Our revenue is below expectations because of enrollment, but our expenses are lower than our actual revenue through March in FY21 by about $3.5M.

We are trending to end this year in a strong financial position as an institution, as are all of the campuses. Senior Vice President Hawkins was appreciative of all of the staff systemwide with regard to our financial position.

In our next meeting, we will report on the State's final as-passed budget and present our tuition and fee recommendation for the next two years covering FY22 and FY23.

Trustee Brand moved for approval of the Treasurer's Report. Trustee Bibbs seconded the motion.

E. **STATE OF THE COLLEGE**

Chairman Anker called upon President Ellspermann to provide her State of the College report. President Ellspermann thanked Julie Lorton-Rowland for 41 years of service to Ivy Tech Community College, introduced Interim Richmond Campus Chancellor Lori Handy, and provided updates on the Richmond, Indianapolis, and Lafayette Chancellors searches.

Our new Hamilton County Campus will make this Ivy Tech's 10th Campus, official as of July 1, 2021. The Hamilton County Campus has a Grand Opening July 30, 2021. President Ellspermann provided updates on the COVID-19 Operations, Strategic Plan Metrics Dashboard, and Taking Hoosiers to the Next Level.

F. **OLD BUSINESS**

Chairman Anker called for old business, but there was none.

G. **NEW BUSINESS**

Chairman Anker called for new business.

Trustee Brand moved for approval of **Resolution 2021-14, Appointment of Campus Board of Trustees.** Trustee Dora seconded the motion.
Trustee Bibbs moved for approval of **Resolution 2021-8**, Approval of Campuses and Campus Service Areas. Trustee Foutch seconded the motion.

**ADJOURNMENT**

With no further business to come before the Board, Trustee McMillan called for a motion to adjourn the meeting. Trustee Dora seconded the motion.

STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE

Dated April 9, 2021, Prepared by Gretchen L. Keller, Recording Secretary
RESOLUTION NUMBER 2021-16

WHEREAS, the Indiana Commission for Higher Education (CHE) entered into a Master Services Agreement with InsideTrack in June of 2014, and

WHEREAS, the purpose of the agreement was to increase retention levels of 21st Century scholarship recipients (21st Century Scholars) at Ivy Tech Community College by providing coaching programs and other retention services to the 21st Century Scholars, and

WHEREAS, 21st Century Scholars receiving coaching have experienced a fall-to-fall retention rate that is fifteen percentage points higher than the historical average for this group, and

WHEREAS, beginning in 2015 the College entered into a Master Services Agreement with InsideTrack to continue the services provided by their 2014 agreement with the CHE, and

WHEREAS, the cost of Inside Track’s services for the 2021-22 and 2022-23 years will not be greater than $1,023,250 per year, which includes approximately 1,300 Ivy Tech students for the entire academic year and approximately 4,950 online students in each of the fall and spring terms, and

WHEREAS, pursuant to its By-Laws the Board of Trustees must approve any contract imposing a financial obligation on the College in excess of $500,000, unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract for student coaching services with InsideTrack for a term ending June 30, 2023, in a total amount not to exceed $2,046,500, with an option to opt out of the contract after the first year, and

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

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-17

WHEREAS, the College has a contract with Instructure, Inc. (“Instructure”) through March 2022 providing for the Canvas Learning Management System (“Canvas”) for the College, which was approved by the Trustees in Resolution 2016-49, and

WHEREAS, the Office of Information Technology and the Procurement Division of the College have negotiated an amendment and renewal of the software maintenance agreement (“Amendment”) for the support of the Canvas systems with Instructure which will also add a new product Studio, and

WHEREAS, this Amendment will provide support for an additional five (5) years through March 31, 2027 with a total cost of $3,844,415.55, and

WHEREAS, it is advantageous for the College to enter into this renewal in advance of the contract termination to mitigate any interruptions to service as this is a critical piece of technology allowing Ivy Tech to deliver educational services to our students, and

WHEREAS, the State Board of Trustees must approve any contract by the College exceeding $500,000 unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract amendment and renewal with Instructure, Inc. for the maintenance and support of the Canvas Learning Management System and Studio for a term of five (5) years beginning April 1, 2022, in an amount not to exceed $3,844,415.55, and

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

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________________
Terry W. Anker, Chairman

___________________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION 2021-18

WHEREAS, Ivy Tech Community College of Indiana (“Ivy Tech”) has identified the importance of providing education opportunities for its students, and

WHEREAS, Ivy Tech has identified needs for degree and certificate programs to support the continued development of entrepreneurs in the campus service areas, and

WHEREAS, Ivy Tech is committed to working together with business and industry to develop more entrepreneurs throughout Indiana, and

WHEREAS, the Campus Academic Officers Council, the Provost and the Senior Vice President of Workforce and Careers has reviewed the following proposed degree program(s) and recommended their approval:

ENTREPRENEURSHIP ASSOCIATES OF APPLIED SCIENCE DEGREE
(60 credit hours)

WHEREAS, under Indiana law the State Board of Trustees is charged with analyzing the educational needs and opportunities of the State of Indiana, including an analysis of programs and pathways designed to meet workforce and employer demand.

NOW THEREFORE BE IT RESOLVED the State Board of Trustees of Ivy Tech Community College does hereby approve the adoption of the Entrepreneurship Degree on campuses throughout the Ivy Tech system, and

FURTHER BE IT RESOLVED that the State Board of Trustees authorize the submission of the proposal to the Commission for Higher Education for appropriate action.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

________________________________________
Terry W. Anker, Chairman

________________________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-19

WHEREAS, Regional Innovative Startup Education Inc. (“RISE”) is an Indiana nonprofit corporation offering an Applied Entrepreneurship course (“Program”) to colleges and universities, and

WHEREAS, Ivy Tech Community College currently offers the Program at its South Bend Campus, and

WHEREAS, the College desires to establish a system of entrepreneurship courses at the Bloomington, Indianapolis and Fort Wayne Campuses beginning in the Fall 2021 semester using the RISE Program, and

WHEREAS, the College will contract with RISE (“Contract”) to provide the curriculum for the Program and to train Ivy Tech employees to teach the Program, and

WHEREAS, Ivy Tech will charge and collect fees from students enrolled in the Program and pay those fees to RISE, and

WHEREAS, the term of the Contract will be three (3) years and begin July 1, 2021 and run through June 30, 2024 and may be extended for three (3) additional years by the College, and

WHEREAS, pursuant to its By-Laws the Board of Trustees must approve any contract imposing a financial obligation on the College in excess of $500,000, unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract with RISE to establish a system of entrepreneurship courses to be offered at the Bloomington, Indianapolis, and Fort Wayne Campuses for a term of three (3) years with the option to extend the Contract for an additional three (3) years, and

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

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________________
Terry W. Anker, Chairman

___________________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-20

WHEREAS, in 2005 the Evansville Campus developed a master plan to purchase homes on the block adjacent to the northern border of the main campus, and

WHEREAS, fourteen of the seventeen homes were purchased by the College between 2005 and 2011, and

WHEREAS, the homes were leased until May 2010 when the College approved a parking lot project and the homes were razed, and

WHEREAS, the one remaining homeowner on the block has contacted the Evansville administration and offered to sell their property at 618 Sheridan Road (“Property”) to the College, and

WHEREAS, the Evansville Campus Board of Trustees has requested that the State Trustees purchase the Property in an amount not to exceed $130,000 and the College’s Facilities and Design Council recommends acquiring the Property, and

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby approve the acquisition of 618 Sheridan Road, Evansville, for an amount not to exceed $130,000, and

FURTHER BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President, the Assistant Secretary of the Board, and any other appropriate designated College employee to enter into the said purchase of said property and execute all necessary documents after the documents have been approved by the College Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE OF INDIANA

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: June 3, 2021
REQUEST FOR IVY TECH FOUNDATION TO SELL PROPERTY
KOKOMO CAMPUS

RESOLUTION NUMBER 2021-21

WHEREAS, the Ivy Tech Foundation, Inc. ("Foundation"), owns real estate located at 1942 E. North Street Kokomo consisting of 6.15 acres and three (3) buildings ("Property"), and

WHEREAS, the Foundation purchased the Property in May of 2005 and has leased the Property to the College since that time, and

WHEREAS, to finance the purchase of the Property in 2005, the Foundation executed a note and Mortgage with the sellers ("Mortgagees") in which payments toward the purchase price with interest have been made, and

WHEREAS, the Mortgagees have agreed to release the Mortgage allowing the Foundation to sell the Property, and

WHEREAS, the Kokomo Campus is nearing completion of a total renovation of its campus, and

WHEREAS, the Kokomo Campus administration has determined that the Property is no longer needed for any purposes of the College and it would be advantageous to sell the Property to reduce the maintenance and costs associated with the continued use of the Property, and

WHEREAS, the Foundation has received an offer of $675,000, before closing costs, to purchase the Property, and

WHEREAS, the Kokomo Campus Trustees recommend the Property be sold for the amount of the offer.

NOW THEREFORE BE IT RESOLVED, the Board of Trustees requests the Ivy Tech Foundation dispose of, sell and convey the Property, at the sales price of $675,000, and that the proceeds of the sale of the Property be used by the Foundation to pay the balance on the note to the Mortgagees and use any remaining proceeds for the benefit of the Kokomo Campus.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________________________
Terry W. Anker, Chairman

__________________________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-22

WHEREAS, the Trustees of Ivy Tech Community College of Indiana (“College”) owns 2.37 acres of vacant land at its Logansport Campus that is adjacent to the East Main mini storage units (“Property”), and

WHEREAS, the Property is not needed for use by the College, and

WHEREAS, the adjoining property owners, George L. Stebbins and Scott A. Stebbins (“Buyers”), have offered $50,000 to purchase the Property, and

WHEREAS, the Kokomo Campus Board of Trustees recommend the sale of the Property, and

NOW THEREFORE BE IT RESOLVED, that it will serve the best interests of Ivy Tech Community College to dispose of, sell and convey the Property for $50,000 in accordance with the law of the State of Indiana, and

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

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________
Terry W. Anker, Chairman

__________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION 2021-23

WHEREAS, Ivy Tech Community College of Indiana (“Ivy Tech”) serves the people of Indiana through accessible and affordable world class education and adaptive learning empowering students to achieve their career and transfer aspirations, and

WHEREAS, Family Scholars House (“FSH”), is a nonprofit corporation, with a focus on providing single parents and their children the support services, including housing, so they may have improved opportunities to succeed educationally, and

WHEREAS, the Ogle Foundation (“Ogle Foundation”) is a philanthropic nonprofit corporation, with the mission of giving back to the community by strategically funding nonprofits, activities and projects, that directly improve the lives of the citizens of Southern Indiana, and

WHEREAS, Ivy Tech, FSH and Ogle Foundation have developed a shared vision of collaboration on having FSH construct a building on property contiguous to the Sellersburg Campus of Ivy Tech and Ivy Tech construct a new primary entrance to the Sellersburg Campus with partial funding being provided by the Ogle Foundation (“Project”), and

WHEREAS, initial steps toward the completion of the Project requires Ivy Tech to acquire property from the Indiana State Police so that property may be transferred to FSH for the construction their building and Ivy Tech can construct the new entrance to the Sellersburg Campus, and

WHEREAS, Ivy Tech is working with Jacobi, Toombs & Lanze, Engineers and Surveyors, to create descriptions of the properties and to advise with preliminary planning for the Project, and

WHEREAS, pursuant to Indiana Code 21-31-2-5, and 21-36-3, real estate acquisitions or transfers of College property must be approved by the State Trustees upon request from the Campus Board of Trustees, and

WHEREAS, the Sellersburg Campus Trustees recommend approval of the Project.

NOW THEREFORE BE IT RESOLVED, the State Trustees of Ivy Tech Community College support and approve of the Project as described herein and authorize taking the actions necessary to acquire the real estate from the Indiana State Police that is needed for the Project, and

FURTHER BE IT RESOLVED, that once the needed property is acquired by Ivy Tech that the State Trustees transfer the appropriately described property to FSH reserving to Ivy Tech a reversion of ownership in the event FSH no longer uses said property for its intended purposes, and
FURTHER BE IT RESOLVED, the State Trustees do hereby authorize and direct the President, the Assistant Secretary of the Board, and any other appropriate, designated College employee to execute all necessary documents for the acquisition of property from the Indiana State Police needed for the Project, after the documents have been approved by the College Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

________________________________________
Terry W. Anker, Chairman

________________________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-24

WHEREAS, the State of Indiana requires all State Supported Colleges and Universities to establish tuition and mandatory fees for a two-year period, and

WHEREAS, The College’s in-state student fees are the lowest amongst all State Supported Colleges and Universities.

NOW THEREFORE BE IT RESOLVED, that the general fee will be $149.55 per credit hour per semester for fewer than 12 credit hours and a flat rate of $2,243.25 for 12 or more credit hours per semester for the 2021-22 and 2022-2023 Fall, Spring and Summer Semesters. The above general fee is for in-state tuition students, except there will be no general fee charged for senior scholars. Of the credit hour fee for students taking less than 12 credit hours, $1 per semester credit hour shall be allocated to enrich co-curricular student life activities across the College consistent with Resolution 2013-13, for students taking 12 or more hours, $15 per semester shall be allocated and

BE IT FURTHER RESOLVED, that the general fee will be $292.57 per credit hour per semester for fewer than 12 credit hours and a flat rate of $4,388.55 for 12 or more credit hours for the 2021-22 and 2022-2023 Fall, Spring and Summer Semesters for out-of-state students. Of the credit hour fee for students taking less than 12 credit hours, $1 per semester credit hour shall be allocated to enrich co-curricular student life activities across the College consistent with Resolution 2013-13, for students taking 12 or more hours, $15 per semester shall be allocated and

BE IT FURTHER RESOLVED, that an Ivy + course material fee of $19 per credit hour will be assessed to all students for the provision of course materials.

BE IT FURTHER RESOLVED, that the technology fee will be $75.00 for both 2021-2022 and 2022-2023 per student per semester, except there will be no technology fee charged for high school-based dual credit and building trades apprentice students, and that the proceeds of the technology fee will be used for the technology needs of the College and technology-driven tools to increase student communication, engagement and experience, and

BE IT FURTHER RESOLVED, that there will be a charge of $20.00 for 2021-2022 and 2022-2023 per semester credit hour for Internet-based distance education courses to be used for the development of statewide distance education programs and other costs associated with providing distance education, and

BE IT FURTHER RESOLVED, that there will be a charge of $125 per semester for students in the Nursing Program, the Practical Nursing Program or Dental Hygiene Program, a charge of $25 per semester for students in the Paralegal Program, a charge of $200 per semester for students in the Radiation Therapy Program, a charge of $900 per semester for students taking 12
or more hours in the Ivy Honors program and a charge of $750 per semester for students taking under 12 hours in the Ivy Honors program and

BE IT FURTHER RESOLVED, that these fees will remain effective for two years or until modified by the State Trustees.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-25

WHEREAS, the 2021-2022 fiscal year internal operating budget for the College needs to be adopted, and

WHEREAS, the general fund unrestricted recurring operating revenue estimate for the 2021-2022 fiscal year, as recommended by the administration, totals $503,148,571 and general fund unrestricted operating reserve totals $308,608,963, as illustrated on Exhibit A as attached hereto, and

WHEREAS, the operating expenditure budget is within this revenue as projected, as illustrated on Exhibit B as attached hereto, and

WHEREAS, additional restricted funds are anticipated, and expenditures are to be budgeted within these projections.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees does hereby approve the revenue estimates and budget allocations for the 2021-2022 fiscal year as attached hereto (Exhibits A and B) at a total of $811,757,534 and

BE IT FURTHER RESOLVED, that each budget allocation as hereby approved shall be adjusted by the Senior Vice President/Chief Financial Officer as authorized by the President after the year end 2020-2021 closing to reflect the actual revenue and expense budget of each such unit, and

BE IT FURTHER RESOLVED, the Senior Vice President/Chief Financial Officer, as directed by the President, shall affect a reduction or increase to these budget allocations as necessary in order to maintain a balanced budget for the fiscal year. Such action may occur whenever it is determined that budgeted revenue is not being collected as has been projected, or to adjust for a significant shift in enrollment between campuses or sites, or to adjust for changes in other income or expenses. All such budget increases or decreases during the fiscal year shall be reported to the Board by the Senior Vice President Chief/Financial Officer at its next meeting subsequent to such action by the President, and

BE IT FURTHER RESOLVED, that the amounts included in the Reserve Accounts may be allocated to the respective campuses and sites as needed for the specified purposes by the Senior Vice President/Chief Financial Officer when approved by the President, and

BE IT FURTHER RESOLVED, that the restricted funds awarded to the College may be expended for their intended purposes within the mission of the College, and that addition of such funds will be reported to this Board by the Senior Vice President/Chief Financial Officer at its next board meeting, and
BE IT FURTHER RESOLVED, that debt service funds may be expended for the payment of interest, principal reduction, or other related costs, and that expenditures in excess of $500,000 will be reported to this Board at its next board meeting following such expenditure by the Senior Vice President/Chief Financial Officer, and

BE IT FURTHER RESOLVED, that revenues received from Auxiliary Enterprises, may be expended for their intended purpose of paying for the obligations of the Auxiliary Enterprises Fund, and

BE IT FURTHER RESOLVED, that the Board approves the annual allocation of funds for all utilities, local phone service and postage, the projected expenditure of $46,700,000 for employee health savings accounts, health and dental insurances and administrative costs, and the specific contracts listed on Exhibit C that obligates the College to expenditures exceeding $500,000 and authorizes the President to enter into such contracts with the vendors listed or with alternative vendors if circumstances warrant, with any such changes reported to the Board at its next regularly scheduled meeting.

STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE  
OF INDIANA

______________________________  
Terry W. Anker, Chairman

______________________________  
Andrew Wilson, Secretary

Dated: June 3, 2021
EXHIBIT A

IVY TECH COMMUNITY COLLEGE OF INDIANA

2021-22 TOTAL OPERATING REVENUE ESTIMATE

State Appropriation:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>General - Operating</td>
<td>$229,890,923</td>
</tr>
<tr>
<td>Dual Credit</td>
<td>$17,073,720</td>
</tr>
<tr>
<td>Fee Replacement</td>
<td>$28,938,873</td>
</tr>
<tr>
<td><strong>Total State Appropriation</strong></td>
<td><strong>$275,903,516</strong></td>
</tr>
</tbody>
</table>

Tuition and Mandatory Student Fees:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-State - Less than 12 Cr. Hrs.</td>
<td>$149.55/Cr. Hr., 12 or more Cr. Hrs. Flat Rate $2,243.25</td>
</tr>
<tr>
<td>Out-of-State - Less than 12 Cr. Hrs.</td>
<td>$297.57/Cr. Hr., 12 or more Cr. Hrs. Flat Rate $4,388.55</td>
</tr>
<tr>
<td>Out-of-State Distance Education - Summer Only</td>
<td>$175.38 /Cr. Hr.</td>
</tr>
<tr>
<td><strong>Total Student Fees</strong></td>
<td><strong>$177,217,649</strong></td>
</tr>
</tbody>
</table>

($1,085,967 - Student Activity Internal Allocation - $1.00/cr.hr. is included in the $177,217,649)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internet-Based Distance Ed Fee -</td>
<td>$20.00 Per Credit Hour ($0 Increase)</td>
</tr>
<tr>
<td>Technology Fee - $75 Per Semester ($0 Increase)</td>
<td>$10,455,975</td>
</tr>
</tbody>
</table>

Transfers In:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lawrenceburg Project - 2020-21 Gaming Revenue</td>
<td>$100,000</td>
</tr>
<tr>
<td><strong>Total Transfers In</strong></td>
<td><strong>$100,000</strong></td>
</tr>
</tbody>
</table>

Other Revenue:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campus Estimates:</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous Fees</td>
<td></td>
</tr>
<tr>
<td>-- Regular Credit</td>
<td>$11,015,971</td>
</tr>
<tr>
<td>-- Non-Credit &amp; Workforce Alignment Charges</td>
<td>$6,849,042</td>
</tr>
<tr>
<td>Other Income (Gifts, Grants, Overhead, etc.)</td>
<td>$2,402,431</td>
</tr>
<tr>
<td>College-wide</td>
<td>$2,346,469</td>
</tr>
<tr>
<td>Departmental Other Revenue</td>
<td>$842,988</td>
</tr>
<tr>
<td><strong>Investment Income</strong></td>
<td><strong>$4,700,000</strong></td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td><strong>$28,156,901</strong></td>
</tr>
</tbody>
</table>

**Total Unrestricted Operating Revenue Estimate** $503,148,571

2020-21 Year-end Close Reserve Estimates $308,608,963
**EXHIBIT B**

### IVY TECH COMMUNITY COLLEGE OF INDIANA

**SUMMARY OF ALL RECOMMENDED ALLOCATIONS BY SITE**

<table>
<thead>
<tr>
<th>Campus/Site</th>
<th>2021-22 Recommended Budget Allocation</th>
<th>2020-21 Year-end Reserve Estimate</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lake County</td>
<td>$18,016,272</td>
<td>$3,257,000</td>
<td>$21,273,272</td>
</tr>
<tr>
<td>Valparaiso</td>
<td>$13,935,562</td>
<td>$2,915,000</td>
<td>$16,850,562</td>
</tr>
<tr>
<td>Michigan City</td>
<td>3,089,679</td>
<td>1,361,000</td>
<td>4,450,679</td>
</tr>
<tr>
<td>Total Valparaiso</td>
<td>$17,025,241</td>
<td>$4,276,000</td>
<td>$21,301,241</td>
</tr>
<tr>
<td>South Bend/Elkhart</td>
<td>$20,284,818</td>
<td>$3,560,000</td>
<td>$23,844,818</td>
</tr>
<tr>
<td>Fort Wayne</td>
<td>$32,190,790</td>
<td>$6,944,961</td>
<td>$39,135,751</td>
</tr>
<tr>
<td>Warsaw</td>
<td>3,351,930</td>
<td>1,059,967</td>
<td>4,411,897</td>
</tr>
<tr>
<td>Total Fort Wayne</td>
<td>$35,542,720</td>
<td>$8,004,928</td>
<td>$43,547,648</td>
</tr>
<tr>
<td>Lafayette</td>
<td>$23,185,145</td>
<td>$11,123,635</td>
<td>$34,308,780</td>
</tr>
<tr>
<td>Kokomo</td>
<td>$13,220,598</td>
<td>$4,995,420</td>
<td>$18,216,018</td>
</tr>
<tr>
<td>Logansport</td>
<td>2,379,201</td>
<td>1,649,928</td>
<td>4,029,129</td>
</tr>
<tr>
<td>Total Kokomo</td>
<td>$15,599,799</td>
<td>$6,645,348</td>
<td>$22,245,147</td>
</tr>
<tr>
<td>Muncie</td>
<td>$15,162,962</td>
<td>$2,950,865</td>
<td>$18,113,827</td>
</tr>
<tr>
<td>New Castle</td>
<td>1,095,542</td>
<td>399,670</td>
<td>1,495,212</td>
</tr>
<tr>
<td>Total Muncie</td>
<td>$16,258,504</td>
<td>$3,350,535</td>
<td>$19,609,039</td>
</tr>
<tr>
<td>Anderson</td>
<td>$7,235,456</td>
<td>$3,824,444</td>
<td>$11,059,900</td>
</tr>
<tr>
<td>Marion</td>
<td>$4,843,640</td>
<td>$2,053,805</td>
<td>$6,897,445</td>
</tr>
<tr>
<td>Terre Haute</td>
<td>$20,636,169</td>
<td>$8,416,771</td>
<td>$29,052,940</td>
</tr>
<tr>
<td>Greencastle</td>
<td>1,454,439</td>
<td>506,830</td>
<td>1,961,269</td>
</tr>
<tr>
<td>Total Terre Haute</td>
<td>$22,090,608</td>
<td>$8,923,601</td>
<td>$31,014,209</td>
</tr>
<tr>
<td>Indianapolis</td>
<td>$63,345,691</td>
<td>$17,411,219</td>
<td>$80,756,910</td>
</tr>
<tr>
<td>Hamilton County</td>
<td>$5,042,884</td>
<td>$479,890</td>
<td>$5,522,774</td>
</tr>
<tr>
<td>Richmond</td>
<td>$9,976,656</td>
<td>$6,362,603</td>
<td>$16,339,259</td>
</tr>
<tr>
<td>Columbus</td>
<td>$12,873,475</td>
<td>$7,383,001</td>
<td>$20,256,476</td>
</tr>
<tr>
<td>Franklin</td>
<td>2,439,868</td>
<td>809,026</td>
<td>3,248,894</td>
</tr>
<tr>
<td>Total Columbus</td>
<td>$15,313,343</td>
<td>$8,192,027</td>
<td>$23,505,370</td>
</tr>
<tr>
<td>Madison</td>
<td>$6,210,291</td>
<td>$4,480,840</td>
<td>$10,691,131</td>
</tr>
<tr>
<td>Lawrenceburg</td>
<td>$6,768,205</td>
<td>$2,095,950</td>
<td>$8,864,155</td>
</tr>
<tr>
<td>Batesville</td>
<td>1,299,809</td>
<td>370,000</td>
<td>1,669,809</td>
</tr>
<tr>
<td>Total Lawrenceburg</td>
<td>$8,068,014</td>
<td>$2,465,950</td>
<td>$10,533,964</td>
</tr>
<tr>
<td>Evansville</td>
<td>$21,239,811</td>
<td>$6,538,360</td>
<td>$27,778,171</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>$17,307,625</td>
<td>$9,836,876</td>
<td>$27,144,501</td>
</tr>
<tr>
<td>Bloomington</td>
<td>$20,077,162</td>
<td>$6,314,436</td>
<td>$26,391,598</td>
</tr>
<tr>
<td><strong>Total Campuses/Sites</strong></td>
<td><strong>$346,663,680</strong></td>
<td><strong>$117,101,517</strong></td>
<td><strong>$463,765,197</strong></td>
</tr>
<tr>
<td>President's Special Projects Fund</td>
<td>$1,000,000</td>
<td>$1,000,000</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>College-wide Accounts</td>
<td>55,128,348</td>
<td></td>
<td>55,128,348</td>
</tr>
<tr>
<td>Hubs</td>
<td>521,882</td>
<td></td>
<td>521,882</td>
</tr>
<tr>
<td>Transfers Out</td>
<td>30,328,911</td>
<td></td>
<td>30,328,911</td>
</tr>
<tr>
<td>State-wide Support</td>
<td>34,200,289</td>
<td>191,507,446</td>
<td>225,707,735</td>
</tr>
<tr>
<td><strong>Total College</strong></td>
<td><strong>$503,148,571</strong></td>
<td><strong>$308,608,963</strong></td>
<td><strong>$811,757,534</strong></td>
</tr>
</tbody>
</table>
## ANNUAL CONTRACTS OBLIGATING THE COLLEGE TO EXPENDITURES EXCEEDING $500,000

<table>
<thead>
<tr>
<th>Service/Line of Coverage</th>
<th>Estimated Amount</th>
<th>Vendor</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Health Plan</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Group Medical Insurance</td>
<td>$44,400,000</td>
<td>Anthem, CVS Caremark, Chard Snyder</td>
</tr>
<tr>
<td>Employee Group Dental Insurance</td>
<td>$2,300,000</td>
<td>Delta Dental</td>
</tr>
<tr>
<td><strong>Risk Management</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unemployment</td>
<td>$1,000,000</td>
<td>Equifax and Department of Workforce Development</td>
</tr>
</tbody>
</table>
RESOLUTION NUMBER 2021-26

WHEREAS, pursuant to Resolution 2018-3, the College consolidated and aggregated the purchase of natural gas on a system wide basis to generate cost savings and efficiencies, and

WHEREAS, since 2014 the College has solicited proposals for the purchase of natural gas through a reverse auction process, and

WHEREAS, the College has engaged PRX Energy, to conduct a reverse auction to procure natural gas for the College and to assist the College with utility and supplier contract negotiation and transition services, and

WHEREAS, the College's natural gas volumes have again been pooled with several private independent institutions of higher education operating in Indiana to achieve additional economies of scale and improved pricing, and

WHEREAS, it is anticipated that the reverse auction to procure natural gas for the College will be conducted in the Summer of 2021, for purchases commencing October 1, 2021, for a period of up to thirty-six (36) months.

NOW THEREFORE BE IT RESOLVED, the Treasurer is hereby authorized to solicit proposals for the College's purchase of natural gas through a reverse auction process, and

BE IT FURTHER RESOLVED, the Treasurer is hereby authorized to execute the Base Contract for Sale and Purchase of Natural Gas, Transaction Confirmations and any Special Provisions, and

BE IT FURTHER RESOLVED, the Treasurer is hereby authorized to execute any and all further documents, agreements or certificates to effectuate the purchase and sale of natural gas for the College after the documents have been approved by the College General Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________
Terry W. Anker, Chairman

__________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-27

WHEREAS, Resolution 2019-17 approved a five year contract with Barnes and Noble to provide bookstore management operations on the College’s campuses throughout the State of Indiana, and

WHEREAS, the College will be assessing a $19 per credit hour inclusive access fee ("Ivy+") to students for course materials beginning in the fall 2021 semester, and

WHEREAS, Barnes and Noble will manage Ivy+ on behalf of the College and be responsible for the procurement of textbooks and course materials for students, and

WHEREAS, the College has negotiated an amendment to the contract with Barnes and Noble for the management of the Ivy+ program, and

WHEREAS, Barnes and Noble will charge the College $19 per credit for all courses for all students participating in the Ivy+ program, and

WHEREAS, the contract amendment will change the compensation for Barnes and Noble from a commission based fee to a management fee, and

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any contract entered into by the College exceeding $500,000, unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, and any other appropriate College employee, to enter into an amendment to the contract with Barnes and Noble to manage the Ivy+ program such amendment has been approved by the College General Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

__________________________
Terry W. Anker, Chairman

__________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-29

WHEREAS, the Kokomo Campus issued a Request for Proposal (RFP) on February 8, 2021, for custodial services in the Kokomo Service Area, and

WHEREAS, responses to the RFP were received on March 5, 2021, and

WHEREAS, Nishida Services, Inc., was determined to be the lowest and best bid with the following total annual price of $365,664.00 for two years with an option for a third year in the amount of $365,664.00 for all custodial services in the Kokomo Service Area, and

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding $500,000 unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees do hereby authorize and direct the President of the College, or any other officer of the College designated by the President, to sign the proposed two year agreement with an option for a third year with Nishida Services, Inc., in an amount not to exceed $1,096,992.00 to provide the Kokomo Campus and Kokomo Service Area with custodial services with the terms described above after the agreement has been approved by the College General Counsel.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE OF INDIANA

__________________________
Terry W. Anker, Chairman

__________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
RESOLUTION NUMBER 2021-30

WHEREAS, the Bloomington Campus requests approval to award a contract for security services for three years beginning July 1, 2021 through June 30, 2024, and

WHEREAS, G4S Secure Solutions proposed the lowest bid to provide security services for the three-year period for the amount of $837,567.12, and

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding $500,000 unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, the Board of Trustees does hereby recommend that the proposed contract for security services be awarded to G4S Secure Solutions.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees do hereby authorize and direct the President of the College, or any other officer of the College designated by the President, to sign the proposed three year agreement with G4S Secure Solutions, in an amount not to exceed $837,567.12 to provide the Bloomington Campus and Bloomington Service Area with security services with the terms described above after the agreement has been approved by the College General Counsel.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

______________________________
Terry W. Anker, Chairman

______________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
1. K-14 Update
   Rebecca Rahschulte, Vice President of K-14 Initiatives & Statewide Partnerships

2. InsideTrack Student Success Coaching
   Contract Renewal
   Cory Clasemann, Vice President for Student Success

3. IvyLearn (Canvas) – Contract Renewal
   Matthew Pittman, Assistant Vice President Education Technology
4. Associate of Applied Science Entrepreneurship
   Aaron Baute, Vice President of Business, Logistics, and Supply Chain

5. Enrollment Update
   Jo Nahod-Carlin, Vice President of Recruitment & Enrollment
K-14 Update

Rebecca Rahschulte
Vice President of K-14 Initiatives & Statewide Partnerships
NACEP Accreditation Update

NACEP is a national accrediting body with standards that ensure the academic rigor of dual credit courses and their alignment with on-campus programming while advancing college in high school initiatives and policy.
## NACEP Accreditation Timeline

<table>
<thead>
<tr>
<th>Objective</th>
<th>Deadline</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self Study (Continuous Quality Improvement)</td>
<td>Since October 2019</td>
<td>CONTINUOUS</td>
</tr>
<tr>
<td>Pre-Application Submission</td>
<td>February 26th, 2021</td>
<td>COMPLETED</td>
</tr>
<tr>
<td>NACEP “Readiness” Response</td>
<td>April 15th, 2021</td>
<td>COMPLETED</td>
</tr>
<tr>
<td>Full Application</td>
<td>July 1st, 2021</td>
<td>IN PROGRESS</td>
</tr>
<tr>
<td>Commissioner &amp; Peer Review Team Assigned</td>
<td>July-August 2021</td>
<td></td>
</tr>
<tr>
<td>Additional Evidence Submission, Phone Conference, &amp; Site Visit</td>
<td>October 2021-March 2022</td>
<td></td>
</tr>
<tr>
<td>Final Determination</td>
<td>May 2022</td>
<td></td>
</tr>
</tbody>
</table>
Crossing the Finish Line Initiative

- “Crossing the Finish Line” partnership with IDOE & ICHE
- Targeting all high school students who are “near completers”
- Providing tuition, fees, and books for summer 2021 will accelerate their completion of an Ivy Tech credential
- Funding for transcript requests will assist students with transfer for Advanced Placement (AP) credit and dual credits
- Funding for CLEP testing will also be a method to award credit toward a completion
“Indiana Summer Bridge” Program is a partnership with IDOE & ICHE.

- Targeting graduating high school seniors who have not met pre-determined college readiness benchmarks to help bridge high school to college.

- Students enroll at no cost in student success course (IVYT 111) providing students skills to navigate college.
InsideTrack Student Success Coaching Contract Renewal

Cory Clasemann
Vice President for Student Success
InsideTrack Contract Renewal

Student Success Coaching History

- Originated in 2014 with 21st Century Scholar students
- $1,023,250 per year for 1-year with optional second year
- 1,300 21st Century Scholar, African American, Latino, and Multiracial
- 4,950 online students receiving “strong start” coaching through first four weeks of term
InsideTrack Contract Renewal

Results History: First Time, Full Time 21st Century Scholars - Fall to Fall Retention

Prior to coaching

- Historical Average: 36.9%
- Fall 2014: 45.7%, Retained: 560, N: 1,225
- Fall 2015: 49.0%, Retained: 472, N: 964
- Fall 2016: 49.5%, Retained: 485, N: 979
- Fall 2017: 50.1%, Retained: 323, N: 645
- Fall 2018: 50.6%, Retained: 320, N: 633
- Fall 2019: 52.7%, Retained: 331, N: 628
InsideTrack Contract Renewal

Results History: Strong Start Course Past Rates – Fall 2020

<table>
<thead>
<tr>
<th>Course</th>
<th>Fall 2020 Strong Start Course Pass Rate</th>
<th>3 Year Historical Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>College Algebra (MATH136)</td>
<td>48.7%</td>
<td>46.6%</td>
</tr>
<tr>
<td>Computing Logic (SDEV120)</td>
<td>65.1%</td>
<td>64.8%</td>
</tr>
<tr>
<td>Database Design and Management (DMBS110)</td>
<td>78%</td>
<td>61%</td>
</tr>
<tr>
<td>English Composition (ENGL111)</td>
<td>63.9%</td>
<td>49.5%</td>
</tr>
<tr>
<td>Fundamentals of Public Speaking (COMM101)</td>
<td>69.3%</td>
<td>62.8%</td>
</tr>
<tr>
<td>Hardware/Software Support (ITSP135)</td>
<td>75.6%</td>
<td>68.7%</td>
</tr>
<tr>
<td>Informatics Fundamentals (INFM109)</td>
<td>79.2%</td>
<td>69.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course</th>
<th>Fall 2020 Strong Start Course Pass Rate</th>
<th>3 Year Historical Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to American Government (POLS101)</td>
<td>74%</td>
<td>66%</td>
</tr>
<tr>
<td>Introduction to Psychology (PSYC101)</td>
<td>77.9%</td>
<td>64.3%</td>
</tr>
<tr>
<td>Introductory Biology (BIOL101)</td>
<td>73.6%</td>
<td>62.4%</td>
</tr>
<tr>
<td>Managerial Accounting (ACCT102)</td>
<td>79.5%</td>
<td>73.3%</td>
</tr>
<tr>
<td>Medical Terminology (HLHS101)</td>
<td>77%</td>
<td>73%</td>
</tr>
<tr>
<td>Music Appreciation (HUMA118)</td>
<td>74.6%</td>
<td>68.3%</td>
</tr>
</tbody>
</table>
IvyLearn (Canvas) – Contract Renewal

Matthew Pittman
Assistant Vice President Education Technology
IvyLearn (Canvas) – Contract Renewal

• 5-year contract
  • 3 years + 2 optional 1-year renewals
  • Optional renewals are held at year 3 pricing
  • Includes addition of Canvas Studio

• Total Cost Over 5 years - $3,844,416
  • Year 1 - $747,226
  • Year 2 - $762,219
  • Years 3-5 - $778,323

• Savings - $485,804
Canvas New Analytics
- Metrics to track student progress
- Individual student performance visuals with course activity insights
- Allows immediate interactions with students to provide feedback or encouragement

Canvas Studio
- New media management and creation platform
- Offer insights into how media is being consumed
- All users now have video creation and editing tools
Associate of Applied Science in Entrepreneurship

Aaron Baute
Vice President of Business, Logistics, and Supply Chain
Why an Associate of Applied Science in Entrepreneurship?

• A student who is completing a Software Development Certificate could combine it with the Entrepreneurship CT with both stacking into the Applied Associate Degree in Entrepreneurship.

• Why now?
  • School of Entrepreneurship
  • Partnership with RISE
  • Curriculum restructure
Enrollment Update

Jo Nahod-Carlin
Vice President of Recruitment & Enrollment Management
Enrollment Update

Recruitment & Enrollment Initiatives
Enrollment Update

Project Hoosier Recruit – What’s New?

NEW! Prototype 4 “Continuous Care Network”

Team 1
Schools: Health Sciences and Nursing
1 Recruiter
1 SSP
5 Advisors
Faculty Mentors
1 Career Coach
1 Student Ambassador

Team 2
Schools: Tech and IT
1 Recruiter
1 SSP
3 Advisors
Faculty Coaches
1 Career Coach
1 Student Ambassador

Team 3
Schools: SASE
1 Recruiter
1 SSP
3 Advisors
Faculty Advisors
1 Career Coach
1 Student Ambassador

Team 4
Schools: Business and Public/Social Services
1 Recruiter
1 SSP
3 Advisors
Faculty Mentors
1 Career Coach
1 Student Ambassador
Adult Student Enrollment: Taking Hoosiers to the Next Level 1.c

Overview
• Targeted Semester: Summer 2021
• Continued partnership with DWD
• Campuses select programs that are in demand and have capacity to promote

Outreach Strategy
• SO is engaging those who applied but did not enroll in THNL through campaigns
• Campuses can increase target pool with their own outreach

Career Coaching as a Key
• 1:1 coaching for individuals seeking and needing additional attention
• Availability and information regarding a variety of tools and services
• Career and job fairs with individual and multiple employers
Enrollment Update

Traditional Student Enrollment: Senior Exit Interviews, Crossing the Finish Line, Summer Bridge Program

**Senior Exit Interview Program: Target Date May**
Statewide initiative to conduct virtual interviews targeting the following high school senior populations:
- For students who have received dual credit
- For students without a plan or students whose plans may have recently changed
- Assist high schools in capturing data

**Crossing the Finish Line: Target Date Summer Semester 2021**

**Summer Bridge Program: Target Date Summer Semester**
Questions?
The report will be given at the State Board of Trustees Meeting on June 3, 2021.

The report will be available the week of May 31, 2021.
State Board of Trustees

AGENDA

1. Ivy+ Tuition & Fee Recommendation
2. FY 2022 Budget Development
3. FY 2021 Update
4. Vacation Policy
5. Natural Gas
Ivy+ (Banded & Inclusive Tuition)
Indiana's Attainment Goal

60% BY 2025

Indiana's overall educational attainment is now 48.3%
500,000 jobs will require a sub-baccalaureate degree by 2025
Banded tuition transforms the way Ivy Tech structures tuition by charging same **full-time rate** for students enrolled in 12 or more credits.

Encourages students to enroll in more courses and improves persistence and completion rates.

Summer-Flex benefits **full-time students** who do not take 15 credits in Fall and Spring, allowing them to take remaining credits over the summer **reaching 30 credits for the year**.
Savings for students:

- On-time completion (2 years):
  - Loan principal + interest: $9,902
  - Out-of-pocket costs: $6,849

- Average completion (3.5 years):
  - Loan principal + interest: $15,909
  - Out-of-pocket costs: $11,004

- Extended completion (6 years):
  - Loan principal + interest: $29,705
  - Out-of-pocket costs: $20,547

**Out-of-pocket costs** include:
- Extended completion: $20,547
- Average completion: $11,004
- On-time completion: $6,849

**Loan principal + interest** include:
- Extended completion: $29,705
- Average completion: $15,909
- On-time completion: $9,902
Credit Completion in Action

The number of 21st Century Scholars completing 30 or more credits more than doubled at Indiana’s community colleges.

Scholars taking 30 or more credits completed a greater percentage of those credits compared to students taking a lighter course-load.

Brandi Lambertson, 21st Century Scholar
2020 Graduate, Ball State University
2017 Graduate, Ivy Tech Community College
Credit Intensity & Student Outcomes

6.4 percentage points more likely to graduate

Improved student retention by 15 percentage points
Credit Completion in Action

<table>
<thead>
<tr>
<th>College</th>
<th>Fall 2017</th>
<th>Fall 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>College of Staten Island</td>
<td>36.8%</td>
<td>45.3%</td>
</tr>
<tr>
<td>Hunter College</td>
<td>49.0%</td>
<td>64.0%</td>
</tr>
<tr>
<td>John Jay College of Criminal Justice</td>
<td>47.8%</td>
<td>51.3%</td>
</tr>
<tr>
<td>Queens College</td>
<td>46.9%</td>
<td>49.2%</td>
</tr>
</tbody>
</table>
Improving Student Outcomes &
Fostering Innovation

2-year Model

4-year Model

Indiana Model
85% of faculty agree students achieve higher grades with course materials.

89% of college presidents believe course materials cost too much.
Ivy+ Inclusive Tuition

Ivy+ ensures students are **better prepared** and have **access** to their course materials on or before the first day of class.

Ivy+ will include **required digital course materials** through Barnes & Noble.

Ivy+ guarantees **equitable access, increased transparency**, and a **seamless** student experience.
Shift to Digital/Streaming

music sales by format (millions)

- Vinyl
- Tapes
- CDs
- Digital

Source: Recording Industry Association of America
Digital course materials result in better grades, higher retention rates, and improved learning.

In 2020, 1 in 5 course materials were digital compared to 1 in 7 in 2019.

eBook utilization increased 9 percentage points to 62% nearly doubling since 2016.
Analytics incorporated in digital platforms help instructors track performance and identify at-risk students.

Cengage Unlimited allows instant identification of struggling students and challenging topics with 12 metrics and insights.
Focus on Equitable Access
Focus on Equitable Access
General Fee
• Students taking < 12 hours: $149.55 per credit hour In-State and $292.57 Out-of-State Students (Fall 2021 – Summer 2023)
• Students taking 12 hours or more: Flat rate $2,243.25 In-State and $4,388.55 Out-of-State Students (Fall 2021 – Summer 2023)

Technology Fee
• $75 per student per semester for 2021-22 and 2022-23

Ivy+ Course Materials Fee
• $19 per credit hour for Fall 2021 - Summer 2023
• At no cost to student for 2021-22 utilizing HEERF funds
FY 2022 Budget Development
FY 2022 Revenue Budget

- Base: $500.0M
- Debt Service: ($4.7M)
- Dual Credit: $3.6M
- Tuition Structure: $7.5M
- Inclusive Access: ($3.7M)
- Investment Income: $2.0M
- Other: ($1.6M)

TOTAL = $503.1M
<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base</td>
<td>$500.0M</td>
</tr>
<tr>
<td>3% Salary and Benefits</td>
<td>$8.1M</td>
</tr>
<tr>
<td>Debt Service</td>
<td>($4.7M)</td>
</tr>
<tr>
<td>Dual Credit</td>
<td>$3.6M</td>
</tr>
<tr>
<td>Hamilton Co.</td>
<td>$1.9M</td>
</tr>
<tr>
<td>Inclusive Access</td>
<td>($3.7M)</td>
</tr>
<tr>
<td>Other</td>
<td>($2.1M)</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$503.1M</strong></td>
</tr>
</tbody>
</table>
FY 2021 Update
Revenue

Through May 2021

- We received last year: $503.3
- We planned to receive: $468.0
- We actually received: $469.1
Expense

Through May 2021

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>We spent last year</td>
<td>$415.5</td>
</tr>
<tr>
<td>We planned to spend</td>
<td>$429.0</td>
</tr>
<tr>
<td>We actually spent</td>
<td>$420.9</td>
</tr>
</tbody>
</table>
Vacation Policy
Total Vacation Liability

in millions

FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20

$10.10 $10.74 $11.11 $10.64 $11.08 $11.50 $11.77 $9.88 $10.82 $12.57

early retirement payout
conversion to lag pay
Vacation Accrual

number of days accrued annually

- USI: 20 days
- BSU: 18 days
- Ivy Tech: 17.4 days
- IU: 14 days
- State of IN: 12 days
- ISU: 10 days
- PU: 10 days
- VU: 10 days

1 Year of Service
Vacation Accrual

number of days accrued annually

<table>
<thead>
<tr>
<th>Institution</th>
<th>Days Accrued</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ivy Tech</td>
<td>24</td>
</tr>
<tr>
<td>BSU</td>
<td>24</td>
</tr>
<tr>
<td>USI</td>
<td>20</td>
</tr>
<tr>
<td>State of IN</td>
<td>15</td>
</tr>
<tr>
<td>IU</td>
<td>14</td>
</tr>
<tr>
<td>PU</td>
<td>14</td>
</tr>
<tr>
<td>ISU</td>
<td>12</td>
</tr>
<tr>
<td>ISU</td>
<td>12</td>
</tr>
</tbody>
</table>

5 Years of Service
Vacation Accrual

number of days accrued annually

<table>
<thead>
<tr>
<th>Institution</th>
<th>Days Accrued</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ivy Tech</td>
<td>24</td>
</tr>
<tr>
<td>BSU</td>
<td>24</td>
</tr>
<tr>
<td>State of IN</td>
<td>20</td>
</tr>
<tr>
<td>USI</td>
<td>20</td>
</tr>
<tr>
<td>IU</td>
<td>19</td>
</tr>
<tr>
<td>PU</td>
<td>19</td>
</tr>
<tr>
<td>ISU</td>
<td>15</td>
</tr>
<tr>
<td>VU</td>
<td>15</td>
</tr>
</tbody>
</table>

10 Years of Service
Vacation Accrual

number of days accrued annually

<table>
<thead>
<tr>
<th>Institution</th>
<th>Days Accrued</th>
</tr>
</thead>
<tbody>
<tr>
<td>IU</td>
<td>29</td>
</tr>
<tr>
<td>State of IN</td>
<td>25</td>
</tr>
<tr>
<td>Ivy Tech</td>
<td>24</td>
</tr>
<tr>
<td>BSU</td>
<td>24</td>
</tr>
<tr>
<td>ISU</td>
<td>20</td>
</tr>
<tr>
<td>PU</td>
<td>20</td>
</tr>
<tr>
<td>USI</td>
<td>20</td>
</tr>
<tr>
<td>VU</td>
<td>20</td>
</tr>
</tbody>
</table>

30 Years of Service
Recommendations

1. Reduce maximum payout from 40 to 30 days
2. Payout current liability for employees with more than 240 accrued hours
3. Reduce annual accrual from 24 to 20 days for new employees (after 2+ years of service)
Liability Payout

$2M estimated total
$2,300 average payout
June 25 payout date

for time used through June 6th
Reminders

1. Employees can accrue and retain up to **320 hours**

2. Employees will now be compensated for up to **240 hours** upon separation

3. Policy change encourages employees to take vacation for accrued time over **240 hours** as compensation upon separation is modified
Natural Gas
Natural Gas Market Overview

- Natural Gas deregulation started in the 1980’s when retail natural gas was transacted in a competitive market.

- Natural gas supply is a daily traded commodity with price volatility:
  - Monitor for buying opportunities (price dips)
  - Minimize risk exposure (price spikes)

- Natural gas delivery premiums are based on:
  - Usage profile
  - Term (months purchased)
  - Reliability (firm or interruptible)
  - Location

Natural Gas Supply Cost = Supply + Delivery (or Basis)
Total Natural Gas Budget = Supply Cost + Utility Distribution Cost
• ITCC Centralized natural gas procurement in 2014 to maximize buying power
  • *Prior to 2014, all 14 ITCC regions purchased natural gas individually without any coordination or leveraging of state-wide scale*
  • 5 additional colleges were added to double the scale of the purchase

• PRX Energy provides advisory and brokerage services and manages the natural gas aggregation

• Utility distribution service is regulated and not controllable
PRX Energy Recommendations

- Current market conditions are up ~11% relative to current contract ($3.20/Dth vs $2.89/Dth)
- Rising prices due to production declines and anticipated adverse policy environment
- Recommend extending current contract term to 2024 to align with the group – recommend fixed pricing to provide budget certainty and mitigate bullish market risk
State Board of Trustees

Building, Grounds, and Capital Committee

June 3, 2021
Evansville Campus: Purchase of 618 Sheridan Road
Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Daniela Vidal

Kokomo Campus: Sale of Kokomo Tech 1, 2, 3
Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Dean McCurdy

Kokomo Campus: Sale of Logansport Land
Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Dean McCurdy
Building, Grounds and Capital

4. Sellersburg Campus: Family Scholar House Project
   Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Travis Haire

5. Informational Item: SBOT Approved Contracts and Minority, Women, Veteran and Disability – Owned (XBE) Spend
   Amanda Wilson, Vice President for Capital Planning and Facilities

6. Informational Item: Muncie Rebuild Contractor Bids
   Amanda Wilson, Vice President for Capital Planning and Facilities
Building, Grounds, and Capital

Amanda Wilson
Vice President For Capital Planning and Facilities
Evansville Campus; Purchase of 618 Sheridan Road Property

- Appraisal completed by owner and Ivy Tech; $100,000-$113,000
- Offering $106,500
- Inspection report indicates minor repairs needed
- Property management company to be hired to rent property after closing
- Campus plans to use Bookstore Funds to purchase property
Kokomo Campus - Sale of Tech 1, 2, 3

- Received an offer of full asking price of $675,000
- Pay off agreement in progress with Foundation
- Tech 1 = 25,707 square feet
- Tech 2 = 8,100 square feet
- Tech 3 = 796 square feet
Kokomo Campus - Sale of Logansport Land

- Campus Address: 1 Ivy Tech Way, Logansport
- Received an offer of $50,000 on 2.73 acres
- Appraised values ranged from $40,000-$55,000
Sellersburg Campus - Family Scholar House Project

Next steps:

• Obtain unused land from State Police
• Create descriptions of properties and start planning
• Transfer portion of land to Family Scholar House
• Construct new entrance to Sellersburg Campus
• Project to be partially funded in partnership with Ogle Foundation
Building, Grounds and Capital

Informational Item: SBOT Approved Contract and Minority, Women, Veteran, and Disability-Owned (XBE) Spend

Contract Approvals:

- Indianapolis OIT HVAC Replacements (JOC) 77.26% XBE
- Indianapolis ASAP Build Out 28% XBE
- Indianapolis A&E Services for Auto Project Pending
- Indianapolis CMc Services for Auto Project Pending
- Elkhart A&E Services for Flex Lab Project Pending
- Elkhart CMc Services for Flex Lab Project Pending
- Columbus A&E Services for Capital Project Pending
- Columbus CMc Services for Capital Project Pending
- East Chicago HVAC Contract (JOC) Pending
- Muncie Rebuilt Contracts Pending
Emergency Contracts (IC 5-16-1-1.6):

- **3 Electrical Contractors were contacted by Ivy Tech**
  - Huston
  - Gaylor
  - Shambaugh

- **3 General Contractors were contacted by Ivy Tech**
  - Core Construction
  - Shiel Sexton
  - Pepper Construction
QUESTIONS?
State Board of Trustees

State of the Foundation

June 3, 2021
Highlights

Results

Raised $58M as of 4/30/2021

- Currently at least 14 campuses on target to achieve their year end goal
- $1.2M secured by the Bloomington campus to support Indiana SBDC/Cook Center work
- CRM on schedule and on budget
### Fiscal Year 2020/21

as of 6/1/2021

<table>
<thead>
<tr>
<th>*College Trustees</th>
<th>*Foundation Directors</th>
<th>Campus Boards</th>
</tr>
</thead>
<tbody>
<tr>
<td>87%</td>
<td>100%</td>
<td>62%</td>
</tr>
<tr>
<td>13 out of 15</td>
<td>62 out of 62</td>
<td>91 out of 147</td>
</tr>
<tr>
<td>GOAL 100%</td>
<td>GOAL 100%</td>
<td>GOAL 80%</td>
</tr>
</tbody>
</table>

* Achieved 100% for past 7 years
## FY2021 Scorecard Metrics

<table>
<thead>
<tr>
<th>METRIC</th>
<th>ACTUAL thru 4.30.2021</th>
<th>GOAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>All-In Donations</td>
<td>$57,997,299</td>
<td>$52,334,106</td>
</tr>
<tr>
<td>Foundation Only Donations</td>
<td>$23,270,150</td>
<td>$26,851,939</td>
</tr>
<tr>
<td>Meetings</td>
<td>3993</td>
<td>4886</td>
</tr>
<tr>
<td>Major Gift Asks &gt;$10K</td>
<td>382 Asks</td>
<td>339 Asks</td>
</tr>
<tr>
<td>Planned Gift Asks</td>
<td>42</td>
<td>67</td>
</tr>
<tr>
<td>Discovery Prospects</td>
<td>267</td>
<td>216</td>
</tr>
<tr>
<td>Grant Asks</td>
<td>198</td>
<td>139</td>
</tr>
<tr>
<td>Circle of Ivy Membership</td>
<td>906</td>
<td>913</td>
</tr>
</tbody>
</table>

Exceeding FY21 Fundraising Goals
Anticipate Reaching $63.3M by 6.30.2021
Silent Phase Results as of 4/30/2021
$179.7M = 63%
Expected by 6/30/2021
$185M = 65%

Public Phase Focus
Goal: $100M remaining
Pipeline: $218.4M and building

EXCEEDING 60% TARGET TO $285M BY 6/30/2021!
## Statewide Campaign Update

<table>
<thead>
<tr>
<th>Service Area</th>
<th>$$ to Raise In the Millions</th>
<th>Grand Total as of 4/30/21</th>
<th>% to Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northern Service Area</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>David Findlay (7 Campuses)</td>
<td>$63.3</td>
<td>$56.5</td>
<td>89%</td>
</tr>
<tr>
<td>Central Service Area</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maria Quintana (5 Campuses)</td>
<td>$54.2</td>
<td>$40.8</td>
<td>75%</td>
</tr>
<tr>
<td>Southern Service Area</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paul Perkins (7 Campuses)</td>
<td>$53</td>
<td>$31.4</td>
<td>59%</td>
</tr>
<tr>
<td>Statewide</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$114.5</td>
<td>$50.9</td>
<td>44%</td>
</tr>
<tr>
<td>Subtotal</td>
<td>$285</td>
<td>$179.7</td>
<td>63%</td>
</tr>
</tbody>
</table>

15 Campuses Exceeding 3-Year Cumulative Campaign Target as of 4/30/2021
Private Funding

• $4.5M+ Planned Gift through Community Foundation - South Bend/Elkhart
• $3.5M+ iFlex, Building and Programs - South Bend/Elkhart
• $2M+ Emergency Aid Match, CCEC, TeenWorks Scholars and CLIF - Statewide/Indianapolis

Public Funding

• Successful Launch of State Supported Capital Projects in Kokomo, Muncie and Columbus
• $8.8M plus $3M Match Lilly Endowment/Governor’s Workforce Cabinet CCEC - Statewide
• $5.5M Lilly Endowment Charting the Future - Statewide
## Results
- $37,434,778 as of 4/30/2021

## Pipeline
- Additional $8-15M potential by fiscal year end
- 2021-2022 Systems Office

<table>
<thead>
<tr>
<th>US Department of Labor</th>
<th>Lilly Endowment, Inc.</th>
<th>Ford Foundation</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Economic Development Administration</td>
<td>Indiana Department of Workforce Development</td>
<td>American Association of Community Colleges</td>
</tr>
<tr>
<td>Walton Family Foundation</td>
<td>McKenzie Scott Foundation</td>
<td>Joyce Foundation</td>
</tr>
<tr>
<td>US Department of Education</td>
<td>Indiana Commission for Higher Education</td>
<td>Jobs for the Future (on behalf of Gates Foundation)</td>
</tr>
</tbody>
</table>
Strategic Plan Completion Target for FY 23

1. Goal 1: Plan, Launch & Successfully Conclude a Statewide Comprehensive Campaign
2. Goal 2: Enhance & Formalize a Meaningful Alumni Engagement Strategy
3. Goal 3: Increase Annual, Major & Planned Gift Donor Pipeline & Move Donors Through the Donor Continuum
4. Goal 4: Identify, Attract & Secure an Increased Number of Grants from Local & National Funders
5. Goal 5: Integrate Planned Giving into Fundraising Program Through Enhanced Resources, Training & Awareness
6. Goal 6: Create a College-Wide Culture & Understanding of the Role of Philanthropy at Ivy Tech
7. Goal 7: Establish Consistent & Impactful Foundation Brand Messaging to Engage & Inspire Current & New Donors
8. Goal 8: Establish a Sustainable Culture of Diversity, Equity, and Belonging
Ivy Tech Foundation Projects

With Statwax
Statwax Ivy Tech Foundation
Partnerships

Overall Strategy

AUDIENCES
Terre Haute Affinity Group (employees, alumni, and board members)
Terre Haute Lapsed Donors
Statewide Lapsed Donors

PLATFORMS

How We’re Measuring Success

AD ENGAGEMENTS
Clicks
Likes
Shares
Comments

LANDING PAGE ENGAGEMENTS
Give now clicks
## Projected Impressions

**Audience** | **Estimated Impressions**
--- | ---
Terre Haute Affinity Group | 980,000
Terre Haute Lapsed Donors | 174,000
Statewide Lapsed Donors | TBD* 
Total | 1,154,000

*Statwax is still waiting on the list to be able to project the audience size.*
# Digital Marketing Pilots

Test select personas utilizing existing marketing collateral & communication channels, as well as digital ads directing to a custom landing page.

<table>
<thead>
<tr>
<th>Pilot</th>
<th>Terre Haute Affinity</th>
<th>Terre Haute Donors</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td>High Five, Give Five</td>
<td>Six Degrees of Ivy Tech</td>
<td>Invest In</td>
</tr>
<tr>
<td>Targeted Audience</td>
<td>Employees, Alumni, Board Members and Advisory Members</td>
<td>Lapsed Donors</td>
<td>Lapsed Donors, Board Members</td>
</tr>
<tr>
<td>Run Dates</td>
<td>May 10 – June 4</td>
<td>June 1 – June 30</td>
<td>June 1 – June 30</td>
</tr>
<tr>
<td>Digital Platforms</td>
<td>Facebook, Instagram, LinkedIn, Google Display</td>
<td>Facebook, Instagram, LinkedIn, Google Display</td>
<td>Facebook, Instagram, LinkedIn, Google Display</td>
</tr>
<tr>
<td>Goals</td>
<td>Campus + Key Stakeholders + Graduation + Giving (Acquisition and Dollars)</td>
<td>Campus + Donors + Engagement + Ivy Tech Stories + Renewal</td>
<td>Statewide + Testing Messaging + VIPs + Giving (Renewal and Dollars)</td>
</tr>
</tbody>
</table>
Terre Haute Affinity Pilot

**Facebook Ad**

Ivy Tech Community College
Sponsored

Every $5 given represents a “High Five” to a graduating student for achieving their educational goals. Support them and support your community by participating!

**Instagram Ad**

Ivy Tech Community College
Suggested Posts

High Five Give Five
Not affiliated with Facebook

**Custom Landing Page**

Ivy Tech Foundation

High Five Give Five
Donate Now

Did you know?

- Nearly 1,200 local Ivy Tech students graduated this spring, entering into high-demand, high-value careers.
- More than 250 credentials were awarded to Wabash Valley high school students.
- 93% of Ivy Tech graduates stay within the state of Indiana post-graduation.
- 85% of local graduates stay within the Wabash Valley.
QUESTIONS?
State Board of Trustees

Marketing and Communications Update

June 3, 2021
BRAND RESEARCH TO BRAND EVOLUTION

01 BRAND RESEARCH
Qualitative and quantitative research across the state with various internal and external stakeholders.

02 APPROVED RECOMMENDATIONS
Recommendations submitted to the State Board of Trustees for approval. Includes decision on Ivy Tech Community College and next steps.

03 SHARE FINDINGS ACROSS COLLEGE
Present findings from the research to each campus and Systems Office to explain the why - setting the stage for the next steps.

04 PARTNER WITH TOP AGENCIES
Partner with top Indiana marketing agency/agencies to assist with next steps including testing messaging and creative and website overhaul. Agencies will work with Systems Office and campus marketing teams.

05 BRAND EVOLUTION ROLLS OUT
Implement steps to evolve the Ivy Tech Community College brand consistent with approved recommendations and results from message and creative testing.
SERVICES & TOOLS

1,200 projects since 06/2019

2,000 digital media requests since 09/2019

4,000 design, project management, and web/social hours

$256,000– 456,000 in cost savings to the College

Canto
Digital Asset Management
July 2019

Canva
Drag-and-drop Marketing Templates
March 2021
CAMPUS PROJECTS

IVY TECH ES EL CAMINO INDICADO PARA TU NUEVO COMIENZO

IvyAdvisor Logo, Kokomo Campus

Billboard, South Bend Campus

Food Truck Wrap, Indianapolis Campus

Northwest Indiana Oilman Ad, Lake County Campus
CAMPUS PROJECTS

Billboard, Lafayette Campus

Email Signature, Madison Campus

Event Invitation, Fort Wayne Campus, Foundation

Signage, Indianapolis Campus, Center for Intercultural Excellence
STATEWIDE PROJECTS

Welcome to IvyAnalytics, Mehgan O'Connor

Recent News:
* 04-22-2021 - Landing page launched

IvyAnalytics logo and splash page design elements, Statewide OIT

ALL REPORTS & DASHBOARDS

FAVORITES

SEARCH FOR A SPECIFIC FIELD

ISSUE OR REPORT REQUEST

IvyAnalytics Stats
195,772,369 rows in data warehouse
24,421 TB of storage in data warehouse
740 active users in past 30 days

Viewbook, Statewide Marketing & Enrollment

Sponsorship, Indianapolis Indians

Branding, Statewide Academics, IvyOnline
Inbound Services: January–April 2021

- 80,775 Total live incidents handled
  - Average Speed to Answer: 94 seconds
  - Average Handle Time: 7:40
  - 92.2% Resolution Rate
  - 7.8% Escalation Rate
  - Operational Hours 7AM-1AM (ET) 7 days a week
Inbound Services: Peak Volume Trends

*Average of live incident (call/chat) volume for 2018-2020
BLACKBOARD CONTACT CENTER

Outbound Services

• Leads – Called same day
• Opportunities – Called next day

Campus Requests: January–April 2021

123,601 CALLS
1,138,704 TEXTS
# Outbound Services: Speed to Lead Jan–Apr 2021

<table>
<thead>
<tr>
<th>Hour</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Saturday</th>
<th>Total</th>
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<tbody>
<tr>
<td>9:00:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6.28</td>
</tr>
<tr>
<td>10:00:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4.39</td>
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<td>4.41</td>
<td>4.29</td>
<td>4.20</td>
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<td>5.08</td>
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<td>6.00</td>
<td>10.14</td>
<td>3.16</td>
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<td>5.66</td>
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<td>6:00:00 PM</td>
<td>3.14</td>
<td>3.12</td>
<td>4.05</td>
<td>4.20</td>
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<td>3.74</td>
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<td>7:00:00 PM</td>
<td>3.61</td>
<td>4.16</td>
<td>3.13</td>
<td>2.95</td>
<td>2.70</td>
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<td>3.40</td>
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<td><strong>Total</strong></td>
<td>6.17</td>
<td>4.81</td>
<td>4.58</td>
<td>5.48</td>
<td>4.16</td>
<td>4.79</td>
<td>5.06</td>
</tr>
</tbody>
</table>

*Leads Contacted Inside Working Hours*
More information can always be found at:
www.ivytech.edu/comms

Questions?
Workforce, Careers, and Adult Strategy
Workforce Alignment

1. **Eli Lilly Professional Apprenticeship**
   - Chris Lowery, Senior Vice President of Workforce, Careers, and Adult Strategy

2. **Graduate Wage Data: Outcome Highlights**
   - Dr. Stacy Townsley, Vice President for Adult Strategy and Statewide Partnerships

3. **Funding Opportunities to Support Strategic Initiatives**
   - Chris Lowery, Senior Vice President of Workforce, Careers, and Adult Strategy
   - Brian Thomas, for Grant Development

4. **Nursing Update**
   - Mary Anne Sloan, Vice President Nursing and Health Sciences

AGENDA
Lilly Professional Apprenticeship

Chris Lowery
Lilly is Committed to Diverse, Equitable, and Inclusive Recruiting

• Ivy Tech is the top recruiting destination for new diverse talent initiative: Lilly Professional Apprenticeship

• Lilly Cohort 1
  — 82% of offers earned by Ivy Tech students and alumni
  — 8 hires – $45,000+ annual salary/benefits, relocation package, and $10,000 signing bonus

• Lilly Cohort 2
  — 14 new positions in play
  — Sourcing completed June 4th
  — Cohort start date August 9th
Graduate Wage Data: Outcome Highlights

Dr. Stacy Townsley
Vice President For Adult Strategy And Statewide Partnerships
Statewide Median Wages 1, 3, 5, 10 Years

Ahead of Strategic Plan targets for years 2 and 3, 54% of Ivy Tech graduates above state median wage 1 year post graduation

<table>
<thead>
<tr>
<th>Wage Year</th>
<th>Total Grads</th>
<th># w/ Wage Data</th>
<th>Median Wage</th>
<th>% Above State Median*</th>
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</thead>
<tbody>
<tr>
<td>1 year</td>
<td>17,541</td>
<td>7,520</td>
<td>$44,500.00</td>
<td>54%</td>
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<tr>
<td>3 year</td>
<td>13,555</td>
<td>7,105</td>
<td>$46,895.00</td>
<td>59%</td>
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<tr>
<td>5 year</td>
<td>10,089</td>
<td>7,209</td>
<td>$49,654.00</td>
<td>62%</td>
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<tr>
<td>10 year</td>
<td>5,332</td>
<td>3,967</td>
<td>$53,479.00</td>
<td>70%</td>
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</table>

*Median=$39,833 (2019 normalized)
See promising wage outcomes across credential levels

**Advanced Manufacturing, Engineering & Applied Science**
- AAS in Apprenticeship Technology-Electrician - $78,008
- TC in Machine Tool Technology - $49,636
- CT in Industrial Mechanical - $65,566

**Health Sciences**
- AS/AAS in Paramedic Science - $54,819
- AS in Respiratory Therapy - $50,381
- TC in Practical Nursing - $41,496

**Information Technology**
- AS/AAS in Cyber Security/Info Assurance - $42,025
- TC in Software Development - $40,310
- CT in Java Application Development - $42,287

**Business, Logistics & Supply Chain**
- AS/AAS in Supply Chain Management - $45,950
- CT in Supply Chain Management/Logistics - $40,759

<table>
<thead>
<tr>
<th>Credential Level</th>
<th>Total # Programs w/ Wage Data</th>
<th># w/ Median Wage above State Median</th>
<th>% Above</th>
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</thead>
<tbody>
<tr>
<td>Associate</td>
<td>61</td>
<td>33</td>
<td>54%</td>
</tr>
<tr>
<td>Technical Certificate</td>
<td>24</td>
<td>10</td>
<td>42%</td>
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<tr>
<td>Certificate</td>
<td>25</td>
<td>7</td>
<td>28%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>110</strong></td>
<td><strong>50</strong></td>
<td><strong>45%</strong></td>
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</table>
### Campus Median Wages Strong Across State

<table>
<thead>
<tr>
<th>Region</th>
<th>Campus</th>
<th>Median</th>
<th>% Above State</th>
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<tbody>
<tr>
<td>Central</td>
<td>Anderson</td>
<td>$40,345.00</td>
<td>50%</td>
</tr>
<tr>
<td>Central</td>
<td>Indianapolis</td>
<td>$46,298.00</td>
<td>56%</td>
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<tr>
<td>Central</td>
<td>Marion</td>
<td>$36,454.00</td>
<td>42%</td>
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<tr>
<td>Central</td>
<td>Muncie</td>
<td>$35,615.00</td>
<td>40%</td>
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<tr>
<td>Central</td>
<td>Richmond</td>
<td>$43,262.00</td>
<td>51%</td>
</tr>
<tr>
<td>North</td>
<td>Fort Wayne</td>
<td>$45,592.00</td>
<td>55%</td>
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<tr>
<td>North</td>
<td>Kokomo</td>
<td>$46,164.00</td>
<td>61%</td>
</tr>
<tr>
<td>North</td>
<td>Lafayette</td>
<td>$43,839.00</td>
<td>52%</td>
</tr>
<tr>
<td>North</td>
<td>Lake County</td>
<td>$55,764.00</td>
<td>63%</td>
</tr>
<tr>
<td>North</td>
<td>Michigan City</td>
<td>$40,715.00</td>
<td>36%</td>
</tr>
<tr>
<td>North</td>
<td>South Bent/Elkhart</td>
<td>$41,718.00</td>
<td>47%</td>
</tr>
<tr>
<td>North</td>
<td>Valparaiso</td>
<td>$40,699.00</td>
<td>49%</td>
</tr>
<tr>
<td>South</td>
<td>Bloomington</td>
<td>$43,739.00</td>
<td>51%</td>
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<tr>
<td>South</td>
<td>Columbus</td>
<td>$46,922.00</td>
<td>57%</td>
</tr>
<tr>
<td>South</td>
<td>Evansville</td>
<td>$49,464.00</td>
<td>60%</td>
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<td>South</td>
<td>Lawrenceburg</td>
<td>$41,186.00</td>
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<tr>
<td>South</td>
<td>Madison</td>
<td>$48,389.00</td>
<td>49%</td>
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<tr>
<td>South</td>
<td>Sellersburg</td>
<td>$39,950.00</td>
<td>47%</td>
</tr>
<tr>
<td>South</td>
<td>Terre Haute</td>
<td>$49,507.00</td>
<td>61%</td>
</tr>
</tbody>
</table>

All amounts and figures based on one wage year.
Funding Opportunities to Support Strategic Initiatives

Chris Lowery
Senior Vice President of Workforce, Careers, and Adult Strategy

Brian Thomas
Assistant Vice President for Grant Development
RELEVANT FUNDING POOLS

Leverage resources to address challenges and optimize opportunities

• READI (Regional Economic Acceleration & Development Initiative, $500M for regional economic development strategies)

• ARP (American Rescue Plan for citizens, small businesses, public sector, transportation, and education. State, county, and city allocations. Higher Education.)

• CARES (Coronavirus Aid, Relief, and Economic Security Act for individuals, business, state and local governments, public health, and education)

• Career Accelerator Fund (Indiana’s Progressive Income Share Agreement administered by INvestEd, $75M)
Funding Opportunities

Rapid Recovery 2.0

• Continue and expand Rapid Recovery 1.0 efforts
  • Supply/Demand; Short-term Stackable Training/Education; Career Coaching; Prior Learning Assessments (PLA); Hub of Resources

• Convene leaders of Governor’s Workforce Cabinet, Commission on Higher Education, Department of Workforce Development, Indiana Economic Development Corporation, Ivy Tech Community College

• Identify and leverage multiple funding streams to optimize outcomes and impact

• Build on ecosystem of state and regional education and workforce systems

• Identify areas of opportunity within each region

• Deploy resources and engage support to assist with strategy and implementation
Funding Opportunities

Rapid Recovery 2.0

Solutions for Indiana’s regions

• Focus on labor participation rate
• Address skills gaps and educational attainment
• Retain homegrown talent & attract new talent
• Accelerate technology in changing workplace
• Access and equity for most vulnerable populations (minorities, women, ex-offenders, etc.)
READI for Regional Recovery

The Basics

• Indiana Regional Economic Acceleration & Development Initiative (READI)
• Indiana Economic Development Corporation administering
• Accelerate population growth through regional economic development strategies focused on making Indiana cities and towns magnets for talent
• Demonstrate the potential to attract people and accelerate the state’s economic growth
• Collaborative, long-term plan for growth
• $500M (Up to $50M per region) – 4:1 match local public & private funding
• Submit Intent by July 1, Planning July-August, Submit Plan by August 31
READI for Regional Recovery

READI Project Types
• Quality of Place & Life
• Quality of Opportunity
• Innovation
• Entrepreneurship
• Talent Attraction & Development
• Physical Projects
• Public-Private Partnerships
• Small Business Support

Ivy Tech Strategic Goals
1. Student Success
2. Recruitment & Enrollment
3. Completion
4. Workforce
5. Employee
6. Financial
7. Community
8. Diversity, Equity & Belonging

Opportunities for Ivy Tech
Examples:
• Grow Specific Programs
• School of Entrepreneurship
• Bridges of Hope
• Prior Learning Assessment (PLA)
• Career Coaching and Employer Connections (CCEC)
Use strategic assets of each campus and across the state to build upon regional ecosystems of strategic economic development.
READI for Regional Recovery

THE TEAM AND CAMPUS SUPPORT

Ivy Tech Project Team
- Chris Lowery,
- Brian Thomas,
- Kristen Schunk Moreland,
- Stacy Townsley,
- Thomas P. Miller and Associates

TPMA Role
- Connect and align Systems Office and Regional Campuses with regional development plans for READI
- Generate strategies for Ivy Tech to connect with target regions for action
- Initiate and coordinate meetings with regional groups
- Propose content for regional plans that focus on Ivy Tech programs, services, and initiatives driven by strategic plan goals and strategies

Internal and External Consultants supporting campuses
NEXT STEPS

• Weekly strategy sessions with TPMA and weekly updates with the Chancellors and Cabinet
• Conduct meetings with campus teams to build out ideas/connection with community and regional leaders
• Identify and propose bold ideas consistent Ivy Tech strategic plan and Indiana GPS Project report
• Share and track projects and plans to capture innovative ideas
• Draft submissions related to Ivy Tech’s strategic ideas
Nursing Update

Mary Anne Sloan
Vice President Nursing and Health Sciences
Current & Planned Programs

- Associate of Science in Nursing (ASN) – 17 campuses
  - Fall 21 - 680 Seats
- Practical Nursing (PN) – 18 campuses
  - Fall 21 - 313 seats
- Licensed Practical Nurse to ASN – 18 campuses
  - Fall 21 - 38 seats
- Paramedic to ASN – Currently 2 campuses
  - Fall 21 – 30 seats
  - 1 campus beginning a cohort in Spring 22 (10 seats)
- Medical Assisting to ASN will be offered at 1 campus in Summer 22 and 4 campuses in Spring 22 (50 seats)
- Military Medic to ASN will be offered at 1 campus in Spring 22 (5 seats)
Nursing Enrollment AY 16-17 thru Current

NURSING ENROLLMENT
23.6% increase over 5 years
Nursing Enrollment by Program
AY 16-17 thru Current

NURSING ENROLLMENT BY PROGRAM

<table>
<thead>
<tr>
<th>Year</th>
<th>ASN TRAD</th>
<th>LPN-ASN</th>
<th>PARM-ASN</th>
<th>PN</th>
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<tbody>
<tr>
<td>2016-17</td>
<td>1052</td>
<td>403</td>
<td>0</td>
<td>380</td>
</tr>
<tr>
<td>2017-18</td>
<td>1051</td>
<td>567</td>
<td>41</td>
<td>268</td>
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<tr>
<td>2018-19</td>
<td>1052</td>
<td>426</td>
<td>38</td>
<td>531</td>
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<td>2019-2020</td>
<td>1291</td>
<td>444</td>
<td>0</td>
<td>669</td>
</tr>
<tr>
<td>2020-2021</td>
<td>1152</td>
<td>414</td>
<td>0</td>
<td>513</td>
</tr>
</tbody>
</table>
Nursing Graduates AY 16-17 thru AY 19-20

NURSING GRADUATES
12.4% increase
Challenges to Growth

- Qualified Faculty
- Physical Space/Equipment
- Clinical Space (Only 25% simulation/observation)
- Qualified Applicants
Strategy for Significant Growth

• Presentation at the August State Board of Trustees Meeting
• Focus on sizing the supply and demand gap in Nursing
• Setting a significant, multi-year growth target to fill the gap
• Share strategy and specific plans for achieving the growth
• Define high-level needs and support
THANK YOU!

QUESTIONS?
<table>
<thead>
<tr>
<th>Grant Number</th>
<th>Campus</th>
<th>Title or Description</th>
<th>Source</th>
<th>Amount</th>
<th>Original Effective Date</th>
<th>Expiration Date</th>
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<td>R03081</td>
<td>Systems Office</td>
<td>901 NSF Pathways to Tech Career <strong>(increase)</strong></td>
<td>Rutgers University</td>
<td>$30,628.00</td>
<td>6/15/2018</td>
<td>11/30/2021</td>
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<td>R03541</td>
<td>Bloomington</td>
<td>241 Adult Basic Education Grant <strong>(increase)</strong></td>
<td>Governor's Workforce Cabinet</td>
<td>$2,068.00</td>
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<td>R03489</td>
<td>Bloomington</td>
<td>241 IED SBDC Care ACT COVID-19 Relief <strong>(increase)</strong></td>
<td>IN Economic Development Corp</td>
<td>$47,165.00</td>
<td>4/1/2020</td>
<td>9/30/2021</td>
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<td>R03543</td>
<td>Indianapolis</td>
<td>181 JPMC Career Readiness</td>
<td>IPIC Dept/A EmployIndy</td>
<td>$186,837.00</td>
<td>10/1/2020</td>
<td>2/28/2025</td>
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<td>R03617</td>
<td>Kokomo</td>
<td>151 ICAN Mini Grant</td>
<td>Indiana Collegiate Action Network</td>
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<td>11/1/2020</td>
<td>6/30/2021</td>
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<td>R03618</td>
<td>South Bend</td>
<td>121 21st Century Scholar Success Initiative</td>
<td>Community Foundation of St. Joseph County</td>
<td>$276,250.00</td>
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<td>6/30/2025</td>
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<td>Kokomo</td>
<td>151 ISL CARES Act Mini Grant 1 &amp; 2</td>
<td>Indiana State Library</td>
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<td>4/1/2021</td>
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<td>R03620</td>
<td>Kokomo</td>
<td>151 SUB NEH Hispanic/Latinx Heritage Movie Night</td>
<td>Indiana Humanities</td>
<td>$3,207.00</td>
<td>11/1/2020</td>
<td>10/31/2021</td>
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<td>R03623</td>
<td>Fort Wayne</td>
<td>131 ICHE 2020-2021 ScholarCorps AmeriCorps</td>
<td>Indiana Commission for Higher Ed</td>
<td>$2,000.00</td>
<td>8/3/2020</td>
<td>7/31/2021</td>
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<td>R03624</td>
<td>Muncie</td>
<td>161 AEP Muncie Youth Empowerment Program</td>
<td>American Electric Power Foundation</td>
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<td>1/1/2020</td>
<td>12/31/2022</td>
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<td>R03625</td>
<td>Muncie</td>
<td>161 20-21 CHE ScholarCorps AmeriCorps</td>
<td>Indiana Commission for Higher Ed</td>
<td>$2,000.00</td>
<td>8/3/2020</td>
<td>7/31/2021</td>
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<td>R03626</td>
<td>Evansville</td>
<td>221 United Way Mental Health: Managing Stressors During COVID</td>
<td>United Way of Southwest Indiana</td>
<td>$5,846.00</td>
<td>1/20/2021</td>
<td>1/19/2022</td>
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<td>R03627</td>
<td>Anderson</td>
<td>162 IN State Library CARES Mini-Grant Anderson</td>
<td>Indiana State Library</td>
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<td>5/6/2020</td>
<td>4/1/2021</td>
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<td>161 IN State Library CARES Mini-Grant Muncie</td>
<td>Indiana State Library</td>
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<td>4/1/2021</td>
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<td>R03629</td>
<td>Bloomington</td>
<td>241 City of Bloomington Recover Forward Biomanufacturing</td>
<td>City of Bloomington</td>
<td>$50,000.00</td>
<td>12/7/2020</td>
<td>12/31/2021</td>
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**Competitive Total:** $1,225,847.00

**Non Competitive**

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<th>Source</th>
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**Non-Competitive Total:** $71,001,598.00

**Total Board Report:** $72,227,445.00
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## III. Reported to the Board of Trustees under $500,000

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### DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF MARCH 2021
PAGE 3

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<th>Authorization for Disbursement</th>
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IV. Approved by the Board of Trustees over $500,000.

| | Cengage Course Materials & Bookstore Purchases | 1,262,372.62 | Barnes & Noble Education Inc | 3/1/2021 | 10245785 |
| | Financial Aid Bookstore Purchases | 2,398,270.27 | Barnes & Noble Education Inc | 3/8/2021 | 10254785 |
| | Semi Annual Lease Payment | 500,000.00 | City of Fort Wayne | 3/22/2021 | 10247106 |
| | Licensed Software | 675,108.00 | Instructure Inc | 3/30/2021 | 10247686 |
## Authorization for Disbursement

**I. Article VIII Contracts and Other Documents Approval and authorization of the Board.**

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<tr>
<th>Description</th>
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State Board of Trustees

State Board of Trustees
President’s Report

June 03, 2021
Celebrating Commencement

- Offered in-person and virtual ceremonies
- Total graduates: **22,169**

- Technical Certificate: 11,022 (36%)
- Associate: 8,998 (30%)
- Certificate: 10,329 (34%)
Thank You! Kathy Lee
Chancellor, Indianapolis
Welcome! Lorenzo Esters
Chancellor, Indianapolis
Thank You! David Bathe
Chancellor, Lafayette
• Reposted: Monday, May 03
  • Closed posting: Wednesday, May 26
• 1st round interviews: week of June 07
• 2nd round interviews or follow-ups (if needed): week of June 14
• Finalist interviews: July 12 and 13
• Start date: August 16 (or as agreed upon)
• Chancellor Bathe retires effective August 13
Dr. Lori Handy began as interim chancellor March 01

Listening Sessions: April 08 and 09

Position posted: April 09

First round interviews will begin in June

Chancellor on board in late July
COVID-19
Operational Update
COVID-19 Update

- Will follow updated CDC guidelines regarding masks beginning June 7
- Summer will be transition from mostly virtual to some in-person
- Summer employee census will be 50%
- Campuses will be 100% “open” for Fall
  - ≈75% of courses offered by campuses will have an in-person component
  - More Learn Anywhere, hybrid courses and services for students
- Adjustments to employee workplace policies under development and effective August 2021
2021 Course Delivery by Student Enrollment

- Virtual: 16%
- Traditional: 22%
- Online: 32%
- Learn Anywhere: 10%
- Blended: 20%
HEERF & Course Materials

• Approved to cover **full cost of required course materials** for first year of Ivy+

• Budgeted cost of **$25M** per year
Progressive Income Share Agreement (PISA)

- Will be available to Ivy Tech students and graduates while attending Eleven Fifty Academy.

- Innovative financing method with student-friendly repayment terms.
  - Students never repay more than they finance (no interest).
  - Monthly payments do not exceed 5% of income.
  - Shorter repayment periods – typically no more than five years.
  - No monthly payments if students earn less than $42K per year.

- Incremental state income tax revenue from graduates will create sustainable funding source.
College Update
Hamilton County Campus Launch

- Grand Opening Celebration – July 30
- Bookstore open by July 19
- Launched 11-member CBOT
- Recruiting Foundation Board Members
- Building a strong Circle of Ivy and fundraising priorities for the remainder of the campaign
- Additional position hires and onboarding
Summary from Campus Updates

What will you keep doing?
• Monitor State and local restrictions
• Virtual
  • Events
  • Student resources, such as loaner laptops and extended Wi-Fi access
  • Meeting options
  • Chancellor and campus chat forums
• Flexible work and learn options
• Email/text communications to students
• Quality technology for students faculty, and staff
• Review cleaning protocols
• Use of Docusign

What will you no longer do?
• Limited access to campus and building entrances
• Strictly face-to-face support services
• In-person attendance to meetings
• Require faculty and staff attendance 100 percent traditional face-to-face
## Strategic Plan – Metrics That Matter (2020-2021)

| Goal 1: Student Success | Fall to Fall Retention  
|-------------------------|------------------------|
|                         | Fall to Spring Retention  
| Goal 2: Recruitment & Enrollment | Total Revenue-Generating Headcount  
|                         | Total Revenue-Generating Headcount Recruits  
| Goal 3: Completions | Annual Credentials  
| Goal 4: Workforce | Median Wages  
|                         | Programs Matched to Demand  
| Goal 5: Employee | Employee Engagement  
| Goal 6: Financial | Stewardship  
|                         | Funds Raised  
| Goal 7: Community | Community Engagement  
| Goal 8: Diversity, Equity, & Belonging | Equity Gaps  
|                         | Belonging Score  
|                         | Affirmative Action Plans  

Median Wage Data

Graduates Wages Greater than State Median

- 2016-17: 38%
- 2017-18: 43%
- 2018-19: 47%
- 2019-20: 54%
Goal 1: Student Success
• Metric continues to be Fall to Fall Retention and Fall to Spring Retention.
• Campus targets have been adjusted.

Goal 2: Recruitment and Enrollment
• New metric is Total Headcount Enrollment.
• Campus targets are based on the recruitable population from the service area.
• Average Course Load is being monitored this year as future 2nd metric.

Goal 4: Workforce
• Metric continues to be Percentage of graduates earning above median wage after 1 year.
• Moving away from Quadrants as a metric.
• Second metric is under discussion.
Summer Initiatives

Taking Hoosiers to the Next Level 1c: DWD/GWC/CHE Partnership
- 18-21 credit WRG high-wage, high-demand certificates
- More than 3,500 students enrolled since Fall 2020; more than 750 completed YTD

Crossing the Finish Line: IDOE/CHE Partnership
- High school students who are “near completers” includes funding for tuition, books and fees
- More than 1,000 students enrolled Summer 2021

Summer Bridge Program: IDOE/CHE Partnership
- Graduating high school seniors who have not met pre-determined college readiness, students receive financial incentive
- Help at-risk students through one-credit hour college success course, complete knowledge assessment
- Goal: conversion to Ivy Tech student
Celebrating Commencement

Columbus Campus 2021 Graduation Story – Charity Mund
APPOINTMENT OF CAMPUS BOARD TRUSTEES

RESOLUTION NUMBER 2021-28

WHEREAS, the Hamilton County, Fort Wayne, Kokomo, Lawrenceburg, Madison, Muncie, Sellersburg, Terre Haute Campus’ have recommended individuals to serve on their campus Boards.

WHEREAS, these Campus Boards request the State Trustees appoint those persons and that the recommended candidates meet all the attributes and expectations delineated in Resolution Number 2008-53.

NOW THEREFORE BE IT RESOLVED, the individuals listed on the attached Exhibit A are hereby appointed as campus trustees for Ivy Tech Community College of Indiana – Hamilton County, Fort Wayne, Kokomo, Lawrenceburg, Madison, Muncie, Sellersburg, Terre Haute effective immediately.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA

______________________________
Terry W. Anker, Chairman

______________________________
Andrew Wilson, Secretary

Dated: June 3, 2021
### HAMILTON COUNTY

<table>
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<tr>
<th>Name</th>
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<tr>
<td>Chuck Haberman</td>
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### FORT WAYNE

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<td>Tonya Weaver</td>
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<td>Karen McLean</td>
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<td>Karen Snyder</td>
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<td>Dr. Laure Haupert</td>
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### MADISON

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### MUNCIE

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<td>Dea Bell</td>
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<tr>
<td>Matt Lohmiller</td>
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## SELLERSBURG

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<td>Paul Perkins</td>
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## TERRE HAUTE

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<td>Chris Stitzle</td>
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<td>Melissa Reed</td>
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<tr>
<td>Alpa Patel</td>
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Resolution Number 2021-15

WHEREAS, Julie Lorton-Rowland was first employed at the Richmond Campus of Ivy Tech Community College on May 24, 1978, and

WHEREAS, Julie has spent many of her years with the College in the area of Human Resources beginning in 1993 as Employee Relations Director, and in 1996 as Human Resources Director, and in 2003 as Executive Director of Human Resources, and

WHEREAS, On April 1, 2012 Julie was appointed by President Tom Snyder as interim Vice President of Human Resources and then appointed permanently to that position by President Snyder on July 1, 2013, and

WHEREAS, on January 1, 2018 Julie was appointed by President Sue Ellspermann as Senior Vice President of Human Resources, and

WHEREAS, during her tenure with the College Julie has been a part of various leadership teams and been individually instrumental in many accomplishments including but not limited to the following:

- Implementation of two human resource information systems
- Implementation of College’s first applicant tracking, benefits enrollment, e-learning and performance management systems
- Early retirement incentive program
- Expansion of fee remission, EAP and financial education to part-time staff and adjunct faculty
- Raised minimum salary for full-time employees to $30,000/yr
- Launch of multiple leadership development programs
- Employee engagement survey
- Winter recess
- Campus/Systems Office restructure and hubs
- Workplace flexibility policy
- Spot bonus program
- Evolved multiple College policies to be more inclusive

WHEREAS, Julie Lorton-Rowland has provided outstanding leadership to the College’s Human Resources teams, and provided thoughtful, insightful and confidential counsel to the President always having the best interests of the faculty, staff and students of Ivy Tech Community College and its mission in mind.

NOW THEREFORE BE IT RESOLVED the Board of Trustees of Ivy Tech Community College of Indiana does hereby honor Julie Rowland by this resolution as a means of recognizing and thanking her for her leadership, dedication, passion and service to Ivy Tech Community College of Indiana.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE OF INDIANA

______________________________
Terry Anker, Chairman

______________________________
Andrew Wilson, Secretary

Dated: June 3, 2021