MEETING NOTICE

AGENDA

MINUTES:

Regular Board Meeting, August 6, 2015

Special Board Meeting, September 9, 2015

PROPOSED RESOLUTIONS:

Resolution 2015-58, Approval of a Change Order to J.C, Ripberger Contract for General Trades Work
Needed to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-59, Approval of a Change Order to Johnson-Melloh, Inc. Contract for Plumbing Work
Needed to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-60, Approval of a Change Order to the Rex Collins Contract for Electrical Work Needed
to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-61, Approval of Contract with B& S Plumbing & Heating, Inc. For HVAC Replacement
At Isaac Building in Terre Haute, Region 7/Wabash Valley

Resolution 2015-62, Approval of Contract with Indiana University to Accept Alternate Bid for Build out
of Science Labs in New Art and Science Building in Gary, Region 1/Northwest Indiana

Resolution 2015-63, Approval of a Five-Year Agreement with COS-XEROX for Managed Print
Services

Resolution 2015-64, Approval of an Enterprise Agreement with Adobe Systems, INC

Resolution 2015-65, Approval to Enter into a Statement of Work for Student Coaching Programs,
Office of the President/Statewide

Resolution 2015-66, Approval of Increasing the Number of Board Trustees from Seven (7) to Nine (9)
for Ivy Tech Community College-Southwest

Resolution 2015-67, Reappointment Regional Trustees-North Central

Resolution 2015-68, Reappointment of Regional Trustees-Northwest

Resolution 2015-69, Appointment of Regional Trustee-Columbus

TREASURER’S REPORT

BUILDING, GROUNDS, CAPITAL COMMITTEE REPORT

BUDGET AND FINANCE COMMITTEE

PLANNING AND EDUCATION COMMITTEE REPORT

AUDIT COMMITTEE REPORT

CORPORATE COLLEGE COMMITTEE REPORT

PRESIDENT’S REPORT
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 Evansville Campus, 3501 First Avenue, Evansville, IN 47710. Please note all times listed are CDT Time

Tuesday, September 29, 2015

3:00 pm – 5:00pm Executive Session of the Executive Committee of the Board
The Executive Committee of the State Trustees will meet in Executive Session at the Evansville Campus, 3501 First Avenue, Evansville, IN 47710 and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
(2)(D) The purchase or lease of real property by the Governing Body up to the time a contract or option to purchase or lease is executed by the parties.
(5) To receive information about and interview prospective employees
(7) For discussion of records classified as confidential by state or federal statute.
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

Wednesday, September 30, 2015

8:00 am – 10:00am Executive Session of the Executive Committee of the Board
The Executive Committee of the State Trustees will meet in Executive Session at the Evansville Campus, 3501 First Avenue, Evansville, IN 47710 and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

(2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
(2)(D) The purchase or lease of real property by the Governing Body up to the time a contract or option to purchase or lease is executed by the parties.
(5) To receive information about and interview prospective employees
(7) For discussion of records classified as confidential by state or federal statute.
(9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

10:15 am – 2:00pm Board Committee Meetings (open to the public)
The State Trustees will hold the regular committee meetings at Evansville Campus, 3501 First Avenue, Evansville, IN 47710

10:15 - 10:45am Budget and Finance
10:45 - 11:15m Building, Ground, & Capital Committee
11:15 - Noon Corporate College
Noon – 1:00 pm Lunch
1:00 – 2:00 pm Planning and Education

2:00 pm – 3:00 pm Regular State Board of Trustees Meeting (open to the public)
The State Trustees will hold a regular meeting at the Evansville Campus, 3501 First Avenue, Evansville, IN 47710 to consider and take action on such items as may be brought before them.

Secretary
Dated this 17th September, 2015
I. Roll Call

II. Report of Secretary on Notice of Meeting

III. Approval of Minutes

Regular Meeting, June 4, 2015

IV. Reports of Board Committees

a) Executive Committee, Paula Hughes, Chair

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

Resolution 2015-58, Approval of a Change Order to J.C, Ripberger Contract for General Trades Work Needed to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-59, Approval of a Change Order to Johnson-Melloh, Inc. Contract for Plumbing Work Needed to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-60, Approval of a Change Order to the Rex Collins Contract for Electrical Work Needed to Complete Additional Scope at the Noblesville Campus, Region 8/Central Indiana

Resolution 2015-61, Approval of Contract with B& S Plumbing & Heating, Inc. For HVAC Replacement at Isaac Building in Terre Haute, Region 7/Wabash Valley

Resolution 2015-62, Approval of Contract with Indiana University to Accept Alternate Bid for Build Out of Science Labs in New Art and Science Building in Gary, Region 1/Northwest Indiana

c) Budget and Finance Committee, Jesse Brand, Chair

Resolution 2015-63, Approval of a Five-Year Agreement with COS-XEROX for Managed Print Services

Resolution 2015-64, Approval of an Enterprise Agreement with Adobe Systems, INC

Resolution 2016-65, Approval to Enter into a Statement of Work for Student Coaching Programs, Office of the President/Statewide
V. Planning and Education Committee, Kaye Whitehead, Chair

VI. Audit Committee, Stewart McMillian, Chair

VII. Corporate College Committee, Larry Garatoni, Chair

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

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

X. Old Business

XI. New Business

- **Resolution 2015-66**, Approval of Increasing the Number of Board Trustees from Seven (7) to Nine (9) for Ivy Tech Community College-Southwest
- **Resolution 2015-67**, Reappointment of Regional Trustees ~ North Central
- **Resolution 2015-68**, Reappointment of Regional Trustees ~ Northwest
- **Resolution 2015-69**, Appointment of Regional Trustee ~ Columbus

XII. Adjournment

*Matters may be added to or deleted from the board agenda between the date of the preliminary agenda and the board meeting*
Chair Richard Halderman called the August 6, 2015 regular meeting of the State Board of Trustees to order at 1:00 pm at the New Anderson Campus, 815 E 60th Street, Anderson, Indiana 46013

A. ROLL CALL

Secretary Michael Dora called the roll and the presence of a quorum was announced.

The following State Trustees were present:

Mr. Richard R. Halderman, Chair
Ms. Paula Hughes, Vice Chair
Mr. Michael R. Dora, Secretary
Mr. Jesse Brand
Mr. Larry Garatoni
Mr. Bob Jones
Ms. Lillian Sue Livers
Mr. Stewart McMillan
Ms. Kimra Schleicher
Mr. Steve Schreckengast
Ms. Kaye H. Whitehead
Mr. Darrel Zeck

The following State Trustees were unable to attend:

Mr. Michael A. Evans
Mr. Lee J. Marchant

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 5, 2015 at 1:30pm at the New Anderson Campus, 815 E 60th Street, Anderson, Indiana 46013

Members present were: Mr. Richard R. Halderman, Ms. Paula Hughes, Mr. Michael Dora, Mr. Jesse Brand, Mr. Larry Garatoni, Ms. Lillian Sue Livers Mr. Lee J. Marchant,
Ms. Kimra Schleicher, Mr. Stewart McMillan, Mr. Steve Schreckengast, and Mr. Darrell Zeck

Members absent were: Mr. Michael A. Evans, Mr. Bob Jones, Ms. Kaye H. Whitehead

The Trustees considered the following items as permitted under IC 5-14-1.5-6.1(b). For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

- (2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
- (5) To receive information about and interview prospective employees
- (7) For discussion of records classified as confidential by state or federal statute.
- (9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

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

C. NOTICES OF MEETING MAILED AND POSTED:

Secretary Michael Dora confirmed that notices of the August 6, 2015, regular meeting were properly mailed and posted.

D. APPROVAL OF BOARD MINUTES:

Trustee Larry Garatoni moved for approval of the minutes of the June 4, 2015 regular board meeting. Trustee Whitehead seconded the motion and the motion carried unanimously.

E. COMMITTEE REPORTS:

- Item 1 Chairman Halderman reported that the Executive Committee met, but no report is given at this time

- Item 2 Chairman Halderman called upon Trustee Schreckengast, Chair of the Committee, to give the Building, Grounds and Capital Committee Report. Trustee Schreckengast reported three action items for approval.

  Trustee Schreckengast moved for approval of Resolution 2015-49, Approval of Purchase of Land Southwest of Elkhart Campus (Formally Missionary Church), Region 2/North Central Indiana

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

**Resolution 2015-50**, Approval to Enter into Lease with Robert D. Loose Funeral Homes & Crematory Region 6/East Central Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2015-51**, Approval of Contract with Bruns-Gutzwiller, INC. For addition to Lawrenceburg Lakefront Site, Region 11/Southeast Indiana

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

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**Item 3**

Chairman Halderman called upon Trustee Bob Jones, Chair of the Committee, for a report from the **Budget and Finance Committee**. Trustee Jones reported an investment report and an update on the bond refinancing and the procurement goals and there are two action items for approval

Trustee Jones moved for approval of

**RESOLUTION NUMBER 2015-52**, Approval of Dotstaff LLC Contract Services

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

Trustee Jones moved for approval of

**RESOLUTION NUMBER 2015-53**, Approval of a Statewide Marketing and Advertising Contract

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

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**Item 4**

Chairman Richard Halderman called upon Trustee Kaye Whitehead, Chair of the Committee, for a report from the **Planning and Education Committee**. Trustee Whitehead reported there were no action items for approval. Trustee Whitehead noted we had many updates.

**Changes to Faculty Agreement and Job Descriptions**

*Dr. Mary Ostrye, Senior Vice President and Provost*

**New Academic Advising Model**, *Susan Hawkins-Wilding, Assistant Vice President for Academic Advising*

**Successful Launch of** [www.ivytech.edu](http://www.ivytech.edu), *Jeff Fanter, Senior Vice President for Student Experience, Communications, and Marketing*
Item 5  Chairman Richard Halderman called upon Trustee Garatoni, Chair of the Committee, for a report from the Audit Committee. Trustee Garatoni reported no actions items. The Audit Committee discussed the following issues:
Reports to the confidential hotline and an update on pending litigation.
Reviewed status of Annual Audit Schedule and Three-year plan, reviewed internal audit reports that had been issued since our last meeting.

Item 6  Chairman Richard Halderman called upon Trustee McMillan, Chair of the Committee, for a report from the Corporate College Committee. Trustee McMillan reported there were no action items for the board to consider.
Trustee McMillan reported Anne Brinson stand in as Director of Corporate College as well as continue role as Chief Information Officer.
Trustee McMillan reported we have dug out of many holes with many great opportunities ahead.

F. TREASURER’S REPORT:

Chairman Richard Halderman called upon Senior Vice President Chris Ruhl for the Treasurer’s report. Operating Revenue Fiscal Year 2015, state appropriation, investment and other income met budget. +1% versus prior year; student fee revenue 10% below budget, 5 % below prior year.

Operating Expenses Fiscal Year 2015, all categories of expenses below budget except for leases, compensation -4% versus prior year, supplies equipment and utilities flat versus prior year, leases +8% versus prior year.

Fiscal Year 2015 Financial Statements, Board of Accounts entrance conference scheduled for August 17, Net assets expected to grow due to positive operating margin, growth in bookstore reserves and reduction of debt, but lower than prior years due to GASB 68 Pension liability recognize for 1st time (Approx. $15.7M), Increased GASB 45 Retiree Medical Liability (Approx. $2M) and challenging year for Medical/Dental self-insurance fund.

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

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

G. STATE OF THE COLLEGE
Chairman Halderman called upon President Snyder for the President’s report. President Snyder called upon and introduced one new employee, Kelly Murphy, Executive Director of Human Resources, Southern Indiana Region and Denis Schinderle, Executive Director of Corporate Engagement, Central Indiana Region.

President Snyder called upon Jeff Terp, Executive Vice President and Chief Operating Officer and Jill Kramer, Associate Vice President Planning/Research Institutional Research to give History of Strategic Planning at Ivy Tech, presenting strategic planning timeline 2002 Strategic Vision, 2005-06 2010 Plan, 2007- Accelerating Greatness 2010, 2010-Accelerating Greatness 2013 and 2013 Focused on Student Success

2002-03 Parachute (Vision) Document

Established Ivy Tech’s vision:
- Workforce training
- Transfer
- Associate degree completion
Completed for HLC Accreditation
Set vision and mission
President’s goals included enrollment growth and financial carry forward dollars

2005 From Success to the Best
Chancellor and Executive VP driven, built on Parachute document, did not include State Trustee engagement
No Institutional Research team to track trend data
First strategic plan with goals or metrics
- Identified metrics to collect
- Lacked specific tactics and processes
Overarching metric: Increase successful program completions by 50% over 5 years (to 2009-10)
  - Goal 1: New and expanded education programs
  - Goal 2: Marketplace demand-driven workforce and economic development

Accelerating Greatness

Included benchmarks and goals
Created baseline data and trends for the first time
Engaged State Board in planning process
  - 37 initiatives, 4 strategies, and more than 200 faculty and staff engaged on committees
Documented dozens of outcome and output metrics
Improved student completion outcomes

Accelerating Greatness Key Successes
Implemented ATD tactics:
- Mandatory orientation
- Student advising
• IVY Student Success Course
• Ivy Prep
• Supplemental Instruction
Implemented cost savings initiatives
Identified national and federal grant prospects
Engaged business and global learning outcomes
Identified and engaged alumni
Launched continuous process improvement

**Focused on Student Success**
Built on AG2010 and 2013
  • Aligned with state and national higher education goal (Commission for Higher Ed, Lumina Foundation, American Graduation Initiative)
  • 50,000 graduates by 2025
Increased focus and reduced initiatives
  • From 32 initiatives to 7 (proposed 5 for 2015-16)
Continued credential growth
Continued to engage State Board of Trustees

**Focused on Student Success 2014-15 Wrap Up Report**

**Strategy 1: Ensure students achieve their educational objectives**
*Accomplishments*
Drafted regional achievement gap plans.
Launched regional data meetings.
Commissioned supplemental instruction evaluation.

*Next Steps*
Institutionalize regional data meetings and summits.
Implement and evaluate achievement gap plans.
Build institutional capacity for data mining, analytics, analysis and reporting.

**Strategy 2: Ensure a sustainable financial resource base**
*Accomplishments*
Drafted Grant Office and Foundation joint plan.
Launched process to prioritize academic needs for grant request.
Identified metrics for joint reporting.

*Next Steps*
Hold joint academic, Corporate College and grant office meetings. Document plans.
Finalize metric dashboards and reporting processes.
Develop shared technology tools.

**Strategy 3: Ensure processes are efficient and effective**
*Accomplishments*
Fully implemented regional continuous process improvement teams.
Trained teams in the Office of the President.

*Next Steps*
Develop and implement data governance.
• Improve data quality.
• Implement data training.
• Launch the data dictionary.
• Fully stand-up the data warehouse.

**Strategy 4: Ensure a sustainable human and physical resource base**

**Accomplishments**

Proposed a data tracking and monitoring system for employee exit surveys and employee recognition.

Standardized wireless, phone systems, and network infrastructure.

Drafted changes to the ASOM, employee handbook, and student code of conduct to ensure consistency with the College’s diversity statement.

**Next Steps**

Implement employee recognition program.

Implement employee exit survey program.

Approve and monitor policies and procedures to comply with diversity statement and plan.

President Snyder gave presentation of Certifications, and the challenges and goals for success.

Chancellor Andrew Bowne gave brief report on region an introduced members of his staff.

**H. OLD BUSINESS**

Chairman Richard Halderman called for old business, and there was none.

**I. NEW BUSINESS**

Chairman Richard Halderman called for new business.

Trustee Whitehead moved for approval of

**Resolution Number 2015-54,** Honoring the Leadership of Dr. Mary Ostrye

Trustee Garatoni seconded the motion, and motion carried unanimously

Trustee Livers moved for approval of

**Resolution Number 2015-55,** Honoring the Leadership of Dr. Benjamin F. Young

Trustee Zeck seconded the motion, and the motion carried unanimously

Trustee Garatoni moved for approval of
Resolution Number 2015-56, Reappointment and Appointment of Regional Trustees-Kokomo

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Zeck moved for approval of

Resolution Number 2015-57, Reappointment of Regional Trustee-Central Indiana

Trustee Livers seconded the motion, and the motion carried unanimously

Trustee Steve Schreckengast made the motion for the following slate of officers be approved:
Chair, Paula Hughes
Vice Chair, Michael Dora
Secretary, Bob Jones

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

J. ADJOURNMENT

With no further business to come before the Board, Chairperson Paula Hughes called for a motion to adjourn the meeting.

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

Chairperson Hughes adjourned the meeting.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

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Paula Hughes, Chairperson

_______________________________
Bob Jones, Secretary

Dated August 7, 2015
Prepared by Gretchen L. Keller, Recording Secretary
Chair Paula Hughes called the September 9, 2015 special meeting of the State Board of Trustees to order at 9:00 am at the North Meridian Center Campus Building, 50 W. Fall creek Parkway North Drive, Indianapolis, IN 46208

A. ROLL CALL

Secretary Bob Jones called the roll and the presence of a quorum was announced.

The following State Trustees were present in person

Ms. Paula Hughes, Chair
Mr. Michael R. Dora, Vice Chair
Mr. Jesse Brand
Mr. Lee J. Marchant
Mr. Steve Schreckengast
Ms. Kaye H. Whitehead

The following State Trustees were present via telephone

Mr. Larry Garatoni
Mr. Bob Jones, Secretary
Mr. Michael A. Evans
Mr. Richard R. Halderman
Ms. Lillian Sue Livers
Mr. Stewart McMillan
Ms. Kimra Schleicher
Mr. Darrel Zeck

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 September 9, 2015 at 8:00 am at the New Anderson Campus, 815 E 60th Street, Anderson, Indiana 46013

The following State Trustees were present in person

Ms. Paula Hughes, Chair
Mr. Michael R. Dora, Vice Chair  
Mr. Jesse Brand  
Mr. Lee J. Marchant  
Mr. Steve Schreckengast  
Ms. Kaye H. Whitehead  

The following State Trustees were present via telephone  

Mr. Larry Garatoni  
Mr. Bob Jones, Secretary  
Mr. Michael A. Evans  
Mr. Richard R. Halderman  
Ms. Lillian Sue Livers  
Mr. Stewart McMillan  
Ms. Kimra Schleicher  
Mr. Darrel Zeck  

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.  

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

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

C. NOTICES OF MEETING MAILED AND POSTED:  

Secretary Bob Jones confirmed that notices of the September 9, 2015, special meeting were properly mailed and posted.  

Trustee Michael Dore moved to approve Transition Contract for President Snyder  

Paula Hughes, Chair       Y  
Michael Dora, Vice Chair   Y  
Bob Jones, Secretary       Y  
Jesse Brand                Y  
Michael Evans              Y  
Larry Garatoni             Y  
Richard Halderman          Y  
Lillian Sue Livers         Y  

Trustee Brand seconded the motion, and the motion carried unanimously by those present as reflected in the above roll call

Trustee Whitehead moved for approval Authorizing Paula Hughes to Sign Transition Contract

Paula Hughes, Chair Y
Michael Dora, Vice Chair Y
Bob Jones, Secretary Y

Jesse Brand Y
Michael Evans Y
Larry Garatoni Y
Richard Halderman Y
Lillian Sue Livers Y
Lee Marchant Y
Stewart McMillan Y
Kimra Schleicher Y
Steve Schreckengast Y
Kaye Whitehead Y
Darrel Zeck Y

Trustee Schreckengast seconded the motion, and the motion carried unanimously by those present as reflected in the above roll call

D. ADJOURNMENT

With no further business to come before the Board, Chairperson Paula Hughes called for a motion to adjourn the meeting.

Trustee Garatoni moved for approval. Trustee Brand seconded the motion, and the motion carried unanimously.
Chairperson Hughes adjourned the meeting.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

_______________________________
Paula Hughes, Chairperson

_______________________________
Bob Jones, Secretary

Dated September 9, 2015
Prepared by Gretchen L. Keller, Recording Secretary
APPROVAL OF A CHANGE ORDER TO J.C. RIPBERGER CONTRACT FOR
GENERAL TRADES WORK NEEDED TO COMPLETE ADDITIONAL SCOPE AT
THE NOBLESVILLE CAMPUS, REGION 8/CENTRAL INDIANA

RESOLUTION NUMBER 2015-58

WHEREAS, the College is renovating the former Noblesville East Middle School, and

WHEREAS, the original scope of the project exceeded the available funding before the project was bid, and

WHEREAS, to ensure critical structural areas were addressed first, Ivy Tech reduced the scope of work bid, and

WHEREAS, as the project comes to a close and critical work is completed, remaining funds can now be allocated to the original scope of the project, and

WHEREAS, the cost of additional general trades work totals $911,232, and

WHEREAS, a Change Order needs to be issued to J. C Ripberger increasing their contract by an amount not to exceed $911,232, and

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

WHEREAS, the Region 8/Central Indiana Board of Trustees has reviewed the project and made has requested approval by the State Trustees of the Change Order.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the Change Order for J.C. Ripberger not to exceed $911,232, and

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

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Paula Hughes, Chairperson

Dated September 30, 2015

Bob Jones, Secretary
APPROVAL OF A CHANGE ORDER TO JOHNSON-MELLOH, INC. CONTRACT FOR PLUMBING WORK NEEDED TO COMPLETE ADDITIONAL SCOPE AT THE NOBLESVILLE CAMPUS, REGION 8/CENTRAL INDIANA

RESOLUTION NUMBER 2015-59

WHEREAS, the College is renovating the former Noblesville East Middle School, and

WHEREAS, the original scope of the project exceeded the available funding before the project was bid, and

WHEREAS, to ensure critical structural areas were addressed first, Ivy Tech reduced the scope of work bid, and

WHEREAS, as the project comes to a close and critical work is completed, remaining funds can now be allocated to the original scope of the project, and

WHEREAS, the cost of additional plumbing work needed total is $227,867, and

WHEREAS, a Change Order needs to be issued to Johnson-Melloh, Inc. increasing their contract by an amount not to exceed $227,867, and

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

WHEREAS, the Region 8/Central Indiana Board of Trustees has reviewed the project and made has requested approval by the State Trustees of the Change Order.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the Change Order for Johnson-Melloh, Inc. not to exceed $227,867, and

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

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Paula Hughes, Chairperson

Dated September 30, 2015

Bob Jones, Secretary
APPROVAL OF A CHANGE ORDER TO THE REX COLLINS CONTRACT FOR ELECTRICAL WORK NEEDED TO COMPLETE ADDITIONAL SCOPE AT THE NOBLESVILLE CAMPUS, REGION 8/CENTRAL INDIANA

RESOLUTION NUMBER 2015-60

WHEREAS, the College is renovating the former Noblesville East Middle School, and

WHEREAS, the original scope of the project exceeded the available funding before the project was bid, and

WHEREAS, to ensure critical structural areas were addressed first, Ivy Tech reduced the scope of work bid, and

WHEREAS, as the project comes to a close and critical work is completed, remaining funds can now be allocated to the original scope of the project, and

WHEREAS, the cost of additional plumbing work needed total is $438,612, and

WHEREAS, a Change Order needs to be issued to Rex Collins increasing their contract by an amount not to exceed $438,612, and

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

WHEREAS, the Region 8/Central Indiana Board of Trustees has reviewed the project and made has requested approval by the State Trustees of the Change Order.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the Change Order for Rex Collins not to exceed $438,612, and

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

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Paula Hughes, Chairperson

__________________________________
Dated September 30, 2015
Bob Jones, Secretary
RESOLUTION NUMBER 2015-61

WHEREAS, 2015 State R&R Funds have been allocated to replace HVAC units in Isaac Building, and

WHEREAS, the cost for replacement of the HVAC units is $639,000, and

WHEREAS, the total project including construction cost, architect design fees, project management and contingency totals $722,900, and

WHEREAS, the bid process has been completed in accordance with applicable statutes, Indiana Case Law and College procedures including State Trustee Resolution 2004-32 regarding the use of apprentices, and

WHEREAS, contracts exceeding $500,000 require approval by the State Board of Trustees.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with B&S Plumbing & Heating, Inc. in the amount of $639,000, and

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

State Trustees
Ivy Tech Community College of Indiana

__________________________________  ____________________________________________________
Paula Hughes, Chairperson  Bob Jones, Secretary

Dated September 30, 2015
APPROVAL OF CONTRACT WITH INDIANA UNIVERSITY TO ACCEPT
ALTERNATE BID FOR BUILD OUT OF SCIENCE LABS IN NEW ART AND
SCIENCE BUILDING IN GARY,
REGION 1/NORTHWEST INDIANA

RESOLUTION NUMBER 2015-62

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

WHEREAS, $45 million in funding was approved for the joint project, and

WHEREAS, the project cost exceeded budgeted funds and both IU and Ivy Tech are required to
contribute additional funds to keep the project as planned, and

WHEREAS, Ivy Tech need calls for four (4) science labs of which two (2) were bid as an
alternate, and

WHEREAS, an additional cost of $500,000 would be required to accept the bid alternate and
build out all four (4) lab spaces, and

WHEREAS, the cost of the contract between IU and Ivy Tech is $500,000 and therefore
requires approval by the State Board of Trustees.

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community
College of Indiana do hereby approve the contract with Indiana University in the amount of
$500,000, and

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

State Trustees
Ivy Tech Community College of Indiana

__________________________________
Paula Hughes, Chairperson

Dated September 30, 2015

__________________________________
Bob Jones, Secretary
APPROVAL OF A FIVE-YEAR AGREEMENT WITH COS-XEROX FOR MANAGED PRINT SERVICES

RESOLUTION NUMBER 2015- 63

WHEREAS, the College sought proposals from bidders to provide Managed Print Services to replace the aging equipment installed in 2009 (SBOT Resolution 2009-2);

WHEREAS, based on evaluations and negotiations with COS-Xerox and other RFP respondents, the College has determined that COS Xerox, a wholly-owned subsidiary of Xerox Corporation with corporate offices headquartered Indianapolis, offered the lowest total cost to the College for managed print services according to the College’s specifications;

WHEREAS, the proposed agreement, which has an initial term of five years, enables the College to lease multi-function printers at a pre-negotiated, fixed lease amount and establishes a fixed cost for service and supplies based on a per print rate that is measurably less than our current costs;

WHEREAS, the proposed agreement establishes COS Xerox to be the College’s exclusive provider of multi-functional printer devices;

WHEREAS, the College administration is recommending entering into a five-year Managed Print Services agreement with COS Xerox to provide multi-function printer equipment, service and supplies with an estimated cost for the five-year agreement of approximately $4 million, however the final total cost will depend on variables, such as print volume;

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any purchase by the College exceeding $500,000.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees authorize and direct the College President, or his designee, to enter into a five year agreement with COS Xerox for managed print services consistent with the terms described above after the Finance Agreement has been approved by the College General Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE

_________________________________________
Paula Hughes, Chairperson

_________________________________________
Bob Jones, Secretary

Dated: September 30, 2015
APPROVAL OF AN ENTERPRISE AGREEMENT WITH ADOBE SYSTEMS, INC.

RESOLUTION NUMBER 2015-64

WHEREAS, the College has had an agreement with Adobe Systems, Inc. for various software titles manufactured by Adobe Systems which expires on November 14, 2015; and

WHEREAS, at the request of the Chief Information Officer, the Office of Technology has successfully negotiated a new enterprise agreement (EA) with Adobe Systems, Inc. for various key software titles manufactured by Adobe Systems and Critical to the continued ability of the College to meet its educational mission, and

WHEREAS, under the enterprise agreement, which has a term of two years, the College will have the ability to purchase necessary and critical software from Adobe at a substantial discount through a reseller CDWG, and

WHEREAS, based on the negotiations with Adobe and benchmarking results against other state and higher education entities, the Office of Technology has determined that the price the College negotiated with Adobe is the lowest possible cost to the College for the software that will meet the College’s ongoing needs, and

WHEREAS, under the agreement the College will be able to purchase software used for instructional and administrative purposes from Adobe with discounts that are significantly better than those available to the College under any other applicable quantity purchase agreements with Adobe, and

WHEREAS, the term of this new Financing Agreement would be two years commencing on November 15, 2015 and continuing through November 14, 2017 at an annual payment not to exceed $550,000 for a total cost of $1,100,000.

WHEREAS, the State Board of Trustees of Ivy Tech Community College must approve any purchase by the College exceeding $500,000.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees 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, enterprise agreement (EA) with Adobe Systems, Inc., after review by the College General Counsel.

STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE

_________________________________________
Paula Hughes, Chairperson

_________________________________________
Bob Jones, Secretary

Dated: September 30, 2015
RESOLUTION NUMBER 2015-65

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

WHEREAS, the purpose of the agreement was to carry out a grant from USA Funds for the purpose of increasing 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, part of the agreement between the CHE, USA Funds, and Ivy Tech was that if retention rates among 21st Century Scholarship recipients rose by at least 5% above the three (3) year historical average retention rates for recipients, Ivy Tech would pay for the continued use of the services provided by Inside Track for the second year of the program, and

WHEREAS, 21st Century Scholars who were coached in fall 2014 were retained at a rate 8.8 percentage points higher than the historical average, and

WHEREAS, the cost of Inside Track’s services for the second year of these services is approximately $1,047,000.00, 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;

NOW THEREFORE 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

________________________________________
Paula Hughes, Chairperson

________________________________________
Bob Jones, Secretary

Dated: September 30, 2015
APPROVAL OF INCREASING THE NUMBER OF BOARD TRUSTEES FROM SEVEN (7) TO NINE (9) FOR IVY TECH COMMUNITY COLLEGE-SOUTHWEST

RESOLUTION 2015-66

WHEREAS, Ivy Tech Community College-Southwest Regional Board of Trustees established under IC 21-22-6-2 shall consist of at least seven (7) members, including at least five (5) members who are representative of the manufacturing, commercial, agricultural, labor and educational groups of the region, all to be appointed by the State Board,

WHEREAS, appointments are for three (3) year terms, on a staggered basis, and all trustees must be citizens of Indiana. Members may be appointed to an unlimited number of terms,

WHEREAS, vacancies on the Regional Board shall be filled according to IC 21-22-6-4;

WHEREAS, Southwest Regional Board suggests to expand the number of regional trustees from the existing seven (7) to nine (9) to provide representation from the Gibson County area and representation of additional industrial employers to bring valuable skills and talents to the College;

WHEREAS, to address the community needs in the Southwest workforce and community,

WHEREAS, a nominating committee will be formed consisting of College Chancellor, Office of the President, Chair of the Southwest Board of Trustees and State Trustee for the Southwest region which will take recommendations from the Regional Board,

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

NOW THEREFORE BE IT RESOLVED, that State Board of Trustees for Ivy Tech Community College agrees to increase the number of trustees from seven (7) to nine (9) to the Southwest Regional Board of Trustees Ivy Tech Community College.

State Trustees
Ivy Tech Community College of Indiana

______________________________
Paula Hughes, Chairperson

______________________________
Bob Jones, Secretary

Date September 30, 2015
REAPPOINTMENT OF REGIONAL TRUSTEES
North Central

RESOLUTION NUMBER 2015-67

WHEREAS, the North Central Regional Board would like to reappoint three members to the North Central Regional Trustees, and

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phil Metcalf</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Tina Patton</td>
<td>Commerce</td>
</tr>
<tr>
<td>Jerry L. Thacker</td>
<td>Education</td>
</tr>
</tbody>
</table>

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

NOW THEREFORE BE IT RESOLVED, that Phil Metcalf, Tina Patton, and Jerry L. Thacker are hereby appointed as regional trustee for Ivy Tech Community College of Indiana – North Central, effective immediately,

AND FURTHER BE IT RESOLVED, Phil Metcalf, Tina Patton, and Jerry L. Thacker will serve through June 30, 2018, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

______________________________
Paula Hughes, Chairperson

______________________________
Bob Jones, Secretary

Dated September 30, 2015
REAPPOINTMENT OF REGIONAL TRUSTEES  
Northwest  

RESOLUTION NUMBER 2015-68  

WHEREAS, the Northwest Regional Board would like to reappoint six members to the Northwest Regional Trustees, and  

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frank M. Cardello</td>
<td>Manufacturing</td>
</tr>
<tr>
<td>Andrew Kyres</td>
<td>Commerce</td>
</tr>
<tr>
<td>Peter J. Trinidad, Sr.</td>
<td>Labor</td>
</tr>
<tr>
<td>Timothy Stoner</td>
<td>Agriculture</td>
</tr>
<tr>
<td>Heather McCarthy</td>
<td>At Large</td>
</tr>
<tr>
<td>Janet Seabrook, M.D.</td>
<td>At Large</td>
</tr>
</tbody>
</table>

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

NOW THEREFORE BE IT RESOLVED, that Frank M. Cardello, Andrew Kyres, Peter J. Trinidad, Sr., Timothy Stoner, Heather McCarthy and Janet Seabrook, M.D. are hereby appointed as regional trustee for Ivy Tech Community College of Indiana – Northwest, effective immediately,  

AND FURTHER BE IT RESOLVED, Frank M. Cardello, Andrew Kyres, Peter J. Trinidad, Sr., Timothy Stoner, Heather McCarthy and Janet Seabrook, M.D. will serve through June 30, 2018, or the date, on which successors are duly appointed, whichever is later.  

STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE  

____________________________________  
Paula Hughes, Chairperson  

____________________________________  
Bob Jones, Secretary  

Dated September 30, 2015
RESOLUTION NUMBER 2015-69

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

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>CONSTITUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anita A. Sipes</td>
<td>Commerce</td>
</tr>
</tbody>
</table>

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

NOW THEREFORE BE IT RESOLVED, that Anita A. Sipes are hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Columbus, effective immediately,

AND FURTHER BE IT RESOLVED, Anita A. Sipes will serve through June 30, 2018, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

____________________________________
Paula Hughes, Chairperson

____________________________________
Bob Jones, Secretary

Dated September 30, 2015
<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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<tbody>
<tr>
<td>Lafayette</td>
<td>141 Leadership Lafayette</td>
<td>Leadership Lafayette</td>
<td>$79,514</td>
<td>07/01/15</td>
<td>06/30/16</td>
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<tr>
<td>Central Indiana</td>
<td>181 Bowen Scholars 2015-2019</td>
<td>Bowen Family Foundation</td>
<td>360,000</td>
<td>08/15/15</td>
<td>08/14/19</td>
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<tr>
<td>Fort Wayne (NE)</td>
<td>131 TRiO Student Support Services</td>
<td>US Department of Education</td>
<td>231,103</td>
<td>09/01/15</td>
<td>08/31/20</td>
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<tr>
<td>Central Indiana</td>
<td>181 TRiO Student Support Services</td>
<td>US Department of Education</td>
<td>231,103</td>
<td>09/01/15</td>
<td>08/31/20</td>
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<tr>
<td>Kokomo</td>
<td>151 Industrial Skills Strat Init</td>
<td>Community Funds of Wabash County</td>
<td>26,916</td>
<td>07/28/15</td>
<td>07/27/16</td>
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<tr>
<td>Kokomo</td>
<td>151 Pauline Barker Foundation 2015-2016</td>
<td>Pauline Barker Education Trust</td>
<td>22,407</td>
<td>06/01/15</td>
<td>05/31/16</td>
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<td>Central Indiana</td>
<td>181 CHE AmeriCorps VISTA 2015-2016</td>
<td>IN Commission for Higher Education</td>
<td>4,500</td>
<td>07/14/15</td>
<td>07/13/16</td>
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<tr>
<td>Muncie</td>
<td>161 CHE AmeriCorps ScholarCorp 2015-2016</td>
<td>IN Commission for Higher Education</td>
<td>2,000</td>
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<td>07/31/16</td>
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<tr>
<td>Fort Wayne (NE)</td>
<td>131 ICC Faculty Fellows ECE 2015-2016</td>
<td>Indiana Campus Compact</td>
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<td>05/31/16</td>
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<tr>
<td>Central Indiana</td>
<td>181 CHE ScholarCorps AmeriCorps 2015-2016</td>
<td>IN Commission for Higher Education</td>
<td>2,000</td>
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<td>07/31/16</td>
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<td>Columbus</td>
<td>201 Heritage Fund - iGrad</td>
<td>Community funds of Bartholomew County</td>
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<td>07/30/17</td>
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<td>Lafayette</td>
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<td>Tippecanoe School Corporation</td>
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<td>08/12/15</td>
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TOTAL $1,576,386
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<th>Grants &amp; Contracts</th>
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<td>Total this Report</td>
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<td>2015-2016 YTD-Total to Date</td>
<td>5,155,423</td>
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<tr>
<td>2014-2015 Fiscal Year-End Total</td>
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<td>2013-2014 Fiscal Year-End Total</td>
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<td>2012-2013 Fiscal Year-End Total</td>
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<td>2011-2012 Fiscal Year-End Total</td>
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<td>2010-2011 Fiscal Year-End Total</td>
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<td>2009-2010 Fiscal Year-End Total</td>
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<td>2008-2009 Fiscal Year-End Total</td>
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<td>2007-2008 Fiscal Year-End Total</td>
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<td>2006-2007 Fiscal Year-End Total</td>
<td>17,679,145</td>
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<td>2005-2006 Fiscal Year-End Total</td>
<td>$25,057,679</td>
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## DISBURSEMENTS OF $100,000.00 AND OVER
### FOR THE MONTH OF AUGUST 2015

<table>
<thead>
<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
</tr>
</thead>
<tbody>
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<td>I. Article VIII Contracts and Other Documents Approval and authorization of the Board.</td>
<td>Retirement</td>
<td>119,847.10</td>
<td>PERF</td>
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<td>Rx Payment</td>
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<td>County and State Taxes</td>
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<td>Retirement</td>
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<td>Rx Payment</td>
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<td>Retirement</td>
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<td></td>
<td>FICA/MQFE/Federal Taxes</td>
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<tr>
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<td>Rx Payment</td>
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<td>Medco</td>
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<td>Reimbursement for Health Ins. Claims</td>
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<td>Retirement</td>
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<td>FICA/MQFE/Federal Taxes</td>
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<td>Reimbursement for Health Ins. Claims</td>
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<td>FICA/MQFE/Federal Taxes</td>
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<td>Anthem Blue Cross Blue Shield</td>
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<tr>
<td></td>
<td>Rx Payment</td>
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<td>Medco</td>
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<table>
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<th>Check Date</th>
<th>Reference</th>
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<td>08/31/15</td>
<td>J0161853</td>
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</table>
## Authorization for Amount of Approved Check

In accordance with Article IV of the Officers of the Board, Section 5, Treasurer, Article VIII, Execution of Contracts and other Documents, Section A, Approval and authorization of the Board:

<table>
<thead>
<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
<th>Reference Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.</td>
<td>Money Market</td>
<td>881,305.55</td>
<td>Lake City Bank</td>
<td>08/03/15</td>
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<td>Money Market</td>
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<td>J0161836</td>
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</tbody>
</table>

## DISBURSEMENTS OF $100,000.00 AND OVER FOR THE MONTH OF AUGUST 2015 Page 2

### III. Reported to the Board of Trustees under $500,000

<table>
<thead>
<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
<th>Reference Number</th>
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</thead>
<tbody>
<tr>
<td>A Instructional Equipment</td>
<td>Evansville Welding Supply LLC.</td>
<td>107,091.66</td>
<td>08/03/15</td>
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<td>B RR General Construction, Indianapolis</td>
<td>J C Ripberger Construction Corp</td>
<td>344,962.60</td>
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<td>C Instructional Equipment</td>
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<td>271,292.00</td>
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<td>D Furniture</td>
<td>RJE Business Interiors, LLC.</td>
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<td>08/08/15</td>
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<td>E RR General Construction, Bloomington</td>
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<td>323,617.50</td>
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<td>F General Construction, Bloomington</td>
<td>Bruns-Gutzwiller Inc.</td>
<td>138,423.50</td>
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<td>G RR General Construction, Bloomington</td>
<td>Commerical Interiors Inc.</td>
<td>134,931.24</td>
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<td>H General Construction, Bloomington</td>
<td>Crown Electric Inc.</td>
<td>420,475.70</td>
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<tr>
<td>I Computers</td>
<td>Dell</td>
<td>134,834.98</td>
<td>08/12/15</td>
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<td>J General Construction, Bloomington</td>
<td>Heflin Industries LLC.</td>
<td>210,207.83</td>
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<td>K Land Improvements</td>
<td>Mac Construction &amp; Excavating</td>
<td>224,871.92</td>
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<tr>
<td>N Capital Equipment</td>
<td>Johnson Controls</td>
<td>213,258.80</td>
<td>08/18/15</td>
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<tr>
<td>O RR General Construction, Bloomington</td>
<td>Schmidt Associates Inc.</td>
<td>101,982.28</td>
<td>08/18/15</td>
<td>50-0075849</td>
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</tbody>
</table>
### DISBURSEMENTS OF $100,000.00 AND OVER

**FOR THE MONTH OF AUGUST 2015**

**Page 3**

<table>
<thead>
<tr>
<th>Authorization for Disbursement</th>
<th>Purpose of Disbursement</th>
<th>Amount of Disbursement</th>
<th>Approved Vendor</th>
<th>Check Date</th>
<th>Reference Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>III. Reported to the Board of Trustees under $500,000</td>
<td>P  Bond Series T Good Faith Deposit</td>
<td>300,000.00</td>
<td>U.S. Bank</td>
<td>08/18/15</td>
<td>J0161144</td>
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<tr>
<td></td>
<td>Q  Instructional Equipment</td>
<td>120,179.30</td>
<td>Aidex Corporation</td>
<td>08/21/15</td>
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<tr>
<td></td>
<td>R  Computer Software Lease</td>
<td>349,497.55</td>
<td>Bell Tech.logix</td>
<td>08/24/15</td>
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<td></td>
<td>S  RR General Construction, Indianapolis</td>
<td>105,453.91</td>
<td>Gibraltar Construction Corp.</td>
<td>08/25/15</td>
<td>50-0076438</td>
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<tr>
<td></td>
<td>T  RR General Construction, Indianapolis</td>
<td>183,569.25</td>
<td>J C Ripberger Construction Corp</td>
<td>08/25/15</td>
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<tr>
<td></td>
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<td>James Babcock Inc.</td>
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<td></td>
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<td>180,453.30</td>
<td>Johnson Meloh Inc.</td>
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<td>50-0076450</td>
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<tr>
<td></td>
<td>W  RR General Construction, Indianapolis</td>
<td>133,100.00</td>
<td>Rex Collins Electrical, Inc</td>
<td>08/25/15</td>
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<td></td>
<td>X  General Construction, Muncie</td>
<td>462,665.20</td>
<td>Gibraltar Construction Corp.</td>
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<tr>
<td></td>
<td>Y  General Construction, Muncie</td>
<td>159,530.62</td>
<td>Santarossa Mosaic Tile Co. Inc.</td>
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<td>50-0076696</td>
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<tr>
<td></td>
<td>Z  Furniture</td>
<td>135,732.00</td>
<td>TLS by Design LLC.</td>
<td>08/27/15</td>
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<tr>
<td></td>
<td>AA RR General Construction, Indianapolis</td>
<td>136,058.93</td>
<td>Hagerman, Inc</td>
<td>08/28/15</td>
<td>50-0076812</td>
</tr>
<tr>
<td>IV. Approved by the Board of Trustees over $500,000.</td>
<td>A  Lease/Services and Fees</td>
<td>1,314,674.57</td>
<td>Blackboard Inc.</td>
<td>08/17/15</td>
<td>50-0075665</td>
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<tr>
<td></td>
<td>B  Services and Fees</td>
<td>547,095.83</td>
<td>Blackboard Inc.</td>
<td>08/18/15</td>
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<tr>
<td></td>
<td>C  Insurance renewals</td>
<td>1,454,729.35</td>
<td>Arthur J Gallagher Risk Mgmt.</td>
<td>08/19/15</td>
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<td>D  Services and Fees</td>
<td>547,095.83</td>
<td>Blackboard Inc.</td>
<td>08/26/15</td>
<td>50-0076524</td>
</tr>
</tbody>
</table>
Building, Grounds and Capital Committee

September 30, 2015
Buildings Grounds and Capital Discussions

Construction and Land Acquisition Topics (Resolutions)
A. Change Orders Noblesville
B. Contract Approval for Terre Haute HVAC Replacement
C. Gary Ivy Tech/IU Lab Renovation

Discussion or Information Items
Bidding trends/impact on Ivy Tech
Bloomington Dedication Event
A. Region 8/Central Indiana, Noblesville – Request Approval for Additional Scope Change Orders

• The project has been deliberately under budget to ensure critical structural areas (roof, chillers, elevators) were addressed first.

• Completion of critical work is coming to a close. An evaluation of remaining needed items has been completed with areas of focus including:
  • Building envelop (tuck-pointing masonry, glazing, sealing exterior building), Replacing exterior doors, Update existing restroom exhaust, Install help buttons in parking lots, technology updates to various classrooms.

• The following contractors need Change Orders approved to increase the value of their State Trustee Contracts by more than 10% to complete additional scope:
  • J.C. Ripberger, $911,232 which represents an increase of 33% to contract.
  • Johnson-Melloh Inc., $227,867 which represents an increase of 12% to contract.
  • Rex Collins, $438,612 which represents an increase of 24% to contract.

• Central Indiana Regional Board and the Facility Design Council have recommended these Change Orders.

REQUEST: Approval of change orders for J.C. Ripberger, Johnson-Melloh, Inc. and Rex Collins totaling $1,577,711
B. Region 7/Wabash Valley – Terre Haute Request Approval on HVAC Replacement Contract

- 2015 State R&R Funds were allocated to replace HVAC units in Isaac's Building in Terre Haute.
- Bids opened on June 23rd to which one bidder responded.
- Responsive bidder is B&S Plumbing & Heating, Inc.
- Request approval for College to contract with B&S Plumbing & Heating, Inc. in the amount of $639,000
- Total project cost $722,900; including construction, architect design fees, project management and contingency.
- Contract has been recommended for approval by the Facilities and Design Council and Regional Board of Trustees.

REQUEST: Approval to contract with B&S Plumbing & Heating, Inc. in the amount of $639,000
C. Region 1/Northwest Indiana – Request Approval to Contract with IU to Build Out Labs

- Ivy Tech and IU Northwest partnered to design and build a new building in Gary, IN (Ivy Tech/IUN Art and Science Building).
- State approved project a portion of funds to each university;
  - Ivy Tech- $17 million
  - IU Northwest- $28 million
- Original plans included 4 Science Labs for Ivy Tech.
- Due to construction estimates, 2 of the labs were changed to general purpose and 2 labs converted to classrooms with the potential to be labs in the future during the design phase and then bid as an alternate.
- Ivy Tech has the opportunity to accept the alternate at a cost of $500,000 to build out all 4 labs as originally designed.
- Facilities and Design Council and Northwest Indiana Regional Board recommended this project.

REQUEST: Approval to contract with IU Northwest to accept alternate bid to build out labs in Ivy Tech/ IUN Arts and Science Building in the amount of $500,000
Where are all the bidders?

- Small firms have gone out of business.
- Labor pool doesn’t meet the demand
- To far to travel for smaller projects.
- Margins are higher in private work.

Shortage of labor.

Expect cost to rise due to labor shortage.

Work has picked up and contractors can be more specific about the type of work they are pursuing.

We’re too busy right now.

Landscape vendors are busy catching up from a wet season.
What has Ivy Tech Experienced?

Project: Parking Lot Projects, Terre Haute
- # Bid Response: 1
- #Bidders Personally Contacted: 9

Project: Parking Lot Projects, Indianapolis & Franklin
- # Bid Response: 0
- #Bidders Personally Contacted: 3

Project: Fiber Backbone Upgrade, Terre Haute
- # Bid Response: 1
- #Bidders Personally Contacted: 7

Project: HVAC Project, Terre Haute
- # Bid Response: 1
- #Bidders Personally Contacted: 6

Project: (5) Roof Repair and Replacements, Kokomo
- # Bid Response: 1
- #Bidders Personally Contacted: 4

Published in papers
What are we doing to resolve or minimize the issue?

• Reaching out to potential bidders prior to bid advertisements to let them know what is in the pipeline in effort to gain interest.
• Advertising project work in more places than required by law (any project over $150,000 requires publication in at least 2 newspapers):
  • Share project listing with Mid-States Minority Supplier Development Council (organization will distribute projects to members who fit the opportunity).
  • Email to all registered MBE/VBE/WBE organizations with Indiana Department of Administration which fit the opportunity.
  • Uploaded projects to the Conexus website (state site for bidders).

• We have created a new on-line site to publish all Ivy Tech Public Works Projects in one location. Site is scheduled to roll out in test phase in coming month: https://www.ivytech.edu/facilities/14038.html
Building Expansion
RIBBON CUTTING

TUESDAY, NOVEMBER 17, 5PM
Questions?
I. Action Items:

A. Consideration of a Resolution Approving a Contract with COS-XEROX Print Services

- In 2008 the College invested in multi-function printers (MFPs) statewide through the IKON/Ricoh contract. This equipment replaced a variety of copiers, printers and multi-function devices in more than sixty locations across the state. Over this timeframe, the College has acquired 416 MFPs and maintained 22 additional production printers in nine regional copy centers.
- We have just completed a formal procurement to replace this aging MFP equipment and to expand the program to incorporate the College’s remaining networked and direct-attached printers. This process lasted 12 months with a committee comprised of regional EDFs, IT Directors and Central Office staff. The selected vendor, COS Xerox, bid an equipment lease cost 20% less than our current vendor. This equates to more than $200,000 of savings annually on the equipment lease alone.
- The service and supply costs for the MFP program will continue to be a separate cost from the equipment lease. This is priced at a per impression or print cost. With our new vendor, this cost drops considerably over what we are paying today. We will save more than an additional $200,000 annually on these user driven costs.
- An analysis is underway right now to measure print volumes through the MFPs and the networked printers so the COS Xerox team working alongside regional IT Directors can make a recommendation for an equipment mix by facility. Our goal is to maximize equipment capacity and minimize our equipment footprint; all the while ensuring we meet the needs of faculty, staff and students in the regions.
- Ricoh estimated 2000-2500 printers remain in the College across the state. This estimate translates into a nearly two to one ratio of printer to FTE faculty/staff in the college. Last fiscal year the regions spent nearly $250,000 on toner. Retiring this equipment and migrating their work to our MFPs will provide financial benefits college-wide, including dramatically reduced toner, maintenance and replacement costs. Moreover, with expanded technologies like release to print, sensitive information will be better protected.
- When the analysis demonstrates that a region needs to add more MFPs to cover the increased network printer traffic, then we will identify funding for this through the shared services’ budget allowance for network printer refresh and maintenance.
- Finally, with regard to the copy centers, there might be opportunities to explore outsourced management services, but our initial goal is to replace existing equipment and migrate network printer traffic to MFPs.

B. Consideration of a Resolution Approving a Contract with Adobe Systems, Inc.
The college would like to enter into a two-year enterprise agreement with Adobe Systems, Inc. to extend the life of the current agreement. This will provide the following benefits to the college:

- Currently used by:
  - All Regions – Administrative
  - Schools: School of Business, Technology, Fine Arts and Design, Public and Social Services, Liberal Arts and Sciences and Applied Science and Engineering.
- Provides the College with the ability to mix and match the Adobe products (contained in our agreement) that we need for our faculty, computer labs and staff.
- We have the ability to shift a license from one individual to another as faculty and staff transition throughout the College no matter the device (PC or MAC).
- Standardize on a single platform and desktop application statewide.
- Ability to edit or export PDFs to Office.
- Ability to add audio and video files to PDFs.
- Ability to send document for e-signature.
- Standardize the efficiency and rollout of creative product(s) during semester transitions for faculty and staff.
- Increase level of support provided to the regions due to single platform, configuration, and design.

C. Consideration of a Resolution Approving a Statement of Work for Student Coaching Programs

- This 2-year agreement is with InsideTrack to provide coaching services to 21st Century Scholars new to Ivy Tech in Fall 2014 and Fall 2015 with the goal of increasing retention rates.
- Fall 2014 services was paid for through a USA Funds grant provided to the Indiana Commission for Higher Education, which was directly billed to the ICHE.
- Continuation of the contract for the 2nd year was contingent upon increasing retention rates by at least 5% above the three year historical average retention rate for 21st Scholars.
- Students who were coached in fall 2014 were retained at a rate 8.8 percentage points higher than the historical average for 21st Century Scholars therefore meeting the contingency.
- In accordance to the agreement 2015 services are to be paid by Ivy Tech.
- The estimated amount to be paid by Ivy Tech is $1,047,000.

Information Items:

A. Foundation Update

B. Grants Update

C. Procurement Update Information will be provided at the Board Meeting
## Ivy Tech Foundation Major Gifts Analysis
### 2014-2015

<table>
<thead>
<tr>
<th>Major Gifts</th>
<th>2012 &amp; 2013</th>
<th>2014 &amp; 2015</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Donations</td>
<td>30,500,000</td>
<td>48,700,000</td>
<td>160%</td>
</tr>
<tr>
<td>$1M + Gifts</td>
<td>$11,600,000</td>
<td>$19,800,000</td>
<td>171%</td>
</tr>
<tr>
<td>Number of $1M Gifts</td>
<td>6</td>
<td>13</td>
<td>217%</td>
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<tr>
<td>Number of $1M Asks</td>
<td>14</td>
<td>41</td>
<td>293%</td>
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<tr>
<td>Partners $1,000+</td>
<td>966</td>
<td>1622</td>
<td>168%</td>
</tr>
<tr>
<td>Partners &lt;$1,000</td>
<td>5302</td>
<td>6502</td>
<td>123%</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>2011-2012-2013</th>
<th>2014-2015-2016</th>
<th>Improvement</th>
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<tbody>
<tr>
<td>Contribution Revenue Run Rate</td>
<td>$13.9M</td>
<td>$24.2M</td>
<td>174%</td>
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</table>

### Fundraising Effectiveness Project*

<table>
<thead>
<tr>
<th></th>
<th>Median Donor*</th>
<th>Ivy Tech</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retention</td>
<td>43%</td>
<td>55%</td>
</tr>
<tr>
<td>Attrition</td>
<td>57%</td>
<td>45%</td>
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</table>
Note: FY2011 excludes Lilly Endowment Grant of $22.9M

74% growth vs. average for previous 3 years.
## Competitor Analysis
### Voluntary Support of Education* 2014

<table>
<thead>
<tr>
<th>STATE</th>
<th>INSTITUTION</th>
<th>AMOUNT RAISED</th>
<th>CONTROL</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIANA</td>
<td>Ivy Tech Community College of Indiana</td>
<td>$23,486,960</td>
<td>PUB</td>
</tr>
<tr>
<td>NEW YORK</td>
<td>Broome Community College</td>
<td>$9,735,956</td>
<td>PUB</td>
</tr>
<tr>
<td>WYOMING</td>
<td>Northern Wyoming Community College</td>
<td>$7,914,764</td>
<td>PUB</td>
</tr>
<tr>
<td>WASHINGTON</td>
<td>Clark College</td>
<td>$7,786,519</td>
<td>PUB</td>
</tr>
<tr>
<td>CALIFORNIA</td>
<td>Cuesta College</td>
<td>$6,153,296</td>
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</tr>
<tr>
<td>NEW YORK</td>
<td>Monroe Community College</td>
<td>$4,943,973</td>
<td>PUB</td>
</tr>
<tr>
<td>NEW YORK</td>
<td>SUNY Westchester Community College</td>
<td>$4,819,413</td>
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<tr>
<td>FLORIDA</td>
<td>Broward College</td>
<td>$4,603,412</td>
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<tr>
<td>SOUTH CAROLINA</td>
<td>Greenville Technical College</td>
<td>$4,233,006</td>
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<tr>
<td>INDIANA</td>
<td>Vincennes University</td>
<td>$4,219,108</td>
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</table>

*2014 Voluntary Support of Education (VSE) Survey* is the authoritative source of information on private giving to higher education and private K-12 institutions in the United States. The Council for Aid to Education (CAE) has managed the survey since 1957. Data from the survey are available for online benchmarking via CAE’s Data Miner service.
In comparison to ~100 community colleges, Ivy Tech Foundation is in the upper quartile of the following:

1. Employee Giving Participation Rate.
2. Number of Gifts of $2.5M or More.
4. Scholarships Awarded.
5. Donor Records.
2015 – 2016 Foundation Goals

1. Grow donations an average of 15% over three-year period.


3. Facilitate and mobilize Board Member participation as recommended by Strategic Initiatives Committee.

4. Develop long-term needs by Region for focused fundraising.

5. Continue statewide implementation of:
   - Women in Philanthropy.
   - Advanced Manufacturing & Business Division.
   - Systematic Training Program.
# Ivy Tech Donor Focus

<table>
<thead>
<tr>
<th>Entity</th>
<th>FY14-15 Donors</th>
<th>Donations</th>
<th>Entity Number</th>
<th>% Giving</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) State Board of Trustees</td>
<td>14</td>
<td>86%</td>
<td>$619.2</td>
<td>$716.6</td>
<td>$2.2M</td>
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<tr>
<td>2) Foundation Board</td>
<td>55</td>
<td>100%</td>
<td>$511.4</td>
<td>$608.8</td>
<td>$1.6M</td>
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<tr>
<td>3) Regional Boards</td>
<td>98</td>
<td>25%</td>
<td>$67</td>
<td>$50.6</td>
<td>$48.7</td>
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<tr>
<td>4) College Leadership</td>
<td>52</td>
<td>68%</td>
<td>$95.7</td>
<td>$100.8</td>
<td>$72.7</td>
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<tr>
<td>5) Employees*</td>
<td>3,356</td>
<td>51%</td>
<td>$615.4</td>
<td>$681.7</td>
<td>$610.1</td>
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<tr>
<td>6) Individual Donors</td>
<td>4,371</td>
<td>N/A</td>
<td>$3.3M</td>
<td>$3.8M</td>
<td>$9.6M</td>
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<tr>
<td>7) Alumni Giving</td>
<td>124,190</td>
<td>0.5%</td>
<td>$206.3</td>
<td>$243.4</td>
<td>$194.9</td>
<td></td>
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<tr>
<td>8) Campaigns</td>
<td>8</td>
<td>N/A</td>
<td>$8.5M</td>
<td>$14.6M</td>
<td>$14.4M</td>
<td></td>
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<tr>
<td>9) Prospects on File**</td>
<td>54,621</td>
<td>9%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Without Adjuncts – With Adjuncts 8,978
** Without Alumni – With Alumni 173,667
FY15-16 Focus

Key Areas of Focus

- Campaign Success
  - Focus on Success
- Retention of Donors
  - Focus on Retention
- Planned Giving
  - Focus on Planned Giving
- New $1,000+ Donors
  - Focus on New Donors
- Million Dollar Asks
  - Focus on Million Dollar Asks
- Pipeline Management
  - Focus on Pipeline Management

Value Proposition

8 Campaigns
$14.4M in 2016 Donations
Development Partnership with Corporate College

Currently 48%
Annual Fund/Employee Campaign Will Enhance
Upgraded Stewardship Program under Construction

44 in FY15-16 Budget
29 Actual Planned Gift Proposals Last Year
Over 100 Planned Gifts Received in Ivy Tech’s Lifetime
Re-engineering Marketing Brochures

Currently 580 @ $1,000 Donor Level or Above
Target 15% Growth by Regions
Annual Fund Will Enhance Results
Upgrade Donors to (1963 Giving Society)

20 Asks in Budget
Utilization of Research Capability
Target Analytics will enhance prospecting

Prospect Worksheet/Top 100 Focus
EDD Bi-monthly Meeting
Monthly Scorecard/ROI Reports
## Top Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Fund</strong></td>
<td>• Building of tools complete&lt;br&gt;• Donation goal FY15-16: $702K&lt;br&gt;• Annette and Sandy will drive to institutionalize</td>
</tr>
<tr>
<td><strong>Women in Philanthropy</strong></td>
<td>• Club is formed&lt;br&gt;• Notification/solicitation occurring&lt;br&gt;• Scheduled to host 150 ladies on October 30, 2015.&lt;br&gt;• Governance established – “Guiding Circle”</td>
</tr>
<tr>
<td><strong>Statewide Development Assessment</strong></td>
<td>• Met with Chris Ruhl&lt;br&gt;• Aggregate Regional needs previously identified&lt;br&gt;• Segregate 4 major areas of need&lt;br&gt;• Utilize EDDs and EDFs on first phase</td>
</tr>
<tr>
<td><strong>Social Media</strong></td>
<td>• Initiate project in October 2015&lt;br&gt;• Include Linkedin, Twitter, Facebook, Instagram&lt;br&gt;• Crowd funding</td>
</tr>
</tbody>
</table>
Donor Solicitation Model

**Tools**
- Raiser’s Edge
- Target Analytics
- Research Capabilities
- Scorecard

**Targets**
- Trustees
- Prospects on File
- Foundation Board
- Alumni
- College Leadership
- Corporations
- Regional Boards
- Foundations
- ITCC Vendors
- Corporate College
- Customers

**Solicitors**
- Development Officers
- Foundation Leadership: Howarth, Lamb, Murphy, Snyder
- Foundation Board Members
- College Presidents, Deans, Chancellors

**Donor Products**
- Planned Giving Bequest
- Capital Campaign
- Employee Giving Campaign
- Circle of Ivy
- Alumni Donations (by School)
- Annual Fund
## Hypothesis 2015-2016

### 1) 2013-2015 Structure and Donor Tools Built:

- Annual Fund
- Alumni Association
- Research Capabilities
- Training
- Women in Philanthropy
- Target Analytics
- Metrics/Analytics

### 2) Focus on Enhanced Stewardship and Retention of Donors

### 3) New Donor Segmentation/Identification Expected in All Regions and Driven by Foundation

### 4) High-wealth Prospects More Closely Involved in Ivy Tech

### 5) Each Development Officer Has Major Prospect List to Cultivate
THANK YOU FOR EVERYTHING YOU DO FOR IVY TECH
Grants Office Update

September 2015

Brian Thomas – Executive Director
By the Numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active Grants</td>
<td>161</td>
<td>$53,893,081</td>
</tr>
<tr>
<td>Grants in Submitted Pipeline</td>
<td>46</td>
<td>$9,322,415</td>
</tr>
<tr>
<td>Grant Awards: July 1 – Sept 11</td>
<td>38</td>
<td>$14,242,582</td>
</tr>
</tbody>
</table>
### Award Highlight

**U.S. Department of Education – Student Support Services (SSS – TRIO)**

Total Statewide Per Year: $927,265  
Total Statewide over 5 Years: $4,636,325

<table>
<thead>
<tr>
<th>Region</th>
<th>Project Director</th>
<th>FY15-16 Award</th>
<th>Total Award</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Northwest</strong></td>
<td>August Deneal</td>
<td>$ 219,996</td>
<td>$1,099,980</td>
</tr>
<tr>
<td><strong>East Central</strong></td>
<td>Linda Mann</td>
<td>$ 245,063</td>
<td>$1,225,315</td>
</tr>
<tr>
<td><strong>Northeast</strong></td>
<td>Beth Clemens</td>
<td>$ 231,103</td>
<td>$1,155,515</td>
</tr>
<tr>
<td><strong>East Central</strong></td>
<td>Mike Slocum</td>
<td>$ 231,103</td>
<td>$1,155,515</td>
</tr>
</tbody>
</table>

**U.S. Department of Education – Student Support Services (SSS – TRIO)**

Total Statewide Per Year: $927,265  
Total Statewide over 5 Years: $4,636,325
Areas of Focus

- Funding Research
- Strategic Approach
- Foundation External Partners
- Internal Stakeholders
- Training Incentives Recognition

Participate!
1. Words from the Provost
   Presenter: Dr. Steven Tincher, Interim Provost and Vice President for Business and Public Services Division

2. Enrollment Report Fall 2015/ Career Services Update
   Presenters: Jeff Fanter, Senior Vice President Student Experience/Communication & Marketing
                Anne Valentine, Vice President Student Experience & Customer Service

3. Discipline Dialogue Summary
   Presenter: Dr. Marcus Kolb, Assistant Vice President of Academic Policy and Assessment

4. Online and Competency Based Education Update
   Presenter: Kara Monroe, Associate Vice President Online Academic Programs

5. CHE Review
   Presenters: Dr. Steven Tincher, Interim Provost and Vice President for Business and Public Services Division and Chancellors
Planning and Education Committee
agenda
October 2015
Enrollment Report
Fall 2015
State Board of Trustees
September Meeting
Enrollment will continue grow this Fall
2014 End of term enrollment = 103,864
<table>
<thead>
<tr>
<th>Region</th>
<th>Headcount (Difference)</th>
<th>FTE (Difference)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Indiana</td>
<td>18,786 (1,791) -10%</td>
<td>10,055 (828) -8%</td>
</tr>
<tr>
<td>Northeast</td>
<td>7,558 (627) -8%</td>
<td>4,349 (331) -8%</td>
</tr>
<tr>
<td>Northwest</td>
<td>7,267 (802) -10%</td>
<td>4,876 (528) -11%</td>
</tr>
<tr>
<td>East Central</td>
<td>6,154 (685) -11%</td>
<td>4,195 (477) -11%</td>
</tr>
<tr>
<td>North Central</td>
<td>5,928 (824) -14%</td>
<td>3,122 (290) -9%</td>
</tr>
<tr>
<td>Bloomington</td>
<td>5,371 (477) -9%</td>
<td>3,198 (309) -10%</td>
</tr>
<tr>
<td>Lafayette</td>
<td>5,185 (358) -7%</td>
<td>3,585 (397) -11%</td>
</tr>
<tr>
<td>Southwest</td>
<td>4,048 (511) -13%</td>
<td>2,191 (272) -12%</td>
</tr>
<tr>
<td>Terre Haute</td>
<td>3,535 (403) -11%</td>
<td>2,317 (231) -10%</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>3,360 (132) -4%</td>
<td>1,873 (108) -6%</td>
</tr>
<tr>
<td>Kokomo</td>
<td>3,255 (576) -18%</td>
<td>1,969 (333) -17%</td>
</tr>
<tr>
<td>Columbus</td>
<td>2,843 (253) -9%</td>
<td>1,636 (124) -8%</td>
</tr>
<tr>
<td>Richmond</td>
<td>2,433 (305) -13%</td>
<td>1,312 (210) -16%</td>
</tr>
<tr>
<td>Southeast</td>
<td>2,342 (190) -8%</td>
<td>1,337 (141) -11%</td>
</tr>
</tbody>
</table>
Student Type Comparison 2011 vs. 2015

- Continuing: 69% (2011), 64% (2015)
Student Type Comparison 2011 vs. 2015


2011 vs. 2015 comparison chart.
Efforts to Impact Change

- Revising recruiter position/expectations and admissions structure
- Established Client Relationship Management (CRM) tool
- Professional development training for recruitment team
- Expanding recruitment/outreach efforts including express efforts and measuring results
- Review rush enrollment period
- New marketing agency – Miller Brooks
- Hearing more from students
Student Feedback

March 15, 2013 (Non-Returning Students)
- More/better follow-ups or contacts with your academic advisor
- More course options during evenings/weekends or more online course options
- Easier access to find answers to your questions

October 7, 2013 (Non-Returning Students)
- More/better follow-ups or contacts with your academic advisor
- Better follow-up/communication and assistance from financial aid office
- More course options during evenings/weekends or more online course options

April 11, 2014 (Non-Returning Students)
- More course options during evenings/weekends or more online course options
- More/better follow-ups or contacts with your academic advisor
- Easier access to find answers to your questions

March, 2015 (Non-Returning Students)
- More course options during evenings/weekends or more online course options
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- More course options during evenings/weekends or more online course options
- More/better follow-ups or contacts with your academic advisor
- Better follow-up/communication and assistance from financial aid office
Efforts to Impact Change

- Improve orientation experience
- Division specific student success courses
- Developing and Launching co-req remediation model
- Creating program specific pathways to completion
- Redesigning Math to ensure course is aligned with needs of the program
- Expanded use of Ivy Advising tools
- Inside Track coaching
- Focusing on advising and the role of academic advisors and faculty mentors
Current Model – Career Services

- Staff size & roles vary
- Limited relationships with key employers
- Add-on to academic mission
- Independent functional area
- Reach a limited number of students
New Model – Career Development

- Proactive collaboration & shared resources
- Engagement of ALL students
- Deeper relationship with key employers
- Network of connectors
- Goals & metrics

Our primary purpose is to build connections and communities for a stronger network that promotes student success.
Important First Steps

• Integrate with Academic Advising via Academic Completion Plan
• Include in IVYT curriculum
  – Indiana Career Explorer
Core Functions

1) Career Advising
2) Professional Development
3) Employer Relations & Placement
Embed Career Advising Into Academic Advising

- Joint effort with Academic Advising
- From day one, every student
- Career Success Plan integrates with Academic Completion Plan
Work-Based Experiences for the Future

• Promote and endorse a work-based experience programs

• Students complete at least one work-based experience and build these into every degree program

• Develop a clearinghouse to report work-based experiences
• Evaluate use of current tools

• Identify technology tool that best aligns with new model and integrates with other systems; consider badging opportunities

• Utilize technology to match students with employers; do the search function for them
Discipline Dialogues Summary

- Part of professional development days now required in faculty contract
- Based on Majors Meetings model from Utah, ongoing for 15 years
- For purposes of professional development, all full-time faculty convened, by program, in Indianapolis on August 13; first meeting of its kind for ITCC
- Agenda was determined by faculty from each program, with several common items
  - Engagement hours
  - Open Educational Resources
  - Additional training needs
  - Gateway courses, where applicable
  - “Top 14” course interventions
Discipline Dialogues Summary

- Examples of faculty determined agenda items:
  - Use of sim labs (med lab tech)
  - Common assessments of student learning (psychology)
  - Best practices in teaching and assessment (social sciences)
  - Teaching communication and critical thinking (imaging sciences)
  - New website overview (construction tech, Technology Division)
  - Developing rubrics (fine arts)
Discipline Dialogues Summary

- Examples of faculty comments from evaluation:
  - Most valuable part of day...
    - “Brainstorming best practices”
    - “Meeting people from other campuses”
    - “breaking off into discussion groups…”
  - Least valuable part of day...
    - “Driving all day…”
    - “Seemed unorganized”
 Discipline Dialogues Summary

- Next steps
  - Determine whether or not to make this an annual event
  - If we continue, in what format?
  - Prepare meeting facilitators
  - Prompt faculty to ask questions for which we can provide data to spur discussion
Competency Based Education Update
September 2015
Update

• Spring/Summer 2015 – Office Administration (OFAD) faculty design content in CBE format for MOS certificate

• Breakthrough Models Incubator July 28 - 31, 2015
  – Bi-weekly reporting
  – Narrative, Business Model and “artifact” – March 1, 2016

• Discipline Dialog Days – Paul Addison and Kara Monroe updated faculty in SDEV/School of Informatics

• Fall 2015 – Course content in CBE-style format launched
TC in Software Development
Program Design

• **Program**
  • Employer and Employment focused program in Software Development
  • Not transfer focused

• **Student Population**
  • Under/un-employed individuals or those with some college
  • ready for College level work
  • personal traits appropriate to CBE format

• **Employer Engagement**
  • Review competencies during design
  • Review assessments during design
  • Engage with students during program/immediately following program ("try before you buy")
  • “Return on Investment” measurement after 1st year of employment
Program Design

• **Academic Model**
  • Direct Assessment
  • Project Based/Authentic Assessment
  • Alternative faculty roles (SME, Content Development, Assessment)

• **Business Model**
  • 6 month rolling subscription
  • Entry every 8 weeks (moving towards goal of monthly)
  • Target is 100 students at launch

• **Technology**
  • Gapware/Middleware will be needed at launch
  • Ellucian product design participant
  • Blackboard CBE Module pilot
90 Day Cycles – May 2016

Phase 0
Design
July – Aug 2015
- BMI Participation
- Program Design articulated
- Review design with faculty
- Outcome & Competency Framework

Phase 1
Competencies & Operational Plan
Aug - Nov 2015
- Competency development with employers
- Operational leads identified
- Operational teams develop work plans
- Review of OFAD process/transfer knowledge from lessons learned

Phase 2
SME Content & Operational Work
Nov 15 – Feb 16
- Content & assessment development
- Employer Review
- Marketing and communication planning
- Operational teams execute work plans

Phase 3
Implementation Prep
Feb – May 2016
- Content & assessment development
- Role definition
- Recruitment and enrollment activities begin
- Submit BMI Report
90 Day Cycles – January 2017

Phase 4
Alpha Implementation
May – Aug 2016
• Alpha Launch (10 students & linked employers);
  Content & operations refined
• Marketing for Full Launch
• Recruitment & Enrollment continues

Phase 5
Beta Implementation
Aug – Oct 2016
• Beta class (25 students & linked employers added);
  Content & operations refined
• Professional Development across roles
• Recruitment and enrollment continues

Phase 6
Cohort 1 Launch
October 17, 2016
• Cohort 1 Launch (65 students & linked employers added)
• Content & operational refinement continues
• PD review & update as needed

Phase 7
Transition to Ongoing Operations
January 2017
• Cohort 2 Launch (100 students & linked employers)
• Content & operational review processes established and operational
• On demand PD available
AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting September 30, 2015
Ivy Tech Corporate College Update

State Board of Trustees Meeting
September 2015
Revenue and Expense Report
# Statewide Revenue and Expense Totals

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>($950,122.87)</td>
<td>$1,526,800.37</td>
<td>$576,677.50</td>
</tr>
<tr>
<td>August</td>
<td>($1,987,891.16)</td>
<td>$2,493,261.98</td>
<td>$505,370.82</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014 - 2015</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015 - 2016</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>($835,362.14)</td>
<td>$1,531,319.82</td>
<td>$695,957.68</td>
</tr>
<tr>
<td>August</td>
<td>($1,965,555.56)</td>
<td>$2,359,083.29</td>
<td>$393,527.73</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>$119,280.18</td>
<td>21%</td>
</tr>
<tr>
<td>($111,843.09)</td>
<td>22%</td>
</tr>
</tbody>
</table>
## Certification & Workforce Assessment Only

### 2014 - 2015

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>($93,147.92)</td>
<td>$784,252.85</td>
<td>$691,104.93</td>
</tr>
<tr>
<td>August</td>
<td>($134,657.21)</td>
<td>$1,077,095.04</td>
<td>$942,437.83</td>
</tr>
</tbody>
</table>

### 2015 - 2016

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>($59,333.00)</td>
<td>$795,839.39</td>
<td>$736,506.39</td>
</tr>
<tr>
<td></td>
<td>($162,701.17)</td>
<td>$648,019.26</td>
<td>$485,318.09</td>
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</table>

<table>
<thead>
<tr>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>$45,401.46</td>
<td>7%</td>
</tr>
<tr>
<td>($457,119.74)</td>
<td>-49%</td>
</tr>
</tbody>
</table>
## Statewide Revenue and Expenses Minus Certification Line Item

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2014 - 2015</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July</td>
<td>($856,974.95)</td>
<td>$742,547.52</td>
<td>($114,427.43)</td>
</tr>
<tr>
<td>August</td>
<td>($1,853,233.95)</td>
<td>$1,416,166.94</td>
<td>($437,067.01)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Month</th>
<th>Expenditures</th>
<th>Revenues</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2015 - 2016</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July</td>
<td>($776,029.14)</td>
<td>$735,480.43</td>
<td>($40,548.71)</td>
</tr>
<tr>
<td>August</td>
<td>($1,802,854.39)</td>
<td>$1,711,064.03</td>
<td>($91,790.36)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>$73,878.72</td>
<td>65%</td>
</tr>
<tr>
<td>$345,276.65</td>
<td>79%</td>
</tr>
</tbody>
</table>
Sales Report
## New Contracts Won

<table>
<thead>
<tr>
<th>Region</th>
<th>August 2014</th>
<th>August 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Northcentral</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Northeast</td>
<td>3</td>
<td>7</td>
</tr>
<tr>
<td>Lafayette</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Kokomo</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>East Central</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Wabash Valley</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>Richmond</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Columbus</td>
<td>16</td>
<td>11</td>
</tr>
<tr>
<td>Southeast</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>Southwest</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>Bloomington</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>Statewide</td>
<td>63</td>
<td>46</td>
</tr>
</tbody>
</table>

### Companies Served

- Allison Transmission, Inc.
- Arvin Sango
- Auburn Gear
- Bridesville Tool & Die, Inc.
- Belden Americas Division
- Berry Plastics [EVV-HQ]
- Bremen Castings Inc.
- Cablecraft Motor Controls
- Chrysler Kokomo Casting Plant
- Chrysler Kokomo Transmission Plant
- Cummins-Seymour
- Discount Labels
- Draper, Inc.
- Eli Lilly & Co
- Enkei
- Flanders Electric Motor Services, Inc.
- Fort Wayne Metals
- General Electric
- Global Corporate College
- Honda
- Hoosier Tire and Rubber
- Kiser Industrial Manufacturing Company
- Kremers-Urban Pharmaceuticals
- LHP Software
- Magna Powertrain of America, Inc.
- MainGate Inc.
- Martinrea Industries, Inc.
- Nipro Glass Americas
- Nucor Steel Gallatin
- PRIMEX PLASTICS CORP
- Rochester Metal Products Corporation
- SCAN
- Seymour School Corporation
- Stimulus Engineering
- Tenneco
- Toyota Industrial Equipment Mfg.
- Tuthill Transfer Systems
- Voss Automotive, Inc.

←Includes contracts won by CCE’s and PM’s
## Statewide Corporate College Enrollments
### Year-To-Date April 2015

<table>
<thead>
<tr>
<th>Region</th>
<th>August 2014 Enrollment</th>
<th>August 2015 Enrollment</th>
<th>Variance</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>576</td>
<td>80</td>
<td>-496</td>
<td>-86%</td>
</tr>
<tr>
<td>Northcentral</td>
<td>310</td>
<td>274</td>
<td>-36</td>
<td>-12%</td>
</tr>
<tr>
<td>Northeast</td>
<td>633</td>
<td>312</td>
<td>-321</td>
<td>-51%</td>
</tr>
<tr>
<td>Lafayette</td>
<td>314</td>
<td>78</td>
<td>-236</td>
<td>-75%</td>
</tr>
<tr>
<td>Kokomo</td>
<td>412</td>
<td>236</td>
<td>-176</td>
<td>-43%</td>
</tr>
<tr>
<td>East Central</td>
<td>570</td>
<td>400</td>
<td>-170</td>
<td>-30%</td>
</tr>
<tr>
<td>Wabash Valley</td>
<td>337</td>
<td>145</td>
<td>-192</td>
<td>-57%</td>
</tr>
<tr>
<td>Central Indiana</td>
<td>763</td>
<td>552</td>
<td>-211</td>
<td>-28%</td>
</tr>
<tr>
<td>Richmond</td>
<td>107</td>
<td>164</td>
<td>57</td>
<td>53%</td>
</tr>
<tr>
<td>Columbus</td>
<td>381</td>
<td>428</td>
<td>47</td>
<td>12%</td>
</tr>
<tr>
<td>Southeast</td>
<td>332</td>
<td>302</td>
<td>-30</td>
<td>-9%</td>
</tr>
<tr>
<td>Southwest</td>
<td>473</td>
<td>562</td>
<td>89</td>
<td>19%</td>
</tr>
<tr>
<td>Sellersburg</td>
<td>583</td>
<td>408</td>
<td>-175</td>
<td>-30%</td>
</tr>
<tr>
<td>Bloomington</td>
<td>287</td>
<td>597</td>
<td>310</td>
<td>108%</td>
</tr>
<tr>
<td>Statewide</td>
<td>6,078</td>
<td>4,538</td>
<td>-1540</td>
<td>-25%</td>
</tr>
</tbody>
</table>

* Duplicated enrollment
** Credit and Non-Credit
## Sales Calls

<table>
<thead>
<tr>
<th>Average Calls For</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>July</td>
<td>18/CCE</td>
<td>12/CCE</td>
</tr>
<tr>
<td>August</td>
<td>23/CCE</td>
<td>12/CCE</td>
</tr>
<tr>
<td>September</td>
<td>16/CCE</td>
<td></td>
</tr>
<tr>
<td>October</td>
<td>18/CCE</td>
<td></td>
</tr>
<tr>
<td>November</td>
<td>16/CCE</td>
<td></td>
</tr>
<tr>
<td>December</td>
<td>13/CCE</td>
<td></td>
</tr>
<tr>
<td>January</td>
<td>16/CCE</td>
<td></td>
</tr>
<tr>
<td>February</td>
<td>16/CCE</td>
<td></td>
</tr>
<tr>
<td>March</td>
<td>16/CCE</td>
<td></td>
</tr>
<tr>
<td>April</td>
<td>13/CCE</td>
<td></td>
</tr>
<tr>
<td>May</td>
<td>14/CCE</td>
<td></td>
</tr>
<tr>
<td>June</td>
<td>15/CCE</td>
<td></td>
</tr>
</tbody>
</table>
Revenue In Pipeline

Gross Revenue potential for activity won in August 2015 = $388,597

Gross Revenue in pipeline with 90 written proposals = $492,113
Assessment Findings – Progress to Date

- Created first 90 day action plan
- Began process reviews
  - Contract Management
  - Program Delivery
- Regular meetings with all staff
- Gathering information for the Voice of the Customer Interviews
- Brought in a seasoned leader to work with the Account Executives
- Reviewing all contracts with 3rd party providers
- Testing Center process review well underway
- Creating a curriculum library
Next Steps

- Continue to work the 90 day plan
- Regional visits focused on Account Executives
- Expanded use of IvyForce (Salesforce)
- Voice of the Customer Interviews
- Complete process reviews
- Define top courses in Open Enrollment
- Define target industry segments
President’s Report

Report will be given at the State Board of Trustees Meeting September 30, 2015