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Ivy Tech Community College of Indiana
October 10, 2013

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

Notice is hereby given that the State Board of Trustees of Ivy Tech Community College of Indiana will be holding the following meetings at the Muncie Campus, Fisher Building, 345 S High Street & Patterson Building, 108 S Walnut Street, Muncie, Indiana 47305

Wednesday, October 9, 2013

1:30 pm – 3:30 pm    Executive Session

The State Trustees will meet in Executive Session at the Muncie Campus, Fisher Building, 345 S High Street, Muncie, Indiana 47305 is permitted under IC 5-14-1.5-6.1(b), to discuss some of or all the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
(2)(C) The implementation of security systems.
(2)(D) The purchase or lease of real property by the governing body up to the time a contract or option to purchase or lease is executed by the parties.
(3) The assessment, design, and compensation of school safety and security measures, plans, and system.
(5) To receive information about and interview prospective employees.
(6)(A) With respect to any individual over whom the governing body has jurisdiction, to receive information concerning the individual’s alleged misconduct.
(7) For discussion of records classified as confidential by state or federal statute.
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.
(11) To train board members with an outside consultant about the performance of the roles of members as public officials.

Thursday, October 10, 2013

7:00 am – 8:00am    Executive Session

The State Trustees will meet in Executive Session at the Muncie Campus, Patterson Building, 108 S Walnut Street, Muncie, Indiana 47305 is permitted under IC 5-14-1.5-6.1(b), to discuss some of or all the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
(2)(C) The implementation of security systems.
(2)(D) The purchase or lease of real property by the governing body up to the time a contract or option to purchase or lease is executed by the parties.
(3) The assessment, design, and compensation of school safety and security measures, plans, and system.
(5) To receive information about and interview prospective employees.
(6)(A) With respect to any individual over whom the governing body has jurisdiction, to receive information concerning the individual’s alleged misconduct.
(7) For discussion of records classified as confidential by state or federal statute.
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.
(11) To train board members with an outside consultant about the performance of the roles of members as public officials.
8:00 am – 11:15 am  **Board Committee Meetings (open to the public)**
The State Trustees will hold the regular committee meetings at the Muncie Campus, Patterson Building, 108 S Walnut Street, Muncie, Indiana 47305

- **8:00 – 8:45 a.m.** Buildings, Grounds, & Capital Committee
- **8:45 – 9:30 a.m.** Budget & Finance Committee
- **9:30 – 9:45 a.m.** Break
- **9:45 – 10:30 a.m.** Planning & Education Committee
- **10:30 – 11:15 a.m.** Corporate College Committee

1:00 pm – 3:00 pm  **Regular State Board of Trustees Meeting (open to the public)**
The State Trustees will hold a regular meeting at the Muncie Campus, Patterson Building, 108 S Walnut Street, Muncie, Indiana 47305 to consider and take action on such items as may be brought before them.

Secretary
Dated this 25th September 2013
I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes

   Regular Meeting, August 15, 2013

IV. Reports of Board Committees

   a. Executive Committee, Steven Schreckengast, Chair

   b. Building, Grounds, and Capital Committee, Paula Hughes, Chair

   Resolution 2013-52, Approval to Enter into a 10 Year Lease for the Pain Building, Region 14/Bloomington

   Resolution 2013-53, Request that Ivy Tech Foundation, Inc. Purchase a building in Warsaw for Lease to the College for the Orthopedic Advanced Manufacturing Program, Region 2/South Bend

   Resolution 2013-54, Approval to Enter into an Agreement for the Exchange of Real Estate with the City of Warsaw, Region 2/South Bend

   Resolution 2013-55, Approval to Enter into a Lease with First Farmers Bank and Trust for the Armstrong Landon Bank Building in Downtown Kokomo, Region 5/Kokomo

   Resolution 2013-56, approval to Enter into a Lease for a New Facility in Noblesville, IN, and Authorize the College to Submit a Request to Proceed with the Renovation Project of up to $15,000,000, Region 8/Indianapolis

   Resolution 2013-57, Approval to Enter into a Lease and an Operating Cost Agreement for Development of a Welding Lab in the Mid-America Science Park in Scottsburg, Region 10/Columbus

   c. Budget and Finance Committee, Norman E. Pfau, Jr., Chair

   Resolution Number 2013-58, Approval of Contract for Custodial Services North Central Region
d. Planning and Education Committee, V. Bruce Walkup, Chair

e. Audit Committee, Lee Marchant, Chair

f. Corporate College Committee, Stewart McMillan, Chair

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

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

VII. Old Business

VIII. New Business

Resolution Number 2013-59, Election of State Trustees to the Board of Directors of Ivy Tech Foundation, Inc.

IX. Adjournment

*Matters may be added to or deleted from the board agenda between the date of the preliminary agenda and the board meeting*
Chairman Bruce Walkup called the August 15, 2013 regular meeting of the State Board of Trustees to order at 1:03 p.m. at the Richmond Campus.

A. ROLL CALL

Vice Chair Steve Schreckengast called the roll and the presence of a quorum was announced.

The following State Trustees were present:

V. Bruce Walkup, Chair  
Mr. Steve Schreckengast, Vice Chair  
Michael R. Dora  
Mr. Michael A. Evans  
Mr. Larry Garatoni  
Mr. Richard R. H Halderman  
Ms. Paula Hughes  
Mr. Bob Jones  
Mr. Lee J. Marchant  
Mr. Stewart G. McMillan  
Mr. Anthony J. Moravec  
Mr. Norman E. “Ned” Pfau, Jr  
Ms. Kaye H. Whitehead

The following State Trustees were unable to attend:

Ms. Lillian Sue Livers

B. EXECUTIVE SESSION MEMORANDA:

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

The State Board of Trustees met in Executive Session on August 14, 2013 at 1:30 p.m. the Richmond Campus, Johnson Hall, 2357 Chester Blvd. Richmond, Indiana 47374

Members present were: Michael R. Dora, Michael A. Evans, Larry Garatoni, Paula Hughes, Lee J. Marchant, Stewart G. McMillan, Anthony J. Moravec, Norman “Ned” E. Pfau, Steven Schreckengast, Kaye H. Whitehead, and V. Bruce Walkup

Members absent were: Richard R. Halderman, Lillian Sue Livers, and Bob Jones
The Trustees considered the following items as permitted under IC 5-14-1.5-6.1(b). For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
(2)(C) The implementation of security systems.
(2)(D) The purchase or lease of real property by the governing body up to the time a contract or option to purchase or lease is executed by the parties.
(3) The assessment, design, and compensation of school safety and security measures, plans, and system.
(5) To receive information about and interview prospective employees.
(6)(A) With respect to any individual over whom the governing body has jurisdiction, to receive information concerning the individual’s alleged misconduct.
(7) For discussion of records classified as confidential by state or federal statute.
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.
(11) To train board members with an outside consultant about the performance of the roles of members as public officials.

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

C. NOTICES OF MEETING MAILED AND POSTED:

Vice Chair Steven Schreckengast confirmed that notices of the August 15, 2013, regular meeting was properly mailed and posted.

D. APPROVAL OF BOARD MINUTES:

Chairman V. Bruce Walkup directed the trustees’ attention to the minutes of June 6, 2013, regular board meeting. Trustee Steven Schreckengast made the motion to approve the minutes of the June 6, 2013, regular meeting as submitted. Trustee Richard Halderman seconded the motion and the motion was carried unanimously.

E. COMMITTEE REPORTS:

Item 1 Chairman Walkup reported that the Executive Committee did not meet and there is no report.

Item 2 Chairman Walkup called upon Trustee Pfau for a report from Budget and Finance Committee. Trustee Pfau reported there are two action items for the board to consider.

Trustee Pfau moved for approval of:

Resolution Number 2013-41, Approval of a Revised College Investment Policy

Trustee Whitehead seconded the motion, and the motion carried unanimously.
Resolution Number 2013-42, Resolution of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana authorizing the Issuance of One or More Series of Student Fee Bonds for the Purpose of Financing New Projects and Refunding Prior Debt and Certain Related Actions

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

Trustee Pfau reported the Committee received an update on Procurement savings from Jim Hudson, Chief Procurement Officer.

Item 3 Chairman Walkup called upon Trustee Paula Hughes to give the Building, Grounds and Capital Committee Report. Trustee Hughes moved for approval of:

Resolution 2013-34, Approval of Construction Management Firm for the Indianapolis Renovation Project, region8/Central Indiana

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

Resolution Number 2013-35, Approval of an Architectural Firm for the Indianapolis Renovation Project, Region 8/Central Indiana

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

Resolution Number 2013-36, Approval of a Construction Management Firm for the Anderson Construction Project, Region 6/East Central

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

Resolution Number 2013-37, Approval of an Architectural firm for the Anderson Construction Project, Region 6/ East Central

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

Resolution Number 2013-38, Approval of a Construction Management Firm for the Bloomington Construction Project, Region14/Bloomington

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

Resolution Number 2013-39, Approval of an Architectural Firm for the Bloomington Construction Project, Region 14/Bloomington

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

Resolution Number 2013-40, request that Ivy Tech Foundation, Inc. Purchase a Building in Crown Point for Lease to the College Region 1/Northwest

Trustee Whitehead seconded the motion, and the motion carried unanimously.
Trustee Hughes reported in the Board Notice, there was language regarding a Hearing for Public Works projects. This will not be necessary today and we will not hold a Public Hearing.

The Committee also heard a report regarding a review of Ivy Tech’s leased facilities and the Return on Investment analysis underway.

**Item 4** Chairman Walkup called upon himself for the Planning and Education Committee Report. Trustee Walkup reported there were no action items to report.

Trustee Walkup reported the Committee heard from Dr. Mary Ostrye, Provost and Senior Vice President on Enacting Statewide Transfer General Education Core (STGEC) legislation, Jeff Fanter, Vice President of Communication/Enrollment/Marketing on Restructure of Enrollment Management/Student Affairs Functional areas, Jill Kramer, Associate Vice President of Planning and Research on Statewide Retention/Completion Summit and Next Steps and Dr Ron Sloan, Vice Chancellor of Academic Affairs, East Central Region on Stanford University-Ivy Tech Community College: Improving Student Achievement

**Item 5** Chairman Walkup called upon Trustee Lee Marchant for the Audit Committee Report. It was reported that the Audit Committee had no action items for the board to consider. The Committee was updated on internal audits, annual review of charters, and the overall mission.

**Item 6** Chairman Walkup called upon Trustee Stewart McMillan for the Corporate College Committee Report. Trustee McMillan reported that there were no action items for the board to consider. Trustee McMillan reported that Corporate College is a patient that is ill, it has been diagnosed and the courses of treatment will be identified.

**F. TREASURER’S REPORT:**

Chairman Bruce Walkup called upon Senior Vice President Chris Ruhl for the Treasurer’s Report. Mr. Ruhl presented Operating Revenue fiscal year 2013, decline in Revenue due to student fees, Fiscal Year 2013 expenses below budget, fiscal year 2013 budget and recap, Fiscal year 2014 Operating Revenue-through July and July expenses below budget

Trustee Whitehead moved for approval of the Treasurer’s Report
Trustee Halderman seconded the motion, and the motion carried unanimously.
G. **STATE OF THE COLLEGE**

Chairman Walkup called upon President Snyder for the President’s Report. President Snyder called upon Anne P Valentine and Kristen Moreland to report on One Stop, Chancellor John Hogan and Mark Gerstle to report on iGrad and made new employee introductions, Marcus Kolb, Assistant Vice President of Academic Policy and Assessment from the Office of the President and Keith Hanson, Vice Chancellor, Student Affairs, Columbus/Franklin Region.

H. **OLD BUSINESS**

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

I. **NEW BUSINESS**

Chairman Walkup called for new business.

Trustee Ned Pfau appointed to Chair of Nominating Committee at the June 6, 2013 meeting. Trustee Pfau made a motion the following slate of officers be approved: Chair, Steven Schreckengast, Vice Chair, Richard Halderman and Secretary Kaye Whitehead.

Also motion was brought forth for the approval of JD Lux as Assistant Secretary to the Board and Mark Husk as Assistant Treasurer

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

Trustee Walkup passed the gavel to New Chair Steve Schreckengast

Trustee McMillan moved for approval of

**Resolution Number 2013-43, Reappointment of Regional Trustees- Northwest**

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

Trustee Hughes moved for approval of

**Resolution Number 2013-44, Appointment of Regional Trustee-Northeast**

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

Trustee Schreckengast moved for approval of

**Resolution Number 2013-45, Appointment of Regional Trustee-Lafayette**

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

Trustee Walkup moved for approval of

**Resolution Number 2013-46, Resolution Honoring the Service of Anne Shane**
Trustee Hughes seconded the motion, and the motion carried unanimously.

Trustee Hughes moved for approval of

Resolution Number 2013-47, Resolution Honoring the Service of Linda Buskirk
Trustee Jones seconded the motion, and the motion carried unanimously.

Trustee Halderman moved for approval of

Resolution Number 2013-48, Resolution Honoring the Service of David Findlay
Trustee Pfau seconded the motion, and the motion carried unanimously.

Trustee Dora moved for approval of

Resolution Number 2013-49, Resolution Honoring the Service of Kevin Ahaus
Trustee Pfau seconded the motion, and the motion carried unanimously.

Trustee Schreckengast moved for approval of

Resolution Number 2013-50, Resolution Honoring the Service of V. Bruce Walkup
Trustee Pfau seconded the motion, and the motion carried unanimously.

Trustee Halderman moved for approval of

Resolution Number 2013-51, Resolution on Performance and Compensation Metrics
Trustee Walkup seconded the motion, and the motion carried unanimously.

Chair Schreckengast provided September 27 at the next Executive Board meeting and the next State Board of Trustees Meeting will be held in our Muncie Region on October 9-10, 2013.
J. **ADJOURNMENT:**

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

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

Chairman Schreckengast adjourned the meeting.

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**STATE TRUSTEES**  
**IVY TECH COMMUNITY COLLEGE**

__________________________________  
Chairman

__________________________________  
Secretary

Dated August 15, 2013  
Prepared by Gretchen L. Keller, Recording Secretary
APPROVAL TO ENTER INTO A 10 YEAR LEASE FOR THE PAIN BUILDING, REGION 14/BLOOMINGTON

RESOLUTION NUMBER 2013-52

WHEREAS, the College completed a Master Plan for the Bloomington Region indicating the need for more space to meet future student needs, and

WHEREAS, the Pain Building, adjacent to the Bloomington Campus has become available and was purchased by the Monroe County Redevelopment Commission, and

WHEREAS, the Monroe County Redevelopment Commission offered to lease the building to Ivy Tech for $1 per year, for a ten year period, with the building to revert to Ivy Tech at the end of the lease, and

WHEREAS, the College would like to use the Pain Building to house the Nursing Program as part of the broader Health Sciences Program, and

WHEREAS, funds for various renovations and classroom construction are available from previously donated funds, and

WHEREAS, the lease is for more than 2 years and therefore requires State Trustee approval, and

WHEREAS, the Regional Board of Trustees has approved the lease of the Pain Building;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute a lease with the Monroe County Redevelopment Commission for the above stated project after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

__________________________________________
Steven Schreckengast, Chairman

__________________________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
REQUEST THAT IVY TECH FOUNDATION, INC. PURCHASE A BUILDING IN WARSAW FOR LEASE TO THE COLLEGE FOR THE ORTHOPEDIC ADVANCED MANUFACTURING PROGRAM, REGION 2/SOUTH BEND

RESOLUTION NUMBER 2013-53

WHEREAS, the City of Warsaw is developing a 150 acre industrial park next to the Ivy Tech Warsaw campus, and

WHEREAS, the City would like to improve safety of streets and access to both the industrial park and the Ivy Tech campus by redesigning the roadways in the area, requiring the Ivy Tech entrance to be relocated, and

WHEREAS, the City asked that Ivy Tech enter into an Agreement for the Exchange of Real Estate for the exchange of similarly sized parcels, and to do entrance relocation and improvements at no cost to Ivy Tech, and

WHEREAS, the South Bend Regional Board of Trustees has requested that the State Trustees approve this Agreement;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute the Agreement for Exchange of Real Estate with the City of Warsaw for the above stated project after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

______________________________
Steven Schreckengast, Chairman

______________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
RESOLUTION NUMBER 2013-54

WHEREAS, the City of Warsaw is developing a 150 acre industrial park next to the Ivy Tech Warsaw campus, and

WHEREAS, the City would like to improve safety of streets and access to both the industrial park and the Ivy Tech campus by redesigning the roadways in the area, requiring the Ivy Tech entrance to be relocated, and

WHEREAS, the City asked that Ivy Tech enter into an Agreement for the Exchange of Real Estate for the exchange of similarly sized parcels, and to do entrance relocation and improvements at no cost to Ivy Tech, and

WHEREAS, the South Bend Regional Board of Trustees has requested that the State Trustees approve this Agreement and the exchange of the similarly sized parcels of Real Estate with the City of Warsaw;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute the Agreement for Exchange of Real Estate with the City of Warsaw and execute all documents associated with the disposition and acquisition of the Real Estate for the above stated project after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

______________________________
Steven Schreckengast, Chairman

______________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
APPROVAL TO ENTER INTO A LEASE WITH FIRST FARMERS BANK AND TRUST
FOR THE ARMSTRONG LANDON BANK BUILDING IN DOWNTOWN
KOKOMO, REGION 5/KOKOMO

RESOLUTION NUMBER 2013-55

WHEREAS, the City of Kokomo is undergoing a revitalization and as part of it, has asked that the
College accept a lease of 2 floors in the historic Armstrong Landon building in the center of
downtown Kokomo, and

WHEREAS, the 10 year lease is for $10 per year, plus operating and maintenance costs, and

WHEREAS, the College will locate various staff in this location with space available to add
classrooms and Corporate College operations, and

WHEREAS, the lease is for more than 2 years and therefore requires State Trustee approval, and

WHEREAS, the Regional Board of Trustees has approved the lease of the Armstrong Landon
Building;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct
the President and any other appropriate, designated College employee to negotiate and execute a
lease with the City of Kokomo for the above stated project after the documents have been approved
by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

________________________________
Steven Schreckengast, Chairman

________________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
RESOLUTION NUMBER 2013-56

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

WHEREAS, the lease between the Board of Commissioners of the County of Hamilton and the College will be for $1 per year for 20 years, at which time the building will revert to the College, and

WHEREAS, there exists a need to proceed with the project, and

WHEREAS, the Regional Board of Trustees has approved the lease of the building;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to proceed with requesting appropriate state agency approvals to proceed with leasing the Noblesville East Middle School, and renovations as needed, and

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

State Trustees
Ivy Tech Community College of Indiana

______________________________
Steven Schreckengast, Chairman

______________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
APPROVAL TO ENTER INTO A LEASE AND AN OPERATING COST AGREEMENT
FOR DEVELOPMENT OF A WELDING LAB IN THE MID-AMERICA SCIENCE PARK
IN SCOTTSBURG, REGION 10/COLUMBUS

RESOLUTION NUMBER 2013-57

WHEREAS, the Scottsburg community wishes to partner with the College to provide a Welding Institute and Corporate College training center within the Mid-America Science Park, and

WHEREAS, the City of Scottsburg is offering a 5 year lease, with a 5 year renewal for $1 per year, plus operating and maintenance costs, and

WHEREAS, the community will provide up to $900,000 in improvements to build out the space, while the College will provide up to $390,000 for welding and fabrication equipment, and

WHEREAS, the Regional Board of Trustees has approved the lease with the Mid-America Science Park;

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute a lease with the Mid-America Science Park for the above stated project after the documents have been approved by the College General Counsel.

State Trustees
Ivy Tech Community College of Indiana

________________________________________
Steven Schreckengast, Chairman

________________________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
RESOLUTION NUMBER 2013-58

WHEREAS, the North Central region wishes to enter into a contract with MJV Group, Inc. for custodial services for the period of July 29, 2013 through July 28, 2016, and

WHEREAS, all MJV Group was determined to be the best bidder, and

WHEREAS, the annual cost for the contract is $219,960 to provide complete janitorial and custodial services for the South Bend campus, and

WHEREAS, the North Central Regional Board of Trustees recommends approval of the contract with MJV Group, Inc., and

WHEREAS, the total cost of the contract will result in an expense in excess of $500,000,

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorizes the North Central region to execute the three-year contract with MJV Group, Inc. at the total cost of $659,880.

State Board of Trustees
Ivy Tech Community College

______________________________
Steven Schreckengast, Chairman

______________________________
Kaye H. Whitehead, Secretary

Dated: October 10, 2013
ELECTION OF STATE TRUSTEES TO THE BOARD OF DIRECTORS
OF IVY TECH FOUNDATION, INC.

RESOLUTION NUMBER 2013-59

WHEREAS, the Articles of Incorporation and Bylaws of Ivy Tech Foundation, INC. provide that four members of the Foundation’s Board of Directors are to be State Trustees of the College elected to the Foundation Board by the College’s State Board of Trustees annually, and

WHEREAS, the State Board finds it to be in the best interest of both the College and the Foundation to have appropriate State Trustee representation on the Foundation Board;

NOW THEREFORE BE IT RESOLVED that the State Board of Trustees hereby elects the following State Trustees to serve as members of the Board of Directors of Ivy Tech Foundation, Inc.:

Larry Garatoni  
Lee J. Marchant  
Anthony J. Moravec  
Steve Schreckengast

BE IT FURTHER RESOLVED, that the Foundation Board terms of the four State Trustees so elected to that Board begin October 10, 2013, and end when their successors are elected at the next annual meeting of the State Board of Trustees.

State Trustees  
Ivy Tech Community College of Indiana

______________________________
Steven Schreckengast, Chairman

______________________________
Kaye H. Whitehead, Secretary

Dated October 10, 2013
# TREASURER’S REPORT

## IVY TECH COMMUNITY COLLEGE
### SPONSORED PROGRAM FUNDS

August 1, 2013 THROUGH August 31, 2013

<table>
<thead>
<tr>
<th>Campus</th>
<th>Title or Description</th>
<th>Source</th>
<th>Amount</th>
<th>Effective Date</th>
<th>Expiration Date</th>
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<td>Central Indiana</td>
<td>iPads as Workforce Dev Tools - LSTA</td>
<td>State of Indiana</td>
<td>$10,000.00</td>
<td>7/1/2013</td>
<td>4/30/2014</td>
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<td>Wabash Valley</td>
<td>NEH CTR Humanities &amp; Medicine</td>
<td>National Endowment for the Humanities</td>
<td>$4,546.00</td>
<td>9/1/2011</td>
<td>7/31/2018</td>
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<td>Alcoa Foundation</td>
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<td>8/31/2013</td>
<td>6/30/2014</td>
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<td>Bloomington</td>
<td>Duke Energy Entrepreneurship Ecosystem Road Mapping</td>
<td>Duke Energy Foundation</td>
<td>$5,000.00</td>
<td>1/1/2013</td>
<td>6/30/2014</td>
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<td>Northeast</td>
<td>East Chicago Campus Library Enhancements for Student Success</td>
<td>First Financial Bank</td>
<td>$10,000.00</td>
<td>1/1/2012</td>
<td>5/31/2014</td>
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<td>Bloomington</td>
<td>IACTAP CY13</td>
<td>State of Indiana</td>
<td>$10,288.00</td>
<td>1/1/2013</td>
<td>12/31/2013</td>
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<td>Northwest</td>
<td>Trio Student SSP FY13-14 (Year 4-R01307)</td>
<td>US Dept. Of Education</td>
<td>$202,031.00</td>
<td>9/1/2015</td>
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### Disbursements of $100,000.00 and Over

#### FOR THE MONTH OF AUGUST 2013

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### DISBURSEMENTS OF $100,000.00 AND OVER
FOR THE MONTH OF AUGUST 2013

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I. DECISION ITEMS

A. Region 14/Bloomington Region – Authorization to enter into a Lease with the Monroe County Redevelopment Commission for the Pain Building in Bloomington, IN.

This item will authorize the College to enter into a Lease with the Monroe County Redevelopment Commission for the Pain Building in Bloomington, IN, at a cost of $1/year, for 10 years.

- As part of Bloomington’s Master Plan, completed in 2013, the team identified a need for additional square feet to meet future student needs.
- The Pain Building, built in 2002, and located adjacent to the Bloomington campus, was vacated and listed for sale in 2012.
- The Monroe County Redevelopment Commission has entered into a purchase agreement with the owners, with the intent to buy it using TIF funds from the local area.
- The Monroe County Redevelopment Commission will then lease it to Ivy Tech for $1/year, for a ten year period.
- At the end of the 10 year lease, the ownership of the building will be transferred to Ivy Tech without further remuneration.
- The region intends to use the Pain Building for the Nursing Program staff and classes, as part of the Health Sciences program.
- Renovations of the space, including classrooms, office space, HVAC upgrades, and other minor repairs are estimated to cost between $750,000 and $900,000, and will be paid for by accumulated donated funds. Bidding will begin right away, with construction to start in late 2013.
- The Nursing Program will be open in the Fall of 2014.
- This request comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Approval to enter into a Lease with Monroe County for 10 years, at $1/year, for the Pain Building in Bloomington, IN, with ownership of the Pain Building transferring to the College at the conclusion of the Lease.

B. Region 2/South Bend – Request to ask the Foundation to purchase a building at 955 Executive Drive, Warsaw, IN.

The South Bend Region is asking that the State Board of Trustees ask the Foundation to purchase a building at 955 Executive Drive, Warsaw, which currently houses the Orthopedic Advanced Manufacturing program.
• The College has been leasing this building from the owner, since 2009, at an annual lease cost of approximately $230,000. The lease amount varied per year, and was spread over 4 years, with annual lease extensions of increasing amounts.
• This spring, the College began discussions with the owners regarding purchasing the property in lieu of paying an annual lease to an outside entity.
• The appraised value is $1,500,000.
• The negotiated purchase price is $1,935,000.
• By the Foundation purchasing the building, the College will pay rent to the Foundation. The Foundation will secure a bank loan and use the rent payments to service the debt. It is estimated that the debt will be fully paid in 10 years, whereupon the building will be donated by the Foundation to the College.
• The annual rent will be $230,000, maintaining the amount approved by the approving State Agencies.
• Paying rent to the Foundation rather than an outside entity, and applying the payments to the eventual purchase, will result in savings to the College of $230,000 per year after the 10th year.
• This request comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Agreement to purchase a building at 955 Executive Drive, Warsaw, IN for $1,935,000.

C. Region 2/South Bend – Authorization to enter into an Agreement for the Exchange or Real Estate with the City of Warsaw, IN.

This item will authorize the College to enter into an Agreement for Exchange of Real Estate with the City of Warsaw, at no cost or payment to the College.

• The City of Warsaw is developing a 150 acre industrial park next to the Ivy Tech Warsaw campus.
• The City asked that Ivy Tech enter into a land swap with the City, for similar sized properties, with no monetary exchange.
• The entrance to Ivy Tech will be moved to Polk Drive, and improving safety by taking it off of a busy road that does not have adequate turn lanes.
• The City intends to also add entrance enhancements and additional Ivy Tech identification, to be designed later.
• This request comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Approval to enter into an Agreement for the Exchange of Real Estate with the City of Warsaw.

D. Region 5/Kokomo – Authorization to enter into a Lease with First Farmers Bank and Trust for the Armstrong Landon Bank Building in downtown Kokomo, IN.
This item will authorize the College to enter into a Lease for office space in the Armstrong Landon Bank Building in downtown Kokomo, IN for $10/year for 15 years.

- The City of Kokomo is undergoing revitalization, including a new YMCA, offices, community spaces and a parking garage. The Mayor of Kokomo asked Ivy Tech to be part of this by leasing 2 floors of a historic building in the center of downtown Kokomo.
- In exchange for Ivy Tech’s presence in the Armstrong Landon Bank Building, the City will offer a lease at only $10/year, plus Ivy Tech’s share of operating and utility costs.
- The Kokomo Region’s Marketing Department and Corporate College staff will move to existing office space in 16,000 square feet on the 4th and 5th floor, bringing them closer to business, civic and political leaders in the downtown area.
- The space has available square footage to allow Corporate College to offer classes and small seminars.
- Renovation and moving costs are estimated to be $25,000.
- This request comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Approval to enter into a fifteen (15) year Lease with First Farmers Bank and Trust in the Armstrong Landon Bank Building in Kokomo, IN.

E. Region 8/Indianapolis – Authorization to enter into a Lease with the Board of Commissioners of the County of Hamilton for a new facility in Noblesville, IN, and authorize the College to submit a request to proceed with the renovation project of up to $15,000,000.

This item will authorize the College to enter into lease with Hamilton County for a new Ivy Tech facility in an existing school, with $15 million of renovations to be paid by a combination of State and local funds. Additionally, this will authorize the College to renovate the building using a combination of $12 million of State funds and $3 million of City funds following an approval to proceed with the lease and renovation by the Governor, upon recommendation by the appropriate State Agencies.

- In May 2013, the College was notified that the Indiana Budget Bill included allocations for Capital projects for Ivy Tech. One of these was a $12 million cash appropriation for a new facility in Noblesville.
- Noblesville Schools owns the Noblesville East Middle School, which is to be vacated as part of a comprehensive renovation and redevelopment plan. Once it is vacated, Hamilton County and the City of Noblesville have agreed to purchase the building and lease it to Ivy Tech, providing $3 million in additional funds for renovation.
- The lease will be between the Board of Commissioners of the County of Hamilton and Ivy Tech, and will be for $1 per year. At the end of the lease, the facility will be conveyed to Ivy Tech.
- In order to proceed with the project, the Ivy Tech State Board of Trustees needs to request that the Governor, through the State Budget Committee and with a
recommendation of the Commission for Higher Education, approves the transfer of the allocated funds ($12 million) to the College.

- Once the approval to proceed is given, the funds are transferred and the Lease is signed, the College will select an architect and construction manager and begin the redevelopment process.
- The building will be available for the Lease to begin in June 2014, with construction to start immediately. It is possible that limited classes could begin in Fall 2014.
- This project comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Approval to enter into a Lease with the Board of Commissioners of the County of Hamilton for a new facility in Noblesville, IN, and submission of a request to proceed with the funding and renovation of the building.

F. Region 10/Columbus – Authorization to enter into a Lease and an Operating Cost Agreement with City of Scottsburg for development of a welding lab in the Mid-America Science Park in Scottsburg, IN.

This item will authorize the College to enter into lease with the City of Scottsburg for the development of a welding lab in Scottsburg, IN.

- The Scottsburg community wishes to partner with Ivy Tech Columbus to provide a Welding Institute and Corporate College training center within the Mid-America Science Park.
- The Lease is for 5 years with one 5 year renewal, and is for $1/year. It includes approximately 6,550 assignable square feet.
- Operating costs are governed under a separate agreement and will not exceed $30,000/year.
- The community will provide up to $900,000 for the build out of the space, and Ivy Tech will provide up to $390,000 for the welding and fabrication equipment.
- Enrollment is expected to be 12 students per year.
- This request comes to the State Board of Trustees with the recommendation of the Regional Board and the Facilities and Design Council.

Action Requested: Approval to enter into a Lease with the City of Scottsburg for the development of a welding lab in Scottsburg, IN.

II. DISCUSSION ITEMS

A. None

III. INFORMATION ITEMS

A. Facilities and Design Council report
Since the August State Trustees meeting the Facilities and Design Council:

- Reviewed and recommended projects forwarded to the August State Trustee meetings.
- Heard a presentation from Chancellor Dan Schenk, regarding a potential partnership for a medical program in Evansville, IN. The partnership is comprised of Indiana University School of Medicine, University of Evansville, University of Southern Indiana, Ivy Tech and other community partners. The goal is to build a multi-disciplinary health science education and research center. It is contingent on receiving capital funds from the State of Indiana in 2015, and could open in Fall 2017 at the earliest.
- Heard a presentation from Chancellor Anne Valentine regarding a new Diesel Tech Lab to be constructed in an existing building in Terre Haute, IN. It will prepare students to maintain and repair heavy/medium duty diesel machinery and equipment used in agriculture, construction, trucking and automotive industries. The Region will use approximately $1.3m to renovate this space, and will create community partnerships to acquire equipment for the program. The region will return to discuss this project after bids for construction are received and need to be approved by the State Board of Trustees.
- Discussed projects that exceed $200,000 and needed approval by the Facilities and Design Council, but will not proceed to the State Board of Trustees due to their size.
BUDGET AND FINANCE COMMITTEE

I. Action Items:

A. Consideration of a Resolution Approving a contract for custodial services for the North Central Region

- The North Central Region is requesting approval of a contract with MJV Group, Inc. for custodial services for the period of July 29, 2013 through July 28, 2016 and has agreed to a month to month service agreement until such time as approved by the Board of Trustees
- The MJV Group is locally owned and operated and they currently provide services to several other Ivy Tech campuses
- The contract is for the South Bend campus
- The annual cost for the contract is $219,960 for a total cost of $659,880
- Previously the custodial services were performed by College employees, changing to a third party vendor is estimated to save $522,506 over the life of the contract
- The North Central Region followed all appropriate College purchasing procedures and MJV was determined to be the best bidder
- The Regional Board of Trustees has approved the contract and is requesting approval from the State Board of Trustees

II. Information Items

A. Update on College FY 2012-13 Financial Statements

Information will be provided at the State Trustee’s meeting

B. Update on Series R bond issuance

Information will be provided at the State Trustee’s meeting

C. Update on Investment Manager RFP

Information will be provided at the State Trustee’s meeting
1. New Curriculum

Aviation Maintenance – Technical Certificates in Airframe & Power plant; Certificate in General Aviation

Construction Technology – Certificate in Electrical Technician & Landscape Technician

Health Care Support – Technical Certificates in Therapeutic Massage & Clinical Support

Presenter: Dr. Russ Baker, Vice President of Academic Affairs

2. Midterm Grade Project

Presenter: Dr. Russ Baker

3. 2012-13 Graduate Update

Presenter: Dr. Cory Clasemann, Assistant Vice President of Institutional Research
Planning and Education Committee
State Board of Trustees
October 10, 2013

Agenda

1) New Curriculum (Information Item)
   • Aviation Maintenance - Technical Certificates in Airframe & Power Plant; Certificate in General Aviation
   • Construction Technology - Certificate in Electrical Technician & Landscape Technician
   • Health Care Support – Technical Certificates in Therapeutic Massage & Clinical Support

   Presenter: Dr. Russ Baker, Vice President of Academic Affairs

2) Midterm Grade Project

   Presenter: Dr. Russ Baker

3) 2012-2013 Graduate Update

   Presenter: Dr. Cory Clayman, Assistant Vice President of Institutional Research
NEW CURRICULUM

- **Aviation Maintenance** - Technical Certificates in Airframe & Power Plant; Certificate in General Aviation

- **Construction Technology** - Certificate in Electrical Technician & Landscape Technician

- **Health Care Support** – Technical Certificates in Therapeutic Massage & Clinical Support
MIDTERM GRADE PROJECT

Anticipated Benefits of Midterm Grade Reporting

• Improve student performance and success (through early performance feedback)

• Facilitate student interaction with academic advisors and instructors (to identify steps to successfully complete the course)

• Reduce student course failures and dropouts
Ivy Tech Gateway Courses

ACCT 101
APHY 101
COMM 101
HIST 101
ENGL 111
BIOL 101
HLHS 101
MATH 11B/122/123/138 (Note: Students will take one of these courses depending upon their math pathway)
PHYD 101
SOCI 111

Notes:
1. The midterm grade reporting requirement does not apply to any course if it is less than eight weeks duration.
2. Assuming the course meets the length criterion, midterm grades will be reported for all IVY courses. All developmental (zero level) reading, writing, and math courses will also require midterm grade reporting.

2012-2013 GRADUATE UPDATE
### Credential Awarded

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| **Total Students** | 13,118 |

### Annual Change

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<td>16,995</td>
<td>15,513</td>
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</table>

| **Total Students**   | 13,118  | 12,324| 6.4%   |
2012-13 Graduates

- Most graduates: Nursing (AS) – 1,149 (7% of statewide total)
- 61 percent were women
- Average age was 31.1; Median age was 31
- 59% of graduates completed at least one academic skills advancement courses (56% in 2011-12)

Trend by School

![Bar chart showing trends in graduation by school over three years: 2011-12, 2012-13, and 2013-14. The chart compares graduation rates in various fields such as Technology, Public Services, Nursing, Liberal Arts, Health Sciences, Fine Arts, Education, Business, and Applied Sciences.]
# Time to Degree

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<tr>
<td>All</td>
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<td>More than 5</td>
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*Includes summer
Graduate Follow-Up
Survey

Survey Overview

- Sent to all graduates during 2011-12 year
- Online and telephone survey
- 1,604 responses (13% response rate)
  - Generally representative of overall population of graduates
- Asked students about educational experience, employment status, civic engagement, and interaction with Ivy Tech offices and services
- Provided an opportunity to provide recommendations on how to strengthen the Ivy Tech experience for future students
Overall Educational Experience

- 86% stated education and training was excellent or good
  - Graduates in transfer programs were the most pleased
- Nine out of ten achieved their Ivy Tech educational goal
  - The remaining grads are either still pursuing employment or intend to complete another Ivy Tech degree
- Two-thirds reported their overall Ivy Tech experience helped them learn how to interact with people of backgrounds and perspectives difference from their own
- Grads volunteer an average of 6 hours each month
  - Greater than 15 hours for education graduates

Employment

- More than half of all employed grads are currently working in a position that is “definitely related” to their education
- Almost four in ten (38%) who are employed are seeking a new job
- Awareness and usage of Ivy Tech’s Office of Career Services is increasing among graduates
  - Before and after graduation
Recommendations from Graduates

- Continue to stress connections between course relevance and educational goal attainment/job prospects
- Consider offering more scholarships or financial opportunities
- Increase awareness of Career Services' availability post-graduation
- Increase awareness of internship opportunities

Discussion
AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting October 10, 2013
A. Grants Office Update

**Total of Active Grants**

115 Competitive Grants: $43,348,282  
20 Non-Competitive Grants: $11,026,616  
**(135) Total Active Ivy Tech Grants: $54,374,898**

*This includes the projected total amount of the 2013-2014 Perkins awards.*

Ivy Tech currently has 53 pending grant submissions totaling $12,732,798. Of the total, $1,264,504 is budgeted as indirect costs.

Note: A sample of awards and submissions are described below.

**Grants Awarded During Period (25-$8,515,596)**

- **Northwest** received a three-year award in the amount of $120,911 from a National Science Foundation grant submitted as a partnership with Sinclair Community College.
- **Lafayette** received $50,000 from Alcoa for scholarships to Advanced Manufacturing students.
- **Kokomo** received $144,364 from the U.S. Department of Agriculture to create a mobile Precision Agriculture Lab which will feature lesson modules and hands-on training activities for both Ivy Tech agriculture students and area high school students.
- **Columbus** received $7,500 from the Heritage Fund to offer scholarships to bi-lingual students interested in pursuing a degree in Human Services.
- **Southwest** received $45,000 from Alcoa to host Robotics summer camps.
- **Bloomington** received $5,000 from Duke Energy to bring together area leaders to build and execute an action plan for innovation, entrepreneurship, and small business formation and growth.
- **Office of the President** received a three-year, $449,317 award from the National Science Foundation to create a technology-based logistics program in partnership with Purdue University. Statewide, Ivy Tech received $2,223,339 from the Lumina Foundation for Education to support the Associate Accelerated Degree (ASAP) Bridge program.

**Grants Submitted During Period (23-$724,315)**

- **North Central** and **Wabash Valley** submitted applications for $6,000 each as part of Indiana Campus Compact’s application to the National Endowment for the Humanities’ Bridging Cultures program. If awarded, funds would be used to support a learning community to review, develop and implement modifications to the humanities curriculum.
- **Northeast** submitted a $15,000 proposal to the National Association for Community College Entrepreneurship and Coleman Foundation’s Elevator grant competition to
establish a one-on-one mentoring program that connects students to successful entrepreneurs from the local business community.

- **East Central** was invited to submit a $67,345 proposal to the Ball Brothers Foundation for continued expansion of the Step Up program, including the addition of a college preparation program focused on providing support in the areas of math and English, and an initiative to utilize alumni for outreach purposes.

- **Central Indiana** submitted a proposal for $200,000 to the Central Indiana Community Foundation that would support the expansion of Associate Accelerated Program (ASAP).

- **Office of the President**, in collaboration with Stanford University, submitted two proposals of $84,435 and $99,477 to the U.S. Department of Education’s Institute of Education Sciences. Funds would be used to test a training program designed to assist educators in applying insights of empirical research on academic mindsets and investigate internet-based growth mindset interventions impact on students’ persistence.

**Proposals Declined During Period (18 - $25,791,351)**

**B. Spotlight on Corporate College Activities**

**Ivy Tech-led Visit to Cummins Facility in Wuxi, China**

Ivy Tech is expanding the sister college relationship with Wuxi Professional College of Science and Technology. Two faculty members are visiting here from Wuxi and the College will send two to Wuxi in October. They are sharing and comparing curricula and building potential student collaborations to ensure both student populations are exposed to global working environments. In addition, Wuxi faculty will begin auditing courses online in preparation for their student populations to take some of our online programs.

Corporate College is sending a representative to Wuxi in September to lead a visit by Wuxi staff to Cummins in Wuxi to build the relationship Cummins needs to support their business. We will teach them to partner with Cummins as we partner with Cummins and others. The trip is an economic development venture including a number of company recruiting meetings. One of the first questions that Chinese companies ask is in regard to the availability of a skilled workforce. It greatly improves our credibility and increases their trust if we are leading the same type of workforce activities for our sister college in support of Indiana companies in China. Corporate College will also meet with the minister of education in Beijing to develop a relationship fostering students taking online classes from other colleges in China.

**Indiana Manufacturers Academy: A Partnership with IMA, Ivy Tech, and Amatrol**

This new initiative is a partnership with the IMA, Amatrol, and Ivy Tech to promote eAssessment and eLearning to the 1,400 member companies of the IMA members across the state. The purpose of this unique partnership is to increase the skills level of incumbent workers within the IMA membership companies. With the impending silver tsunami (19% of the Indiana manufacturing workforce is between the ages of 55 and 64), this project has its emphasis on:

1. Assessing the skills/knowledge level of a company’s current incumbent workforce and
2. Based on eAssessment results, development individual training plans using eLearning to upgrade the skills/knowledge level of those workers with the goal of having these upgraded workers fill the slots of those moving into retirement.

The combined benefits to the IMA member companies include:
1. Saving the company time and money in improving the skills/knowledge level of their proven (existing) workforce
2. Identifying workforce skill and knowledge gaps
3. Documenting improvement in a worker’s knowledge of technical skills
4. Ensuring companies have the right workers with the right skills available to support current and future production capabilities.

The Academy will upgrade the skills sets of existing IMA member company employees, therefore allowing these upgraded workers to fill the positions of the retiring highly skilled older workers. This vertical mobility within the existing workforce will then create new vacancies requiring the hiring of a new round of entry level workers. By improving the skills sets of incumbent workers who have proven themselves to be good employees and then promoting these workers to new levels based on training received via the Indiana Manufacturers Skills Academy, this creates entry level slots for those lacking significant on-the-job experience and a high level of skill. This entry level opportunity creates a bright long-term future in manufacturing for these new entry level workers as well.

Update on Health Sector Initiatives

HRSA Grant – IRHITEN
Corporate College is the training partner on a grant just awarded to the Indiana Rural Health Association (IRHA) funded by XXX. Over the next three years, the grant will subsidize approximately 50% of training fees, for up to 75 people, to increase the number of individuals with Health Information Technology skills in rural communities. Beneficiaries of this initiative will include critical access hospitals and healthcare clinics located in rural communities.

Healthcare Excel
The Centers for Medicaid/Medicare Services (CMS) has contracted with Healthcare Excel to improve the quality of care in Indiana Nursing Homes. Targeted areas include: Indianapolis; Muncie; Ft. Wayne and Evansville and the Corporate College has been invited to participate in Nursing Home collaboratives in each area to provide leadership training for nurses and CNA training specific to health issues commonly experienced by the aging.

Indiana Health Information Management Systems Society (HIMSS)
Ivy Tech Corporate College is now represented by Brenda McLane, Corporate Executive for Health and Life Sciences, on the Board of Directors for the Indiana Health Information Management Systems Society, the Indiana chapter of the national HIMSS organization. HIMSS leads efforts to optimize health engagements and care outcomes using information technology. Members consist of professionals from hospitals and clinical organizations, third-party payers, administrators, information technology vendors, consultants, management engineers, telecommunications professionals, physicians, nurses and medical informatics professionals – essentially anyone interested in the trends of health care information and management systems.

New College Partnership with Ed2Go
Corporate College has entered into an Enterprise Agreement and Premier Partnership with Ed2Go. This will be a new approach to our relationship with a long-term vendor and will reorganize the
Ed2Go content from 14 regional websites to a single site for the statewide system. Strategic goals and objectives of the partnership include the following:

- Accelerate enrollments; via technology, web marketing, branding, outreach, Ed2Go and Ivy Tech expect to significantly increase online non-credit enrollments from their current level.
- Improve the cost and delivery structure to contribute to a more successful bottom line for Corporate College. This is a solution for students to access a broad complement of online courses and training programs already in the Ed2Go inventory. The full catalog of Ed2Go courses will be available 24/7 and, even if only one student is enrolled for a course, it will be offered and implemented.
- Ed2Go is a turnkey solution that includes quality instructors, robust state-of-the-art curriculum and courseware and a scalable enrollment and administrative platform.

### C. Corporate College Revenue & Expenses/Enrollments

#### Corporate College

**Revenue Analysis August 2013**

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* Revenue provided by office of Finance

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<td>Total</td>
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D. Proposed Corporate College Metrics

Corporate College Metrics and Dashboards

A package of metrics has been developed to provide data to guide management and evaluation of Corporate College performance, as well as to reinforce strategic planning and long-term growth.
Dashboards for various constituencies (Public, Trustees, Chancellors and Executive Directors) provide the necessary measures and data for each group.

**Purpose of Corporate College Metrics**
The Corporate College metrics package has a variety of applications, ranging from development of strategic growth benchmarks to managing day-to-day business functions. These applications include:

- Evaluating and improving performance
- Managing business strategy
- Increasing efficiency
- Informing investment decisions
- Telling our story

**Types of Measures**
A wide range of measurement tools has been developed to provide appropriate analysis of key business functions and outcomes. This range includes:

- Effectiveness and efficiency measures
- Leading and lagging indicators
- Product and process measures
- Short-term and strategic benchmarks

**Operational Definitions**
Each measure includes a concise operational definition which describes the source of the data, the calculation method and how performance is expressed (%, #, $, etc.). All data sources are currently available in college systems or public databases ([www.stats.indiana.edu](http://www.stats.indiana.edu) and [www.hoosierdata.in.gov](http://www.hoosierdata.in.gov)) and are identified for each metric on the attached spreadsheet of metrics.

**Benchmarking and Goal Setting**
In order to establish performance standards at both the statewide and regional level, benchmarking against established community college standards and in concert with Indiana economic development and educational objectives was conducted.

**Statewide Enrollment Objectives** were established by applying a nationwide community college penetration rate of 2% (3% stretch goal) of the available workforce. A strategic date of 2025 was established to coincide with the College’s projected attainment of the Lumina “Big Goal” and a pro-rated attainment over the intervening years establishes the annual statewide enrollment objectives.

**Regional Enrollment Shares of Statewide Objectives** were established using the proportional share of each region’s portion of the statewide workforce. This method accounts for the wide variation in region size (2% to 26%) and effectively plans for reaching statewide enrollment and companies served objectives based on regional market potential.

**Regional Revenue Objectives** are extrapolated from projected enrollment growth, using 2013 performance as a baseline. Proportional growth is expected between headcount and revenue.

**Evaluation of Measurement Systems**
In a 12-year plan, environmental circumstances can, and probably will, change. Changes in state and federal funding to train and re-train workers, large grants, workforce legislation, regional boundaries, workforce regulation or other factors could influence the goals set herein. Metrics indicated with a (Q) designation are quality indicators.

An annual evaluation by the Corporate College Executive Directors’ committee to validate each metric and benchmark will ensure that the Corporate College metrics remain relevant, appropriate and effective measures of performance and customer service.

**Metrics and Benchmarking Detail**

*Chart 1* provides a high-level overview of dashboards, operational definitions, data sources and performance benchmarks for Corporate College.

*Charts 2a and 2b* provide regional growth goals for unduplicated headcount in order for the statewide system to reach its 2025 enrollment objective. Chart 2a is based on 2% penetration (62,759 unduplicated Corporate College students) and Chart 2b is based on 5% penetration (156,887 unduplicated Corporate College students). In the event where this projection method created an annual increase of less than 6% over the previous year an adjustment was made so that regional headcount will increase a minimum of 6% over previous year. Adjusted figures are indicated in bold.

*Chart 3* provides regional growth goals for companies served.

*Charts 4a and 4b* describe regional revenue growth paralleling enrollment projections in Charts 2a and 2b.
## Corporate College Metrics

### Dashboards, Operational Definition, Data Sources and Goals

<table>
<thead>
<tr>
<th>Workers Served Metrics</th>
<th>Public Dashboard</th>
<th>Trustees’ Dashboard</th>
<th>Chancellors’ Dashboard</th>
<th>Exec Directors’ Dashboard</th>
<th>Operational Definition</th>
<th>Data Source</th>
<th>Benchmark 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unduplicated Headcount</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>Total of Unduplicated Noncredit, Credit and Certifications Awarded</td>
<td>Banner + CASS</td>
<td>2% of workforce by 2025</td>
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<tr>
<td>Duplicated Headcount</td>
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<td>X</td>
<td>X</td>
<td>X</td>
<td>Total of Duplicated Noncredit and Credit below</td>
<td>Banner</td>
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<tr>
<td>Noncredit Unduplicated Count</td>
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<td>X</td>
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<td></td>
<td>Banner enrollments for identified terms and enrollment type</td>
<td>Banner</td>
<td>2% of workforce by 2025</td>
</tr>
<tr>
<td>Noncredit Duplicated Count</td>
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<td>X</td>
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<td>Banner enrollments for identified terms and enrollment type</td>
<td>Banner</td>
<td>2% of workforce by 2025</td>
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<td>Credit Unduplicated Count</td>
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<td>Banner enrollments for identified terms and enrollment type</td>
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<td>Credit Duplicated Count</td>
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<td>X</td>
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<td>Banner enrollments for identified terms and enrollment type</td>
<td>Banner</td>
<td>2% of workforce by 2025</td>
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<tr>
<td>Certifications Awarded</td>
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<td>X</td>
<td>X</td>
<td>X</td>
<td>Certifications Earned total from CASS</td>
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<tr>
<td>Customer Satisfaction (Q)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>End-of-Course Evaluation Surveys/Company Surveys</td>
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<table>
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<th>Chancellors’ Dashboard</th>
<th>Exec Directors’ Dashboard</th>
<th>Operational Definition</th>
<th>Data Source</th>
<th>Benchmark 2025</th>
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</thead>
<tbody>
<tr>
<td>Companies Served</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>Unduplicated count of Salesforce accounts with “Closed Won” activity</td>
<td>Salesforce</td>
<td>6% year-to-year growth</td>
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<tr>
<td>Return Customer Rate (Q)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Repeat Customer Rate over 2 years</td>
<td>Salesforce</td>
<td>Set targets based on historical data</td>
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<tr>
<td>Top 50 Companies Served</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td>Top 50 firms served within a fiscal year</td>
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<th>Chancellors’ Dashboard</th>
<th>Exec Directors’ Dashboard</th>
<th>Operational Definition</th>
<th>Data Source</th>
<th>Benchmark 2025</th>
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<tr>
<td>Gross Revenue</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Total of all revenues posted to the regional W fund</td>
<td>Banner</td>
<td>equal to incremental growth in headcount</td>
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<tr>
<td>Overhead Expenses</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Expenses charged to regional “Overhead Admin” org in Banner</td>
<td>Banner</td>
<td>&lt;35% of gross revenues</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Expenses charged to regional W fund, less “Overhead Admin” org.</td>
<td>Banner</td>
<td>&lt;35% of gross revenues</td>
</tr>
<tr>
<td>Net Revenue</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>Gross Revenue, less Overhead and Program expenses</td>
<td>Banner</td>
<td>15% of gross revenues</td>
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<table>
<thead>
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<th>Sales Process Metrics</th>
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<th>Trustees’ Dashboard</th>
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<th>Exec Directors’ Dashboard</th>
<th>Operational Definition</th>
<th>Data Source</th>
<th>Benchmark 2025</th>
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<tbody>
<tr>
<td>Pipeline Value</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>Salesforce Pipeline value on last day of month</td>
<td>Salesforce</td>
<td>90-day pipeline &gt;= rolling quarterly sales goal</td>
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<tr>
<td>F2F Visits</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>Number of face to face employer visits conducted</td>
<td>Salesforce</td>
<td>25 per account exec FTE/Month</td>
</tr>
<tr>
<td>Close Rate</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>Salesforce Opportunities “closed won” divided by all Salesforce Opportunities closed</td>
<td>Salesforce</td>
<td>Regional management targets to be established</td>
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<tr>
<td>Close Cycle Time</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>Elapsed number of days between Opportunity start date to “closed won” date</td>
<td>Salesforce</td>
<td>Regional management targets to be established</td>
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(Q) indicates a metric associated with measuring quality
**Corporate College Metrics**

**Statewide and Regional Unduplicated Enrollment Benchmarks**

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<td>51814</td>
<td>55464</td>
<td>59114</td>
<td>62764</td>
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<td>11.80%</td>
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<td>2669</td>
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<td>3530</td>
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<td>6115</td>
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<td>6976</td>
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<td>2674</td>
<td>3000</td>
<td>3326</td>
<td>3652</td>
<td>3979</td>
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<td>4631</td>
<td>4957</td>
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<td><strong>Northeast</strong></td>
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<td>2412</td>
<td>2643</td>
<td>3011</td>
<td>3378</td>
<td>3745</td>
<td>4113</td>
<td>4480</td>
<td>4847</td>
<td>5215</td>
<td>5582</td>
<td>5949</td>
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<tr>
<td><strong>Lafayette</strong></td>
<td>5.74%</td>
<td>1754</td>
<td>1859</td>
<td>1971</td>
<td>2089</td>
<td>2214</td>
<td>2347</td>
<td>2488</td>
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<td>2976</td>
<td>3186</td>
<td>3396</td>
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<tr>
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<td>985</td>
<td>1044</td>
<td>1107</td>
<td>1173</td>
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<td>1481</td>
<td>1570</td>
<td>1664</td>
<td>1729</td>
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<tr>
<td><strong>East Central</strong></td>
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<td>1720</td>
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<td>1896</td>
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<td>2359</td>
<td>2590</td>
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<td>3053</td>
<td>3285</td>
<td>3516</td>
<td>3747</td>
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<tr>
<td><strong>Wabash Valley</strong></td>
<td>3.32%</td>
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<td>1265</td>
<td>1341</td>
<td>1421</td>
<td>1507</td>
<td>1597</td>
<td>1693</td>
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<td>2017</td>
<td>2138</td>
<td>2266</td>
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<tr>
<td><strong>Central Indiana</strong></td>
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<td>682</td>
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<td>978</td>
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<td>1848</td>
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<td>2075</td>
<td>2200</td>
<td>2332</td>
<td>2472</td>
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<td><strong>Southeast</strong></td>
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<td>759</td>
<td>804</td>
<td>853</td>
<td>904</td>
<td>958</td>
<td>1015</td>
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<td>1209</td>
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<td><strong>Southwest</strong></td>
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<td>4113</td>
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<td>2317</td>
<td>2492</td>
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<td>1888</td>
<td>2031</td>
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</table>

*Regional values add to more than statewide goal due to 6% minimum growth values (shown in bold)

**enrollment goals in the Northwest, North Central, and Central Indiana regions are especially aggressive in 2014 due to the transition to market-based goals.
**Chart 2b**

**Corporate College Metrics**

Statewide and Regional Unduplicated Enrollment Benchmarks—**Stretch Goal**

<table>
<thead>
<tr>
<th></th>
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* enrollment goals in the Northwest, North Central, and Central Indiana regions are especially aggressive in 2014 due to the transition to market-based goals.
### Chart 3

**Corporate College Metrics**

Statewide and Regional “Companies Served” Goals

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### Statewide and Regional Revenue Projections

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### Chart 4b

**Corporate College Metrics**

**Statewide and Regional Revenue Projections—Stretch Goal**

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<td>$1,468,058</td>
<td>$1,620,190</td>
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<td>$1,924,454</td>
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<td><strong>Total</strong></td>
<td><strong>$12,564,017</strong></td>
<td><strong>$21,304,391</strong></td>
<td><strong>$29,344,075</strong></td>
<td><strong>$37,383,758</strong></td>
<td><strong>$45,423,442</strong></td>
<td><strong>53,463,125</strong></td>
<td><strong>61,502,808</strong></td>
<td><strong>69,542,492</strong></td>
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<td><strong>85,621,858</strong></td>
<td><strong>93,661,542</strong></td>
<td><strong>101,701,225</strong></td>
<td><strong>109,737,411</strong></td>
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</table>
Crossroads Smart Grid Training Project (CSGTP)

U. S. Department of Energy
American Recovery and Reinvestment Act (ARRA)

Project Director: Sherm Johnson
Principle Investigators: Thomas J. Snyder
Rebecca A. Nickoli, Ed.D.

The Management Team

- **Ivy Tech Community College**: Dr. Rebecca Nickoli, Yearl Turnpaugh, Craig Fry, Rob Deadman, Glen Roberson, and Sherm Johnson
- Purdue University
- Energy Systems Network
- IBEW
- Thomas P. Miller Associates
CSGTP

- $2,066,337
- 22,027
- 538

$2,066,337 invested in Ivy Tech

- $1,472,276 - Training Lab Equipment
  - 8 Regions: Energy Lab Equipment
  - Statewide: NDG NETLAB + Information Security Training
  - 8 IBEW JATCs: Training Lab Equipment Supporting ITCC
    IBEW Apprenticeship/Journeyman Programs
- $390,083 - Scholarship Stipends
- $203,978 - Course Development
22,027 student seats filled

- 29 new courses
- 23 modified
- 10 upgraded for on-line delivery
- Program Areas:
  - Energy/Sustainable Energy
  - Computer Information Systems
  - Computer Information Technology
  - Information Security
  - Automotive Technology
  - Electronics & Computer Technology
  - Corporate College: Smart Grid 101

538 scholarship stipends awarded

- Total Awarded: $390,083 across 10 Regions
- Support Student studies in:
  - Energy/Sustainable Energy
  - Electronics & Computer Technology
  - Information Security
  - Computer Information Systems
  - Computer Information Technology
Corporate College & CSGTP

- $2,066,337: Expanding Ivy Tech education/training capacity
- 22,027: Student Seats Filled
- 538: Scholarship Stipends Awarded

Ivy Tech Online - Ohio

State Trustee Meeting
Thursday, October 10, 2013

Dr. Jeff Pittman, Vice President Corporate College Online & Entrepreneurial Outreach
Ivy Tech Online – Ohio - Background

- Developed Market Study and Business Plan for Out of State Launch
- Developed Region 15 in Banner
- Richmond Campus and Blackboard Call Center provide student support services and back-end processing
- HLC & State Authorization Approvals Received
- Marketing launch occurred June 24, 2013


For more than 50 years, Indiana-based Ivy Tech Community College has been helping people just like you get the degrees they need to improve lives. As one of the nation's premier community colleges, Ivy Tech has 125 academic programs at 31 college campuses across Indiana. Over the last decade, we've developed the most accessible online education program available anywhere. Until now, it was only available to residents of Indiana. Learn more about us.
Enrollment Results to Date

- First Day of Class: 572 Applications: 257 Headcount & 173 FTE
- As of 9.19.2013: 1,020 Clicks on "I Agree" on Assessment Site
- Received enrollments from 25 states, largest Ohio, Georgia, Michigan and Mississippi
- Total online out-of-state enrollment increased by 10% to 1,946
Welcome Efforts

- Students have received welcome and contact information from Admissions, VCAA, Blackboard Call Center and faculty
- Personal (via phone) contact via Richmond staff and Blackboard Call Center
- Personal contact via Financial Aid as needed
- Focus and attention on admissions process, student resources and retention of students

Retention Efforts

Communication to enrolled students:

- Outbound calls (made by Blackboard) and email communications through the start of the spring semester
- Calls and emails will connect students with resources that can help with any questions they have

<table>
<thead>
<tr>
<th>Date</th>
<th>Action</th>
<th>Communication</th>
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<tr>
<td>August 29-30</td>
<td>Ohio</td>
<td>outbound call 1</td>
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<tr>
<td>September 11</td>
<td>Ohio</td>
<td>email</td>
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<tr>
<td>October 3-4</td>
<td>Ohio</td>
<td>outbound call 2</td>
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<td>October 16</td>
<td>Ohio</td>
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<td>email</td>
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<td>January 3</td>
<td>Ohio</td>
<td>email</td>
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<td>January 6-7</td>
<td>Ohio</td>
<td>outbound call 4</td>
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Retention Efforts - Continued

- Ivy Advising (Starfish)
- Required online orientation course
- Personal contact from faculty when academic difficulty is identified
- Tutor.com: online tutoring in gateway courses

Continuous Improvement Efforts - Examples

- Additional Online Certificate Programs
- Faster turn-around time between advisors and students
- Expanded transfer of credit partners for Ohio students
- You-Tube Videos for Blackboard (LMS) orientation
- Self-paced online orientation course that students take prior to beginning online courses
Next Steps

- Continue existing marketing efforts in Spring Semester
- Add Toledo as target market
- Conduct analysis of retention and student persistence
- Analyze potential future states