

**EXPRESSION OF SUPPORT FOR PRESIDENT'S EFFORTS TO IDENTIFY AND  
IMPLEMENT COST SAVING AND REVENUE ENHANCEMENT PROGRAMS**

**RESOLUTION NUMBER 2009-75**

**WHEREAS**, President Snyder challenged the College to explore efficiencies and cost savings initiatives in July 2007 and instituted "Save 10 by 2010," and

**WHEREAS**, the College has hired a Chief Procurement Officer, centralized procurement and exceeded our cost savings goals, which have resulted in estimated annual savings of \$8 million and more than \$12.2 million in one-time savings, and

**WHEREAS**, "Save 10 by 2010" has included items such as: self insurance, which resulted in \$3.4 savings annually; an exclusive agreement with Dell Computer, which resulted in savings of \$1.3 million annually; a copier agreement with IKON which saved \$500,000 annually; and a centralized marketing and call fulfillment center, which is saving the college more than \$2 million annually, and

**WHEREAS**, the College's bond rating has saved the College and State of Indiana \$3.6 million dollars in debt service costs, and

**WHEREAS**, the College froze salaries, which resulted in savings of \$6.7 million for calendar year 2009, and

**WHEREAS**, the College outsourced the bookstores operations to Follett and has increased annual net profits by 47% while at the same time securing a one-time commitment of support from Follett of \$7.65 million, and

**WHEREAS**, the College successfully implemented an enrollment management process for the fall of 2009, which significantly increased average class size and building utilization, and

**WHEREAS**, the College has increased its revenue from grants by 45% in the last 12 months, and

**WHEREAS**, the College has reinvested cost savings in full-time faculty, staff and other essential operations to ensure students' success, and

**WHEREAS** the College continues to explore additional methods for creating efficiency and increasing revenue such as energy efficiency, procurement of office supplies and furniture, and granting exclusive beverage rights, and

**WHEREAS**, the State of Indiana's revenues continue to decline, and

**WHEREAS**, the State of Indiana is going to reduce the funding that it provides to the College for the current fiscal year, and

**WHEREAS**, the State Board of Trustees applauds the President and the leadership of the College for their efforts to reduce costs and enhance revenues from non-traditional sources, and

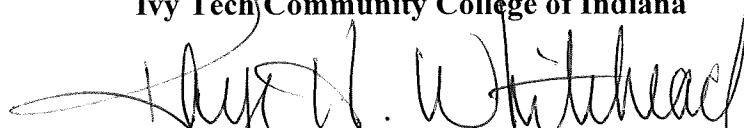
**WHEREAS**, the State Board of Trustees recognizes that Ivy Tech has been and continues to be a leader among higher education institutions with respect to cost containment and revenue enhancement efforts;

**NOW THEREFORE BE IT RESOLVED**, the State Board of Trustees strongly encourages the College to explore all opportunities to create efficiencies and enhance revenue throughout every region of the College, and

**FURTHER BE IT RESOLVED**, the State Board of Trustees strongly encourages the College to immediately pursue systematic savings by working with the College leadership and Regional Trustees in every region, and

**FURTHER BE IT RESOLVED**, the State Board of Trustees gives full support to the President and the leadership of the College in their efforts to accelerate all possible cost savings and attempts to balance efficiency, cost savings and revenue enhancement with the pending budget reductions while at the same time ensuring the quality of the education and training programs.

**State Trustees  
Ivy Tech Community College of Indiana**



**Kaye H. Whitehead, Chairman**



**William F. Morris, Assistant Secretary**

**Dated December 10, 2009**