

**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 in person and virtually on April 7-8 2021. These meetings are being held in compliance with IC 5-14-1.5 *et seq* and the Governor’s Executive Orders 20-04 and 20-09. Only the governing body will attend in person all others may instead participate remotely.

Wednesday, April 7, 2021

The public is invited to attend the meetings open to the public by remote access using this link:
<https://ivytech.zoom.us/j/95281341894?pwd=L1h5Y1ZKVmEyTnBUQVNQK2pKOHVIZz09>

1:30 pm **Education Session of the State Board of Trustees** (*open to the public*)
The State Trustees will hold a meeting virtually to consider and take action on such items as may be brought before them.

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

- (2) (B) Initiation of litigation that is either pending or has been threatened specifically in writing.
- (2)(C) The implementation of security systems.
- (2) (D) A real property transaction, including:
 - (i) a purchase; (ii) a lease as lessor; (iii) a lease as lessee; (iv) a transfer; (v) an exchange; or (vi) a sale;
- (5) To receive information about and interview prospective employees
- (7) For discussion of records classified as confidential by state or federal statute.
- (9) To discuss job performance evaluations of individual employees. This subdivision does not apply to a discussion of the salary, compensation, or benefits of employees during a budget process.

Thursday, April 8, 2021

The public is invited to attend the Committee and Board meetings open to the public by remote access using this link: <https://ivytech.zoom.us/j/93942885538?pwd=eTVRTmRjc2VvbE9FNnpUTIRFOVcvUT09>

8:00 am **Board Committee Meetings** (*open to the public*)
The State Trustees will hold the regular committee meetings virtually

8:00 am – 9:00 am	Academics & Student Experience (60 min)
9:00 am - 9:45 am	Budget & Finance (45 min)
9:45 am - 10:00 am	BREAK
10:00 am – 10:30am	Human Resources & Operations (30 min)
10:30 am – 11:00 am	Building & Grounds (30 min)
11:00 am – 11:15 am	Marketing & Public Relations (15 min)
11:15 am - Noon	Workforce Alignment (45 min)

1:00 pm **Regular State Board of Trustees Meeting** (*open to the public*)
The State Trustees will hold a regular meeting virtually to consider and take action on such items as may be brought before them.

Secretary
Dated this March 31, 2021



Preliminary Agenda as of March 31, 2021*

Meeting of the State Board of Trustees

April 8, 2021

- I. Roll Call**
- II. Report of Secretary on Notice of Meeting**
- III. Approval of Minutes – February 4, 2021**
- IV. Resolutions**

Budget & Finance

Resolution 2021-6, Approval of Contract with Workday for Enterprise Resource Planning Software

Human Resources & Operations

Resolution 2021-7, Approval of a One Year Agreement with Oracle America, INC. to provide the College with Database Software Required for Banner

Resolution 2021-8, Approval of Campuses and Campus Service Areas

Building & Grounds

Resolution 2021-9, Approval of a Contract for Bathroom Renovations Indianapolis Campus

Resolution 2021-10, Approval of a Contract for Ivy Hall Chiller Replacement Lafayette Campus

Resolution 2021-11, Approval of Contract with Amatrol for Purchase of Smart Factory Enterprise System

Workforce Alignment

Resolution 2021-12, Approval of Contract with Inside Track for Career Coaching

Resolution 2021-13 Approval of Contract with Skillful Indiana

- V. Committee Reports**
 - a) Academics & Student Experience
 - b) Budget & Finance
 - c) Human Resources & Operations
 - d) Building & Grounds
 - e) Marketing & Public Relations
 - f) Workforce Alignment
- VI. Treasurer's Report, Matt Hawkins, Senior VP CFO, and Treasurer**
- VII. State of the College, Sue Ellspermann, PhD President**

VIII. Old Business

IX. New Business

Resolution 2021-14, Appointment of Campus Board of Trustees

X. Adjournment

**MINUTES OF THE MEETING OF THE STATE
BOARD OF TRUSTEES**

IVY TECH COMMUNITY COLLEGE
February 4, 2021

Chairman Terry Anker called the State Board of Trustees' meeting to order at 1:00 pm via Zoom Webinar.

ROLL CALL

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

The following State Trustees were present (via Zoom Webinar):

Mr. Terry Anker, Chairman
Ms. Stephanie Bibbs, Vice Chair
Mr. Andrew W. Wilson, Secretary
Mr. Jesse Brand
Mr. Michael R. Dora
Mr. Larry Garatoni
Ms. Kim Emmert O'Dell
Ms. Tanya Foutch
Ms. Marianne Glick
Ms. Gretchen Gutman
Ms. Paula Hughes-Schuh
Mr. Steve Schreckengast
Mr. Kerry Stemler

The following Trustees were absent:

Mr. Harold Hunt
Mr. Stewart McMillan

A. NOTICES OF MEETING MAILED AND POSTED:

Trustee Andrew Wilson, Secretary, confirmed that notice of February 4, 2021, regular meetings were properly mailed and posted. This meeting is being held in compliance with IC 5-14-1.5 *et seq* and the Governor's Executive Orders 20-04 and 20-09. No members of the governing body attended in person and instead participated remotely. The public was invited to attend the meetings open to the public by remote access by which a link was shared in that public notice.

B. APPROVAL OF BOARD MINUTES:

Trustee Glick moved for approval of the minutes of the December 3, 2020 board meeting. Trustee Brand seconded the motion, and the motion carried unanimously.

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

C. COMMITTEE REPORTS:

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

Matthew Pittman presented an update on the progress of IvyOnline's implementation. He updated the board on accomplishments thus far, including the Closing the Gap grant, ASOM revisions, and the IvyOnline Advisory Council's launch. Matthew highlighted the growth of IvyOnline from Fall 2019 to Fall 2020 and projected growth through full implementation in Fall 2021. He also covered the trend in cost per credit hour and projected costs as IvyOnline reaches full implementation. Next, three courses were highlighted with a focus on success metrics and enrollment. Justin Dammeier presented an update on parts of IvyOnline's professional development plans, including the Virtual Instruction Certification, work with the Indiana Black Expo, and the Online Instructional Strategies Conference. Finally, Justin updated the board on the online orientation for students new to online courses, including completion data and survey results.

Jo Nahod-Carlin presented an update on the Spring headcount. Overall, we are down about 11% from YOY, which is in-line with national trends showing that community college students are canceled their plans to attend College at more than twice the rate of 4-year students.

Jo also provided an update on Project Hoosier Recruit. Ivy Tech contracted with Dale Carnegie & Associates to conduct sales & recruitment trainings as part of Proto Type 1. The program lasts six weeks, and training topics include leadership coaching and accountability, attitudes and prospecting, and sales processes. Classes began January 4 for our first set of cohorts, with the second set of cohorts beginning February 1, and we'll have the seven pilot campuses complete by March 17. Final interviews for the AVP of Recruitment were completed, and an offer will be extended this week. ProtoType 2 is centered on the first-term experience, and Bloomington & Sellersburg are completing process definitions and cross-functional training. Kokomo & Richmond represent ProtoType 3 and are currently setting accountability goals, exploring community partnerships, and will be preparing an enrollment checkout program.

Item 2 Chairman Anker called upon Trustee Gutman for a report from the **Audit Committee**. Trustee Gutman reported there were no action items for approval.

Representatives from the State Board of Accounts discussed the financial and federal compliance audits and the exit conference related to the federal compliance audit in January. We discussed the reports to the confidential hotline, received an update on pending litigation and a cybersecurity report. Also reviewed the audit schedule for 2020-21 and the three-year audit plan and internal audit reports that had been issued since our last meeting.

Item 3 Chairman Anker called upon Trustee Jesse Brand for a report from the **Budget & Finance committee**.

Trustee Brand reported there no action items for approval. The committee received an extensive Legislative report from Mary Jane Michalak. Matt Hawkins shared the state-level higher education budget development status along with Ivy Tech's internal revenue and expense update for FY2021. Matt discussed the year-to-date revenue estimate of \$369.2M, the adjusted budget of \$373.5M, and noting the year prior \$393M. Investment Income estimated Student Fees \$10.5M below budget. State Appropriation as expected (after adjusting for state cut). Investment Income \$5.8M higher than expectation (12/31/2020 mark to market estimate -\$2.4M). Next to

discussing yearly expenses, an actual \$269M, adjusted budget \$270.3M, and noting the year prior \$274.1M. Total Exp. \$1.3M below budget

Item 4

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

Trustee Schreckengast moved for approval.

Resolution 2021-1, Approval of Contract for HVAC Replacement at East Chicago Campus, Lake County

Trustee Garatoni seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

Trustee Schreckengast moved for approval.

Resolution 2021-2, Declaration of Emergency Reconstruction and Rehabilitation of the Fisher Building

Trustee Bibbs seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"

Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

Trustee Schreckengast move for approval of

Resolution 2021-6, Approval of a Contract for Restoration of Temporary Power to the Fisher Building, Muncie

Trustee Garatoni seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

Item 5

Chairman Anker called upon Foundation President, John Murphy to provide the State of the Foundation. John reported that the Foundation has raised \$43M to date, 93% of their full-year goal. New CRM in progress. Strategic objectives on target and 13 campuses have already achieved year-end goals.

Item 6

Chairman Anker called upon Trustee Hughes-Schuh for a report from the Marketing & Public Relations Committee. Trustee Hughes-Schuh reported there is one action item for consideration and approval.

We heard from Vice President Jeff Fanter, Assistant Vice President Kelsey Batten, and Executive Director Kate Wallace from our marketing team. We got a recap on the earned media numbers for 2020. Thanks to all public relations team members' efforts across the state, the College saw its earned media number surpass \$35 million in 2020.

We also heard about the next steps in the exciting brand evolution project. The next step is to share the findings and the recommendations this Board approved with the entire College in campus town hall-type settings over the next few months. Things are moving along well, to launch that evolution in September completely.

We heard from Kate Wallace regarding the 2020 performance of our call center operations in partnership with Blackboard. It was clear potential, and current students called on the center for help during this pandemic as campuses were virtual at times and could not assist students who needed immediate phone assistance.

We heard about our digital marketing efforts from Kelsey Batten. We got updated numbers and a little insight into all of the reviewed data to help make the best strategic decisions when it comes to how to spend our digital marketing dollars. Things are working so well with the digital marketing efforts that Systems Office and campuses will continue to invest in Statwax. We have a resolution regarding an increase in spending budgeted dollars with Statwax.

Trustee Hughes-Schuh moved for approval of

Resolution 2021-3, New Agreement for the College's Statewide Digital Advertising with Statwax

Trustee Glick seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"

Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	“Aye”

Item 6

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

Sue Smith, VP of Advanced Manufacturing, reported on the Smart Manufacturing Digital Integration (SMDI) degree. SMDI is a degree based on new industry 4.0 skills needed to support the fourth industrial revolution.

There will be a CT, TC, and AAS aligned to the digital CTE and K12 graduation pathway with crosswalked certifications from the Smart Automation Certification Alliance (SACA). The degree was developed based on competencies listed by employers across the nation. Ivy Tech participated in developing the SACA certifications, and nine campuses participated in the certification validation. Other colleges participating include Gateway Technical in Kenosha, WI. Over 90% of companies surveyed forecast a high need for the degree and a high or moderate need for a 4.0 skilled workforce in the next 3 – 5 years. Companies are in various stages of 4.0 technology adoption.

Purdue Polytech is developing a bachelor's and master's degree in this area and is interested in developing a transfer agreement. SACA certifications can be offered as stand-alone credentials and micro-credentials.

The development of the degree captured the attention of the Indiana Manufacturers Association (IMA), and the five faculty who developed the degree and continue to develop the courses won the IMA's Manufacturing Talent Champion award in 2020 for the work they are doing that will attract talent to manufacturing and develop and upskill the current talent in manufacturing.

Trustee Wilson moved for approval of

Resolution 2021-4, Approval of Smart Manufacturing and Digital Integration Degrees

Trustee O'Dell seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

Mary Anne Sloan, VP of Nursing and Health Sciences, noted a demonstration of the new Nursing and Health Sciences Limited Enrollment/Select Admission programs online application will be provided.

The demonstration reflected the student user experience and was presented by Mary Anne Sloan and Nichole Stitt from Ivy Tech and our Appirio partners, Tere Traub and Ryan To.

D. TREASURER'S REPORT:

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

As discussed in the morning session, revenue is down \$5.1M and expenses \$1.3M to budget seven months into the year. The April Board Meeting will review net revenue for ten years and monthly dates to revenue/expense. Matt feels optimistic about State Budget based on the CHE recommendations, the governor, and state revenue being higher than expected.

In April, have further information on CRRSAA and state Budget development will be presented. Matt is confident in the College's financial position, hopefully going into the pandemic's last legs.

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

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

The motion carried unanimously

E. STATE OF THE COLLEGE

Chairman Anker called upon President Ellspermann to provide her State of the College report. President Ellspermann introduced Doneisha Posey, Vice President for Diversity, Equity & Belonging, for the announcement of the three winners of the Inaugural William R. Goins Spirit of Diversity Award, Wendy Chinn, Financial Aid Advisor, and Diversity Lead, Evansville Campus, Robin Harrington, Assistant Professor/Program Chair, Human Services, Sellersburg Campus and Wendy Railing, Director of Financial Aid, South Bend/Elkhart Campus. President Ellspermann provided COVID-19 Operational Update and walked through the Strategic Plan Metrics Dashboard, and discussed the Strategic Plan refresh for goals 1, 2, and 4 to match our environment's changes, our student's lives, our employers, and the current economy and workforce needs.

F. OLD BUSINESS

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

G. NEW BUSINESS

Chairman Anker called for new business.

Trustee Glick moved for approval of

Resolution 2021-5, Appointment of Campus Board of Trustees

Trustee Garatoni seconded the motion

Secretary Andrew Wilson called roll

Terry Anker, Chair	"Aye"
Stephanie Bibbs, Vice Chair	"Aye"
Andrew Wilson, Secretary	"Aye"
Jesse Brand	"Aye"
Michael Dora	"Aye"
Kim Emmert O'Dell	"Aye"
Tanya Foutch	"Aye"
Larry Garatoni	"Aye"
Marianne Glick	"Aye"
Gretchen Gutman	"Aye"
Paula Hughes-Schuh	"Aye"
Harold Hunt	Not Present
Stewart McMillan	Not present
Steve Schreckengast	"Aye"
Kerry Stemler	"Aye"

ADJOURNMENT

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

**STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE**

Dated February 5, 2021, Prepared by Gretchen L. Keller, Recording Secretary

**APPROVAL OF CONTRACT WITH WORKDAY
FOR ENTERPRISE RESOURCE PLANNING SOFTWARE**

RESOLUTION NUMBER 2021-6

WHEREAS, Resolution 2005-70 approved the College’s purchase and use of Banner for the College’s Enterprise Resource Planning Software (“ERP”), and

WHEREAS, since that approval in 2005 the College has used the Ellucian product Banner as its primary ERP system, and

WHEREAS, Resolution 2020-41 approved the most recent amendment to the contract with Ellucian for three (3) years through June 2024, with an option to extend an additional three (3) years, and

WHEREAS, the Office of Information Technology and the Procurement Division of the College issued a Request for Proposals (“RFP”) on April 16, 2020 as part of a review of the current and future state of the College’s ERP, and

WHEREAS, Banner has served as the primary software ERP for student and employee records, there are other software systems utilized by the College, and

WHEREAS, there is a desire and need to consolidate more of these software systems into one fully integrated ERP system, and

WHEREAS, following the review of the current system and the RFP process the College administration is recommending a ten (10) year contract be awarded and entered into with Workday, Inc. to provide comprehensive ERP services for the College and replace Banner, and

WHEREAS, the cost associated with the Workday contract will be \$30,227,790, and

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract with Workday for the College’s comprehensive ERP system for a term of ten (10) years in an amount not to exceed \$30,227,790, and

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

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 8, 2021

**APPROVAL OF A ONE-YEAR CONTRACT
WITH ORACLE AMERICA, INC.**

RESOLUTION NUMBER 2021-7

WHEREAS, the College utilizes a database software provided by Oracle America, Inc. (“Oracle”) required to run the Ellucian Banner ERP system, and

WHEREAS, the current contract with Oracle expires on May 10, 2021, and

WHEREAS, the College has negotiated a new enterprise agreement with Oracle for database software which is critical to the continued ability of the College to meet its educational mission, and

WHEREAS, the Office of Information Technology has determined the price the College has negotiated with Oracle is the lowest possible cost to the College for this software that will meet the College’s ongoing needs, and

WHEREAS, the term of this new enterprise agreement would be for one year commencing on May 11, 2021 and continuing through May 10, 2022 for a cost not to exceed \$1,145,466, and

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract with Oracle for the period of one year in an amount not to exceed \$1,145,466, and

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

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: April 8, 2021

**APPROVAL OF A CONTRACT FOR BATHROOM RENOVATIONS
INDIANAPOLIS CAMPUS**

RESOLUTION NUMBER 2021-9

WHEREAS, In Fiscal Year 2020, the Indianapolis Campus was approved by College administration for a restroom renovation project at the Glick Technology Center (“Project”), and

WHEREAS, this Project will make all restrooms in the Glick Technology Center ADA compliant, and provide all new finishes as the current restrooms are original to the 1988 construction of the building, and

WHEREAS, design has now been completed on this project and the total Project cost is estimated to be \$719,270, and

WHEREAS, the services needed to complete the Project are being procured using the job order contracting (“JOC”) method and all contractors will be compliant with State Trustee Resolution 2017-04 regarding the use of properly trained apprentices, and

WHEREAS, the Indianapolis administration, Campus Trustees and the College’s Facility Design Council recommend entering into a contract with Glenroy Construction, Inc. in the amount of \$672,073.01 to complete the Project, and

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

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with Glenroy Construction, Inc. in the amount of \$672,073.01, and

FURTHER BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and Treasurer 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 BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: April 8, 2021

**APPROVAL OF A CONTRACT FOR IVY HALL CHILLER REPLACEMENT
LAFAYETTE CAMPUS**

RESOLUTION NUMBER 2021-10

WHEREAS, the Lafayette Campus Ivy Hall academic building's twenty-one-year-old HVAC Chiller equipment has been in a failing condition for several years, and

WHEREAS, the Lafayette Campus administration consulted with A&E Firms and HVAC Contractors to develop specifications for replacement equipment ("Project"), and

WHEREAS, funding of \$341,000 have been made available from System's Office R&R funding sources and an additional \$341,000 from the campus matching funds have been made available to fully fund the Project, and

WHEREAS, the bid process has been completed in accordance with Indiana's public works law and College procedures including State Trustee Resolution 2017-04 regarding the use of properly trained apprentices, and

WHEREAS, Shambaugh and Son's bid was the lowest at \$576,345, and

WHEREAS, the Lafayette Campus Trustees and the College's Facility Design Council recommend approval of the contract, and

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

NOW THEREFORE BE IT RESOLVED that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with Shambaugh and Son's in the amount of \$576,345, and

FURTHER BE IT RESOLVED, that the State Trustees do hereby authorize and direct the President and Treasurer 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 BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: April 8, 2021

**APPROVAL OF CONTRACT WITH AMATROL
FOR PURCHASE OF SMART FACTORY ENTERPRISE SYSTEM
ELKHART CAMPUS**

RESOLUTION NUMBER 2021-11

WHEREAS, Resolution 2019-36 approved the construction of a building at the Elkhart Campus for flex lab manufacturing space (“Project”), and

WHEREAS, the construction of the building is nearing completion, and

WHEREAS, the Elkhart Campus prepared to continue with equipping the lab space in the new building by acquiring the Smart Factory Enterprise System from Amatrol in three phases, and

WHEREAS, the Amatrol Smart Factory Enterprise System is a complete training system that connects a modern assembly line to a remote manufacturing cell, and

WHEREAS, the complete Amatrol Smart Factory Enterprise System teaches the “building blocks” of Industry 4.0 technologies over several stages starting with the base mechatronics system, then adding “smart” technologies, then smart conveyors/AGV’s/Robotics Integration, and

WHEREAS, all three stages work in harmony to build up a student’s skill set in Industry 4.0 technology – starting with basics of sensors and PLC’s all the way through smart devices, data analytics and network security, and

WHEREAS, the purchase of the System is in three phases; Phase 1 cost is \$198,310.50, Phase 2 cost is \$169,670.70, and Phase 3 cost is \$229,471.00 for a total contract value of \$597,452.00, and

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract with Amatrol for the purchase of the Smart Factory Enterprise System to be installed in the new flex lab building at the Elkhart Campus in an amount not to exceed \$597,452.00, and

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

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 8, 2021

APPROVAL OF CONTRACT WITH INSIDE TRACK FOR CAREER COACHING

RESOLUTION NUMBER 2021-12

WHEREAS, Ivy Tech began working with InsideTrack in Fall 2014 to provide coaching through a grant to all new 21st Century Scholar students in Indiana, and

WHEREAS, Ivy Tech Community College is now implementing a system-wide initiative that emphasizes comprehensive career readiness practices alongside academics through the duration of the student experience, and

WHEREAS, the new model, known as Career Coaching & Employer Connections (CCEC), is transforming Ivy Tech's former Career Development structure and will shift the approach to intentional career advising and employer engagement, and

WHEREAS, utilizing the CCEC model, Ivy Tech students will complete their degrees with a path to high-wage, high-demand careers, which will enrich Indiana's workforce, communities, and economy, and

WHEREAS, in partnership with the State of Indiana, Ivy Tech received a \$3.8 million grant from CARES Act funding for the purpose of implementing the Rapid Recovery initiative for the State of Indiana, and

WHEREAS, as part of the grant award Ivy Tech agreed to utilize InsideTrack to help displaced workers and students to better identify the skills they need to become employed and coaching them on how to acquire those skills and present them to potential employers with a particular focus on non-cognitive skill development, and

WHEREAS, the program is designed to improve career and educational outcomes based on their long-term goals to support them in developing the skills to make effective career planning decisions, stand out in a crowded employment marketplace, and provide maximum value to their employers, and

WHEREAS, the contract with InsideTrack will cost \$1,225,500 for the term ending June 30, 2022, with funding provided by the CARES Act grant from the State of Indiana, and

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract for career coaching services with InsideTrack for a term ending June 30, 2022 in an amount not to exceed \$1,225,000, and

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

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE OF
INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 8, 2021

APPROVAL OF CONTRACT WITH SKILLFUL INDIANA

RESOLUTION NUMBER 2021-13

WHEREAS, in partnership with the State of Indiana, Ivy Tech received a \$3.8 million grant from CARES Act funding for the purpose of implementing the Rapid Recovery initiative for the State of Indiana, and

WHEREAS, the grant consists of \$3 million from the State of Indiana to directly support the staffing of CCEC and some of the technology solutions in the framework, all of which allows the College to meet its commitment to raising funds and meeting the match requirements of the generous grant from the Lilly Endowment, and

WHEREAS, the \$800,000 from Strada represents a four-way partnership (Strada, state of Indiana, Skillful Indiana, and Ivy Tech) to develop comprehensive training for career coaches across the spectrum in Indiana, and

WHEREAS, as part of the grant award Ivy Tech agreed to utilize Skillful Indiana to design and deliver a virtual foundational and occupational skills-based training program for career coaches that meets these needs and will be utilized by Ivy Tech Community College, and

WHEREAS, whether they are new hires from increases in workforce system funding or coaches from community-based organizations or community colleges in need of a foundational skills update, this training will help coaches more effectively and efficiently serve jobseekers at a time of critical need, and

WHEREAS, the contract with Skillful Indiana will cost \$800,000 for the term ending June 30, 2022, with funding provided by the CARES Act grant from the State of Indiana, and

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract for career coaching services with Skillful Indiana for a term ending September 30 30, 2021 in an amount not to exceed \$800,000, and

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

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 8, 2021



IVY TECH
COMMUNITY COLLEGE

ACADEMICS & STUDENT EXPERIENCE

April 8, 2021



OUR COMMUNITIES. YOUR COLLEGE.



Academics & Student Experience

AGENDA

1

K-14 Update

Rebecca Rahschulte, Vice President of K-14 Initiatives & Statewide Partnerships

2

Transfer Update

Russ Baker, Vice President for Academic Affairs

3

IvyOnline Update

Matthew Pittman, Assistant Vice President of Distance Learning & Educational Technology

4

Enrollment Update

Jo Nahod-Carlin, Vice President of Recruitment & Enrollment

K-14 Update

Rebecca Rahschulte

Vice President of K-14 Initiatives & Statewide Partnerships

K-14 Update

Indiana's Leaky Pipeline

80,000 students in a senior cohort

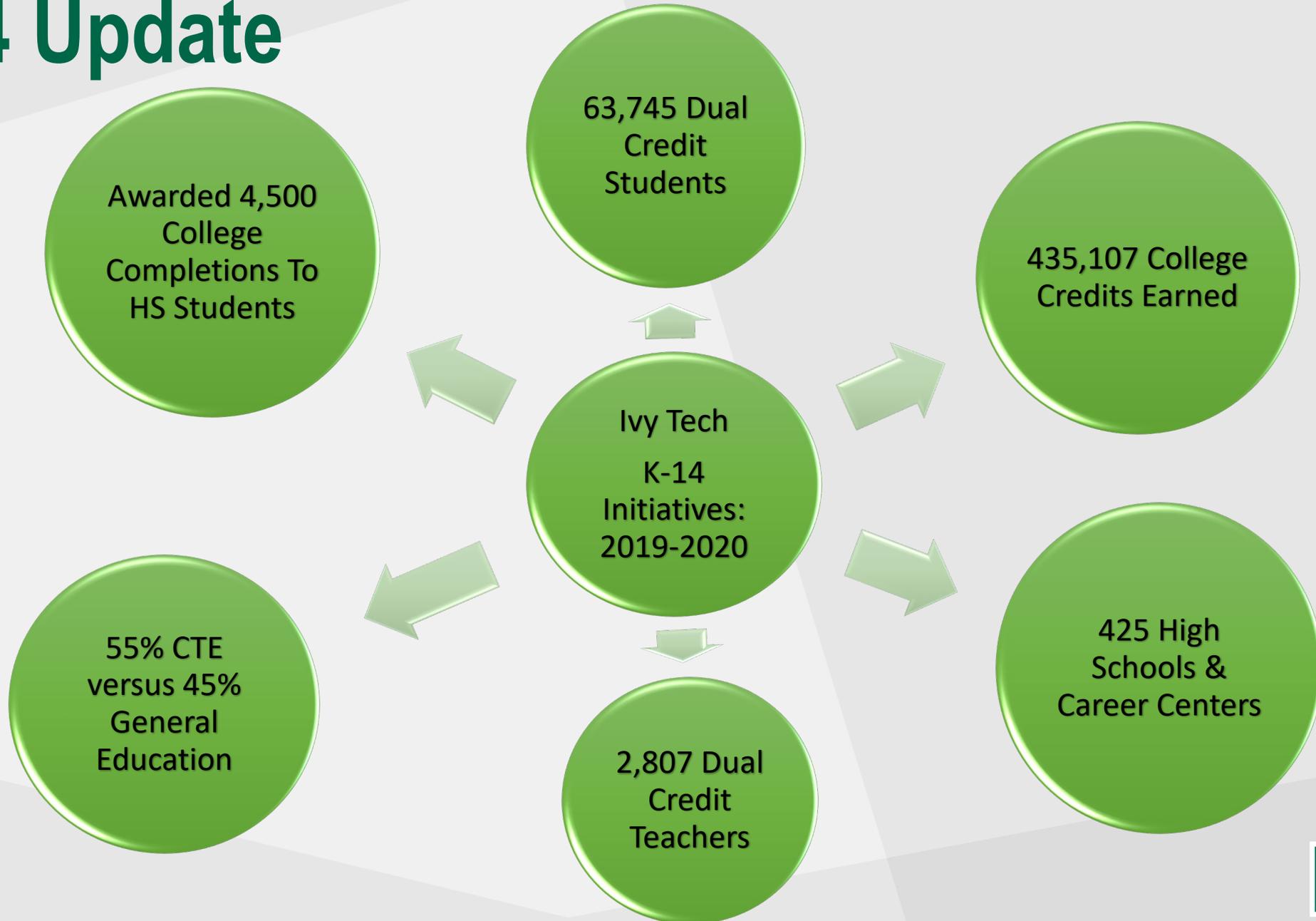
9,000 will not graduate

45,000 will head to a college or university in the fall.

Result: More than 50% of a graduating cohort is out of the system by the end of postsecondary year 1.

Result: Nearly **62%** will **NOT** have completed a postsecondary credential within 6 years.

K-14 Update

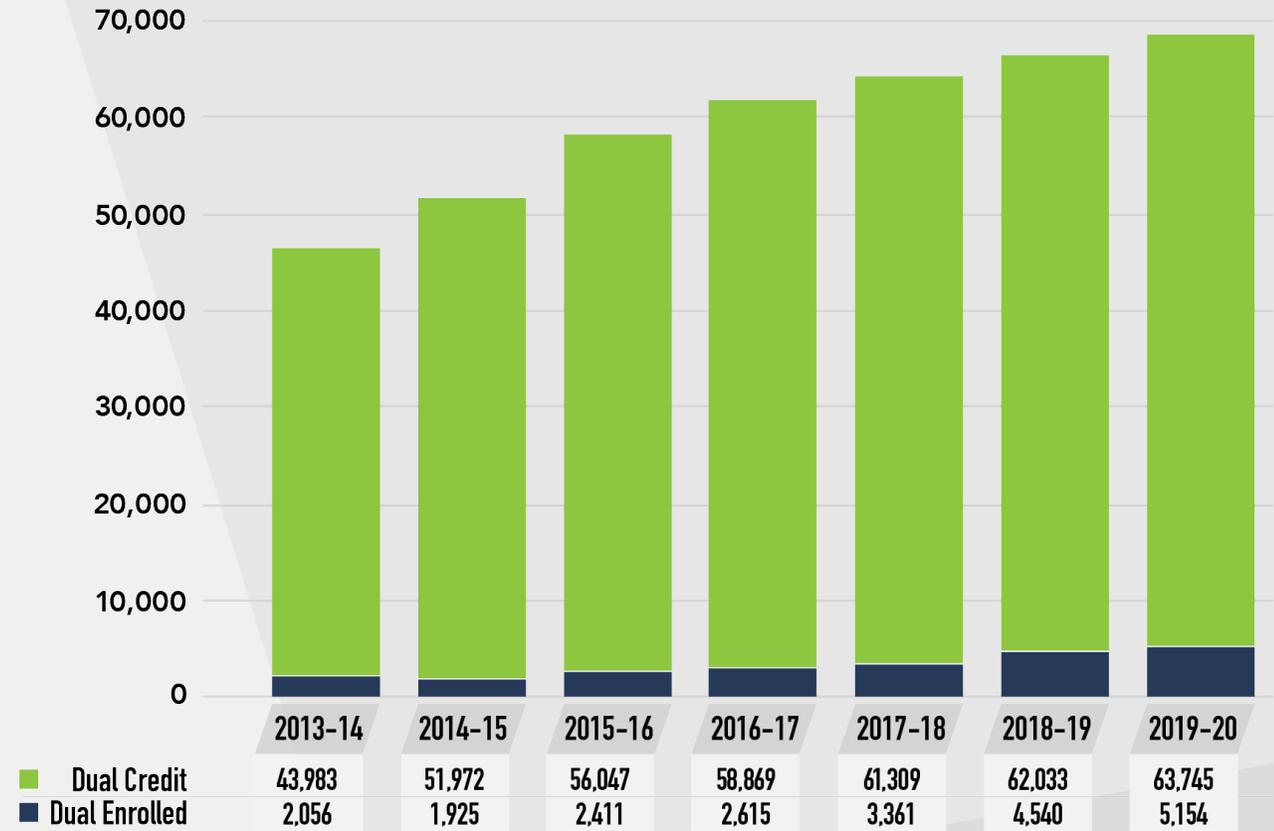


K-14 Update

Dual Credit / Enrolled Headcount

- Dual credit programming in partnership with more than **425** high schools and career centers throughout the state
- Continuous increase in dual credit and dual enrolled headcount with increased intentionality through pathway development
- Structured STGEC (Indiana College Core) and CTE pathways to completion with more than 200 K-12 partners
- In 2019-20 awarded over 435,000 credit hours via dual credit and dual enrollment saving Hoosier families millions

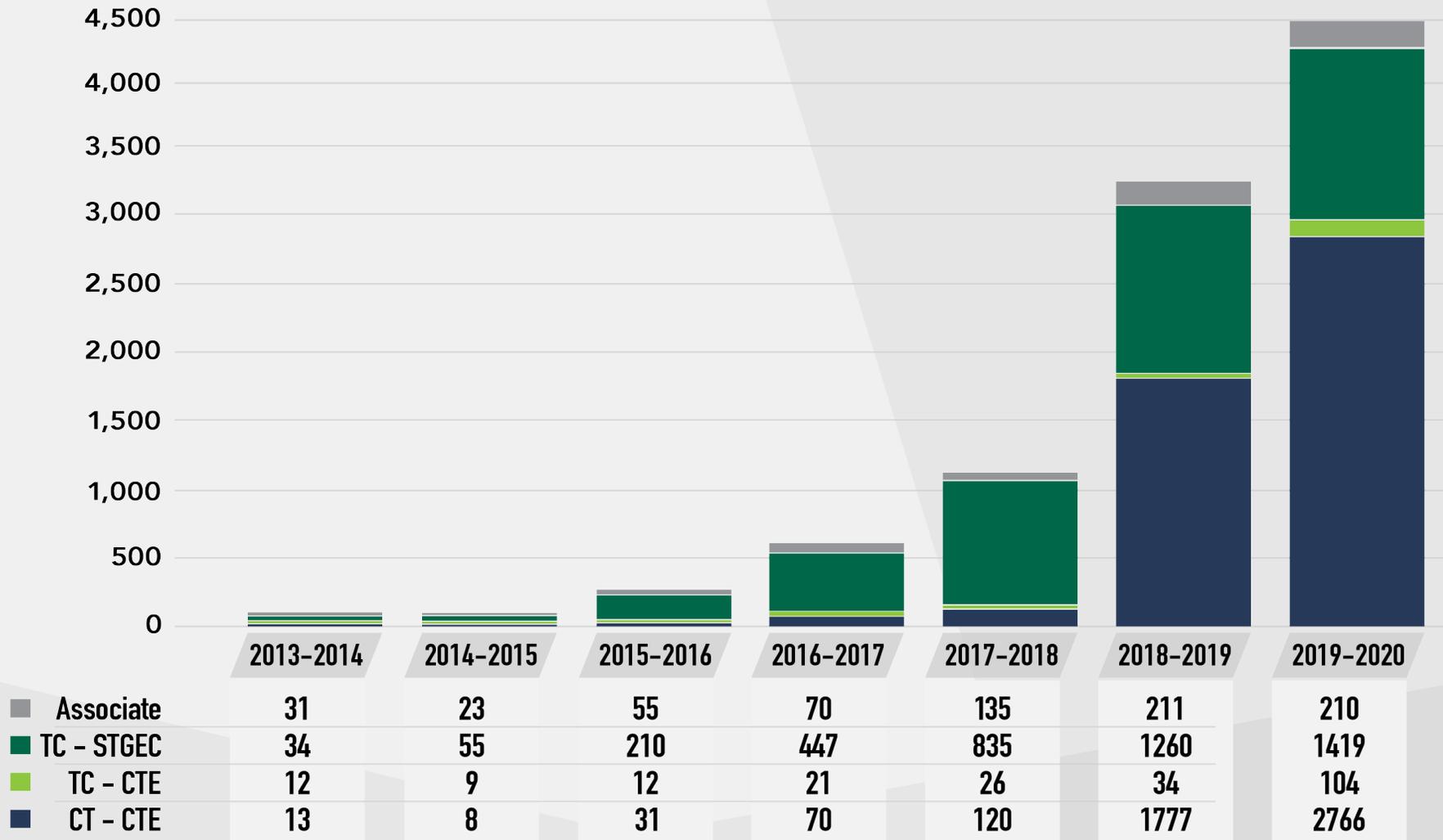
Dual Credit/Dual Enrolled Student Enrollment



* Source: CHE Dual Credit Report

K-14 Update

Statewide K-14 Completion Type (Including Duplicates)



K-14 Update

SECONDARY TO POSTSECONDARY PROGRAMS OF STUDY

POSTSECONDARY PATHWAYS
(INCLUDING APPRENTICESHIPS)

STACKABLE CREDENTIALS →

AA/AAS →

Acceleration & College Readiness through Dual Enrollment & Integrated Instruction

BA/BS IN TECHNICAL FIELD
→

ADULT CAREER PATHWAYS

LOW SKILLED JOBS

SEMI-SKILLED JOBS

MIDDLE SKILLED JOBS

MIDDLE SKILLED JOBS

ADVANCED SKILLED JOBS

SYSTEM OUTCOMES

Financially sustainable, aligned career pathways systems for youth & adults

Increased number of skilled workers with credentials of value to the labor market

Greater cost efficiencies by reducing duplication of services

K-14 Update



K-14 Update

Next Level Programs of Study (NLPS)

Facilitated by the Indiana Office of Career & Technical Education, the Next Level Programs of Study are secondary CTE pathways that have been backward designed from post-secondary (Ivy Tech Community College & VU) resulting in direct alignment.

High Schools & Career Centers can begin formally utilizing these pathways during the 2021-2022 academic year (required that those graduating in the Class of 2025 must complete concentrator status with the new NLPS courses).

K-14 Update

Next Level Program of Study Sample Worksheet

Secondary Courses	Principles		Concentrator A		Concentrator B		Capstone Course		Academic DC	
	Welding Fundamentals 2 credits (150 Contact Hrs)		Welding I Shielded Metal Arc 2 credits (150 Contact Hrs)		Welding II Gas Arc 2 credits (150 Contact Hrs)		Welding Capstone 2-6 Credits (150-450 Contact Hrs)		English 12 Quantitative Reasoning / Math Special Topics Adv Speech and Comm	
Dual Credits	ITCC – WELD 100	VU – WELD 107	ITCC – WELD 108 WELD 206	VU – WELD 102	ITCC – WELD 207 WELD 272	VU – WELD 103	ITCC – WELD 208 WELD 273 WELD 203 WELD 210 Elective	VU – WELD 104 WELD 105 WELD 106 WELD 108	ITCC – MATH 122 COMM 104	VU – ENG 101 MATH 114+ COMM 143 or SS
Certifications	OSHA 10		AWS D 1.1 SMAW Plate		AWS Sense Entry Level Welder		ASME SEC IX SMAW/GTAW Pipe AWS Sense Advanced Level Welder		Students must take either COMM 104 or a Statewide Elective	

K-14 Update

Postsecondary Alignment



Ivy Tech & Vincennes U
15 Aligned Pathways



Ivy Tech Only
32 Aligned Pathways

No Alignment
21 Pathways



Vincennes Only
7 Aligned Pathways

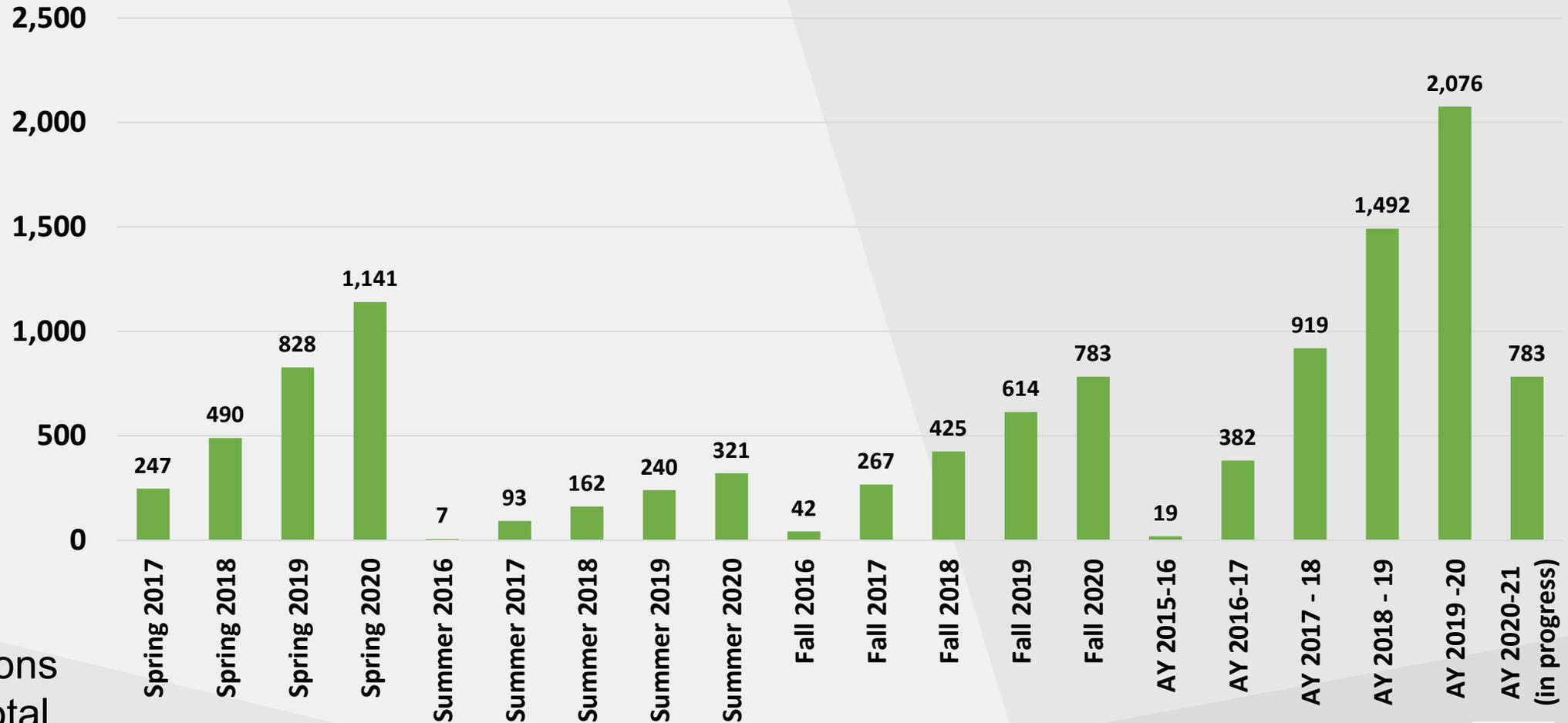
Transfer Update

Russ Baker

Vice President for Academic Affairs

Transfer Update

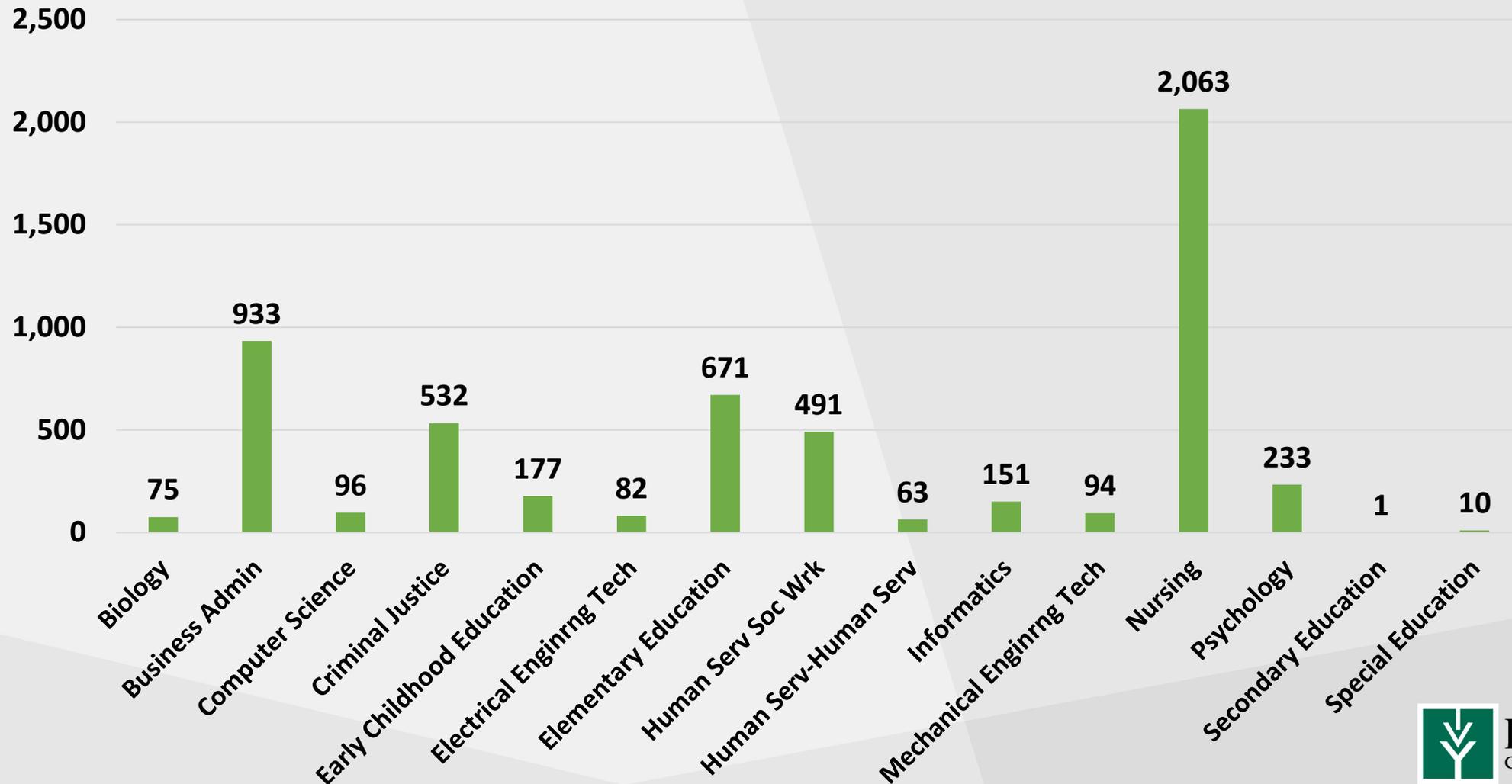
TSAP Completions by Semester



TSAP
Completions
Grand Total
5,672

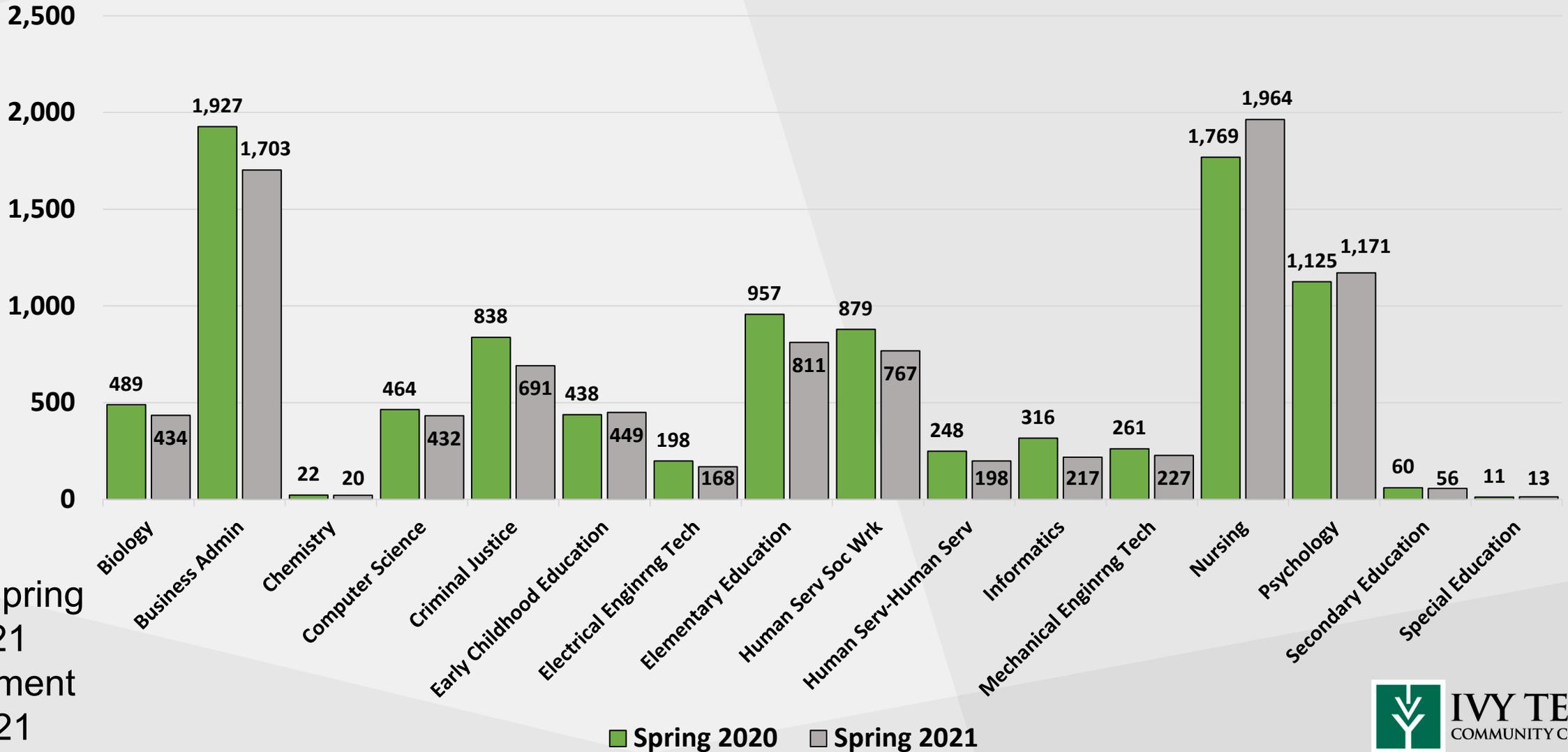
Transfer Update

TSAP Completions by Major



Transfer Update

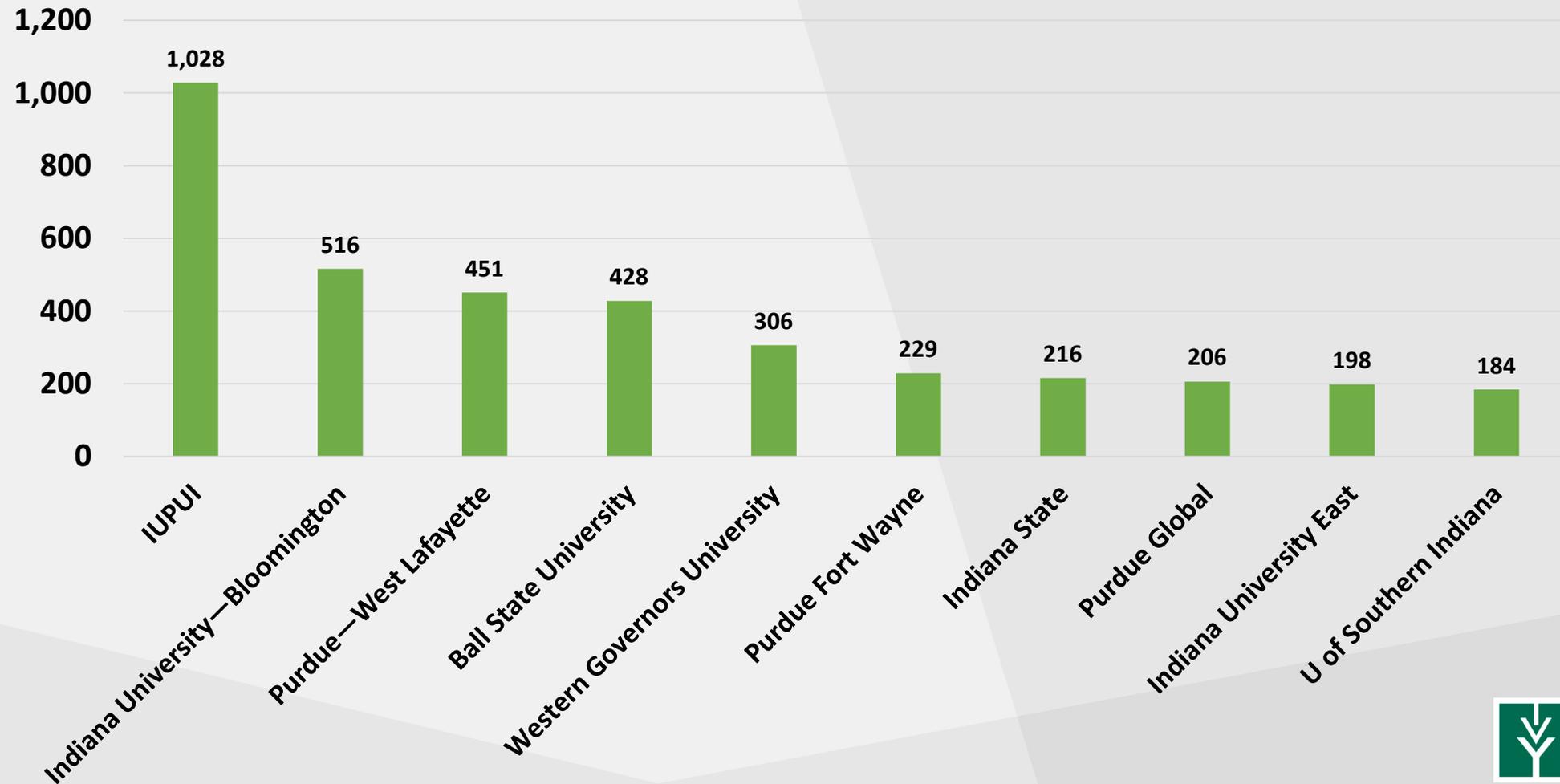
TSAP Spring 2020 & 2021 Enrollment by Major



Total Spring
2021
Enrollment
9,321

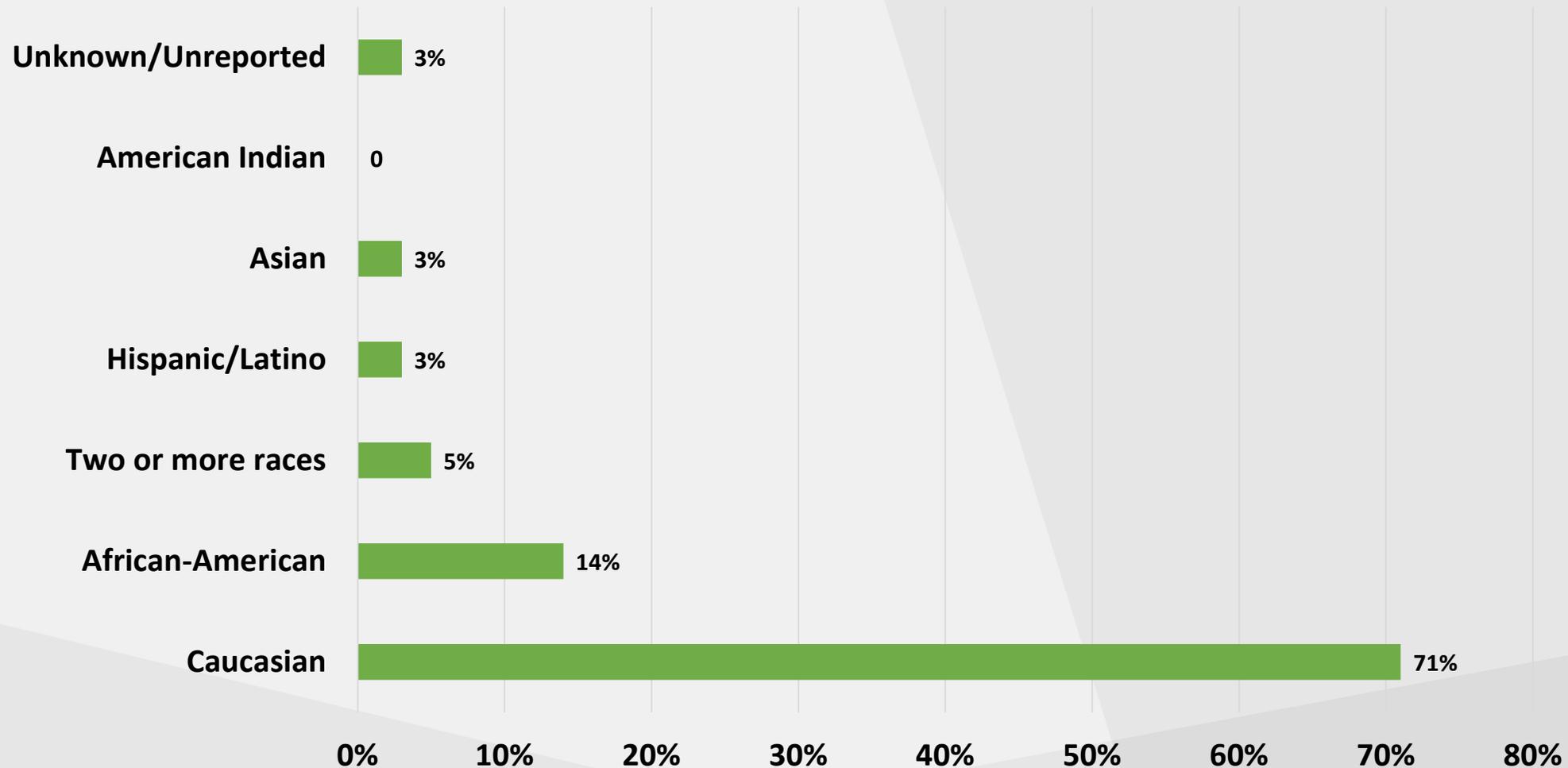
Transfer Update

Top 10 Transfer Destinations AY 2019 - 2020



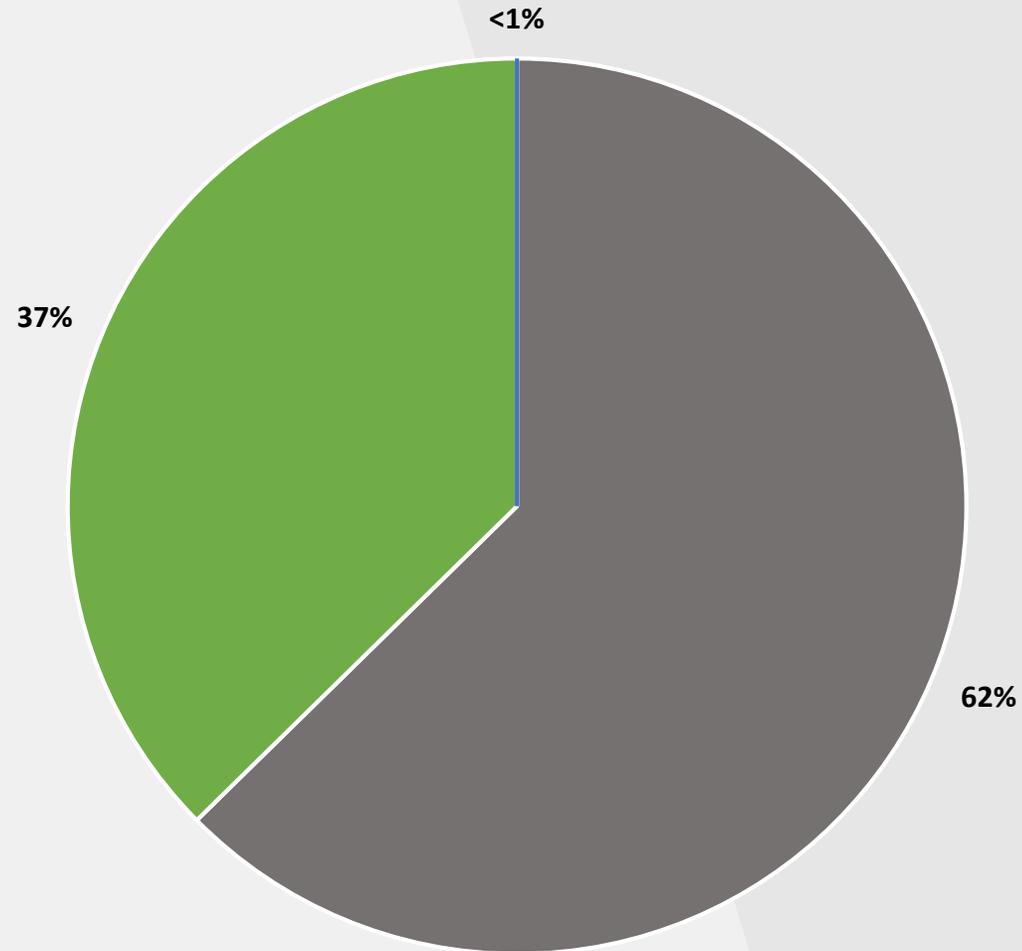
Transfer Update

Ethnicity 2019 - 2020



Transfer Update

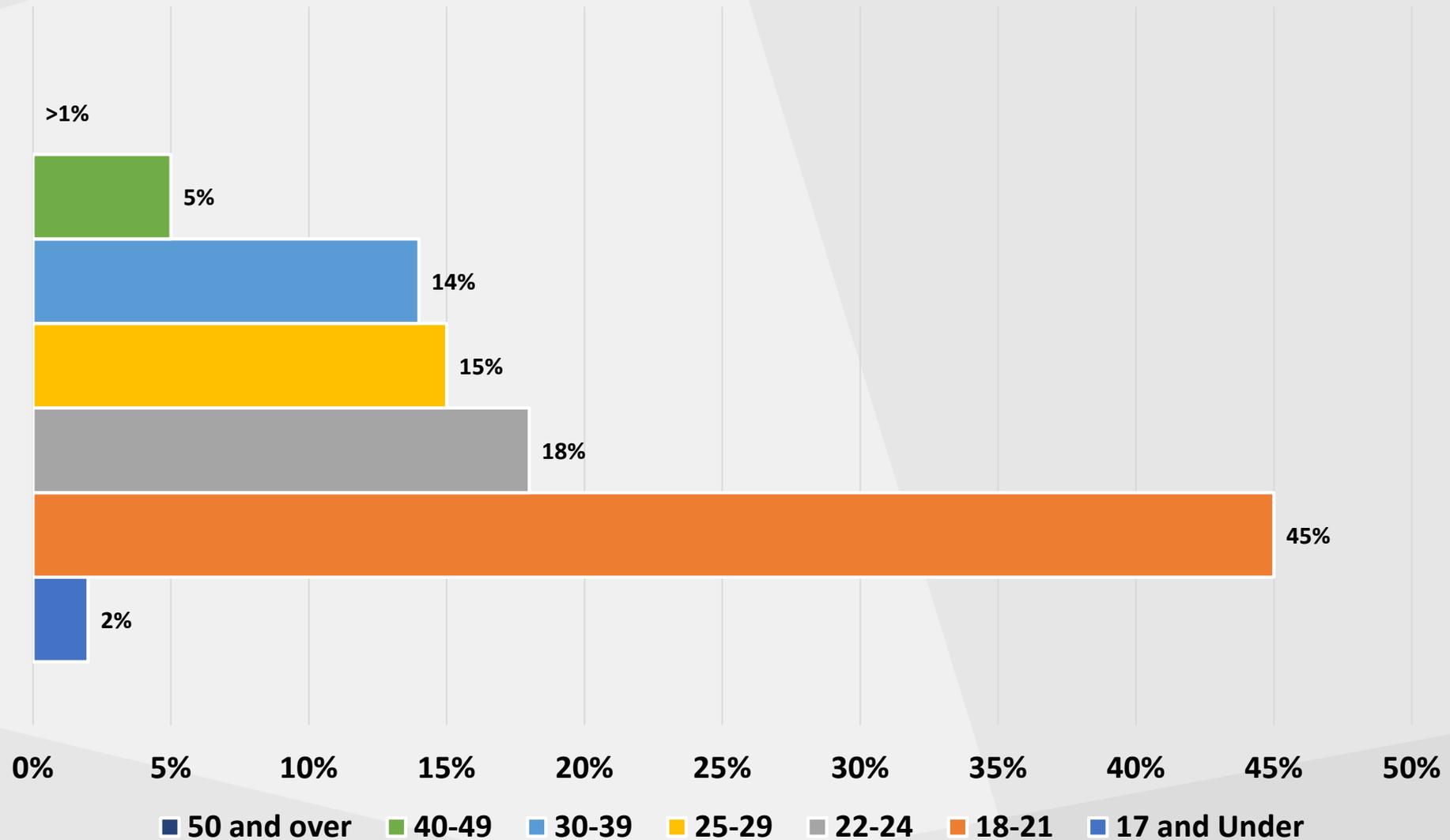
Gender



■ Female ■ Male ■ Not reported

Transfer Update

Age



IvyOnline Update

Matthew Pittman

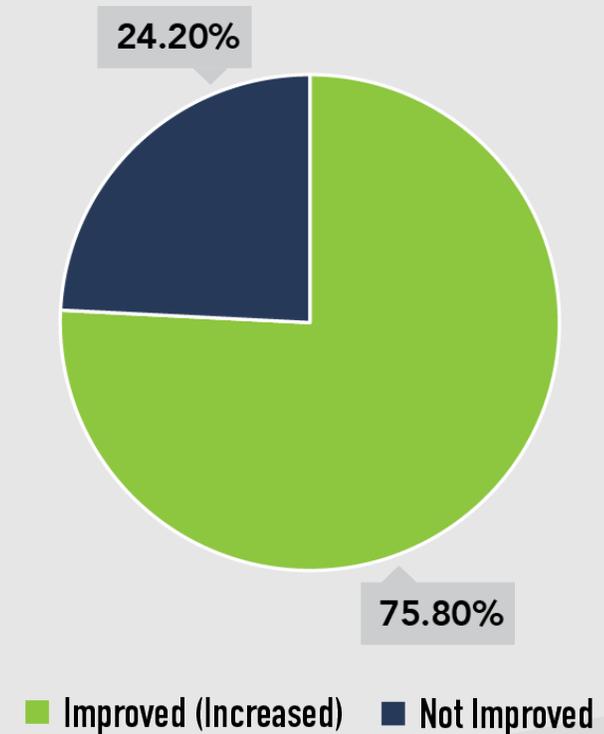
Assistant Vice President of Distance Learning & Educational Technology

IvyOnline Update

IvyOnline Efficiency and Quality

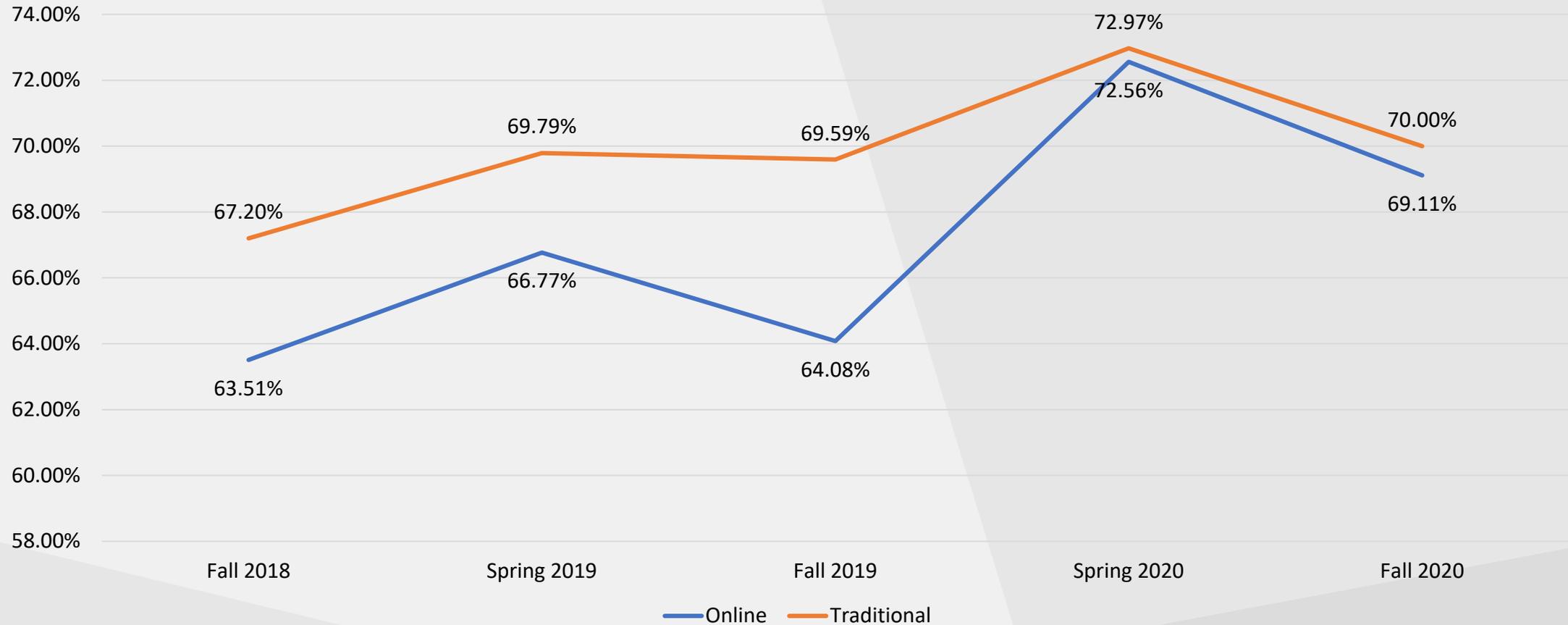
- Consolidated online course statewide rather than each campus offering its own online sections.
- Section sizes for fall semester have increased 21% (capped at 30) allowing us to serve more students with fewer sections while improving outcomes.
- Savings reinvested in student success efforts, technology, and faculty professional development.

Success Rate (A, B, or C)



IvyOnline Update

Success Rate Gap for IvyOnline Courses



Enrollment Update

Jo Nahod-Carlin

Vice President of Recruitment & Enrollment Management

Enrollment Update

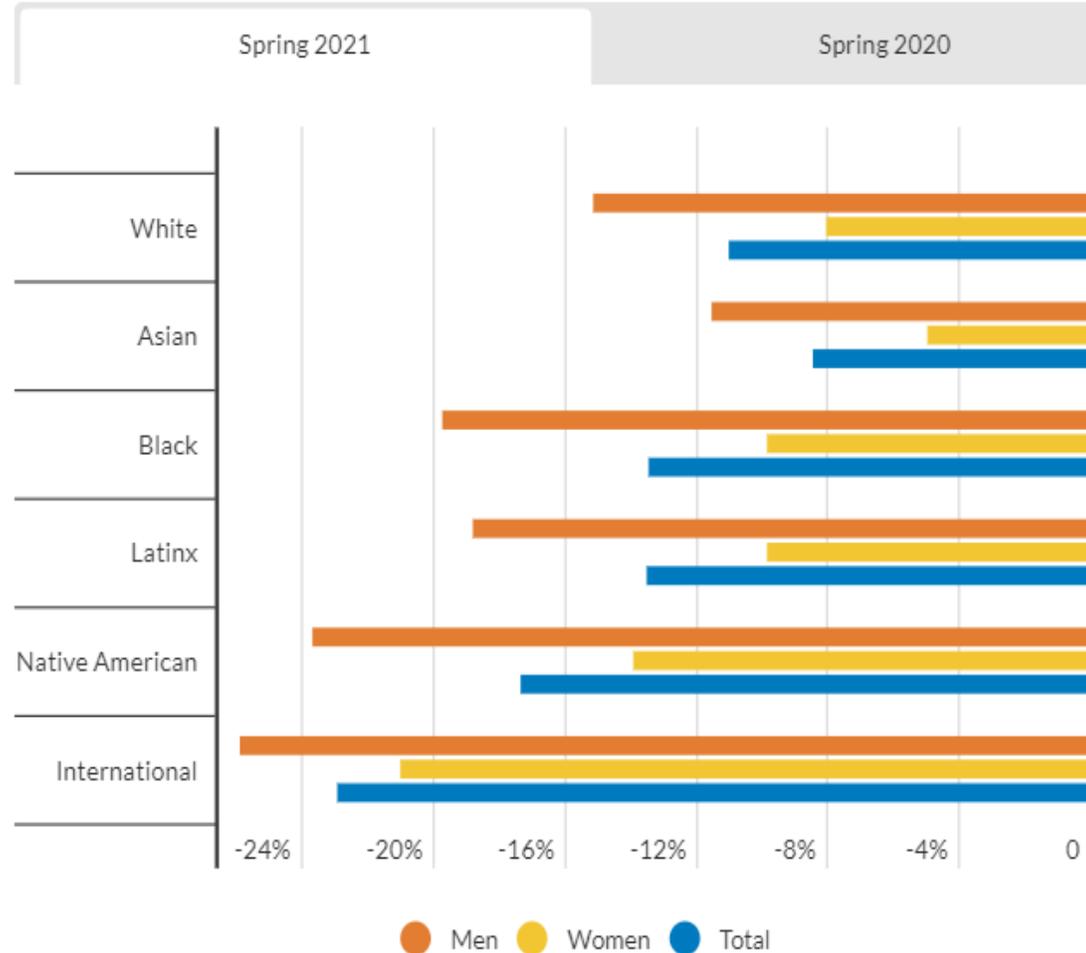
National Trends

- **No Quick Turnaround in Sight**, Community College Daily 3/11/21
- 6-weeks into Spring Semester Community Colleges Nationwide are -9.5% drop in enrollment
- Pandemic has hit students of color the hardest:
 - Native Americans -17.3%
 - Latinx -13.5%
 - Blacks -13.4%
 - White - 11%
 - Asians at -8.4%
- Additional Decreases in Student Types:
 - International students -22.9%
 - Older learners 18-24 -12.8% & 25-29 down -6.6%
 - Dual Enrollment -2%, compared to a 10% increase pre-pandemic

Enrollment Update

National Trends

Community college enrollment changes
for spring 2021 and 2020 by ethnicity, race and gender



Source: National Student Clearinghouse Research Center, "Stay Informed," March 2021.

Enrollment Update

Project Hoosier Recruit

New Updates

- Proto Type 1
 - AVP of Recruitment Strategy, Shakira Grubbs, started on 3/1/21
 - Recruitment Training w Dale Carnegie completed on 3/17/21
- Proto Type “Enrollment Services Team”
 - Focused on all new students (new first time, readmit and transfer)
 - Process mapping, role definitions & training complete
 - Launch 3/17/21 for Summer/Fall enrollment
- Proto Type 3 “Reporting to SO”
 - National Farmworker Jobs Program Partnership
 - Check Out Process
 - Campus Visit & Student Ambassador Program
 - High School Strategy

Enrollment Update

Taking Hoosiers to the Next Level 1.b

Overview

- Targeted Semester: 2nd 8 weeks of Spring 2021
- Continued partnership with DWD and Leveraging Workforce Ready Grant as “first dollar”, covering books and materials as well as tuition and fees
- Campuses select programs that are in demand and have capacity to promote

Outreach Strategy

- SO contacted those who applied in THNL 1.a and did not enroll (13,000 total)
- Directed to complete an RFI to reaffirm interest and program
- Campuses can increase target pool

Career Coaching as a Key

- 1:1 coaching for individuals seeking and needing additional attention
- Availability and information regarding a variety of tools and services including job boards, Indiana EMSI data, and Indiana Career Explorer career assessment tool
- Career and job fairs with individual and multiple employers

Enrollment Update

Taking Hoosiers to the Next Level 1.b CONTINUED

New Tools in 1.b

- Student Videos used in Marketing
[Jess / Sellersburg](#)
[Chris / Columbus](#)
- Targeted Digital Marketing
- Community Partnerships
- Employer Partnerships
- Guaranteed Interviews

**STILL LOOKING FOR A
NEW CAREER?**

**IVY TECH
NEW, FREE PROGRAMS
STARTING MARCH 22**

 **IVY TECH**
COMMUNITY COLLEGE

**NEW, FREE PROGRAMS
THAT GET YOU BACK TO WORK FAST**

**CLASSES START
MARCH 22**

 **IVY TECH**
COMMUNITY COLLEGE

 **NextLevel Jobs**
INDIANA

Enrollment Update



Ivy Tech Community College has been an anchor institution for Delaware and Henry-Co communities for more than 50 years. The programs and certifications offered are part of our commitment to enabling our hardworking students to finish their programs and find high-value careers in growing fields.

STRUCTURAL WELDING

In the Structural Welding program, students participate in hands-on opportunities to learn Gas Metal Arc (TIG), Gas Metal Arc (MIG), Shielded Metal Arc (STICK) welding processes. These skill sets give graduates a competitive edge when entering the welding industry.

STRUCTURAL WELDING CT PATH

Sunday, March 22, 2021

CRN	Course ID	Course Info	Days	Time	Location
40647	WELD 100	Welding Fundamentals	W	5:00 pm-8:50 pm	C108

Monday, May 24, 2021

CRN	Course ID	Course Info	Days	Time	Location
15251	WELD 207	Gas Metal Arc MIG Welding I	M,T	8:00 am-11:50 am	C108
15245	WELD 108	Shielded Metal Arc Welding I	M,T	5:00 pm-9:50 pm	C108

Wednesday, August 18, 2021

CRN	Course ID	Course Info	Days	Time	Location
33363	WELD 208	Gas Tungsten Arc Welding	W,R	8:00 am-12:50 pm	C108
32771	WELD 272	Adv Gas Metal Arc Weld. II	M,T	8:00 am-12:50 pm	C108
33364	WELD 206	AdvShielded Metal Arc Weld. II	M,T	5:00 pm-9:50 pm	C108

Wednesday, October 20, 2021

CRN	Course ID	Course Info	Days	Time	Location
33373	WELD 273	AdvGas Tungsten Arc Welding II	W,R	8:00 am-12:50 pm	C108

Job Opportunities

Job opportunities are widely available at companies, such as Delaware Dynamics, with this certificate. After completion, contact your career coach to set up an interview. Careers that students should seek upon completion of the Certificate or Technical Certificate program are as follows:



- Assembler
- Fabricator
- Machinist
- Tool and Die Maker
- Metal and Plastic Machine Worker

What is a certificate in Welding?

Students earning a Structural Welding certificate learn welding and basic reading skill sets leading to career opportunities in the welding industry. A Technical Certificate brings a fabrication learning opportunity.



Now is the time to make the right choice for your career with the state's Next Level Jobs program at Ivy Tech. Don't miss out on the benefits of Ivy Tech's flexible 8-week courses!

IvyTech.edu/nextlevel

Can't find a class that fits into your schedule? Contact us at askmuncie@ivytech.edu. We will work with you to create a schedule that will fit into your life.



Visit IvyTech.edu/applynow
Call 1-888-IvyLine or email askmuncie@ivytech.edu



Ivy Tech Community College has been an anchor institution for Delaware and Henry-Co communities for more than 50 years. The programs and certifications offered are part of our commitment to enabling our hardworking students to finish their programs and find high-value careers in growing fields.

AUTOMOTIVE MAINTENANCE & LIGHT REPAIR

The Automotive Maintenance and Light Repair CT is a hands-on program designed to provide students with the fundamental knowledge and skills necessary to be successful in entry-level positions in the automotive industry.

AUTOMOTIVE MAINTENANCE & LIGHT REPAIR CT PATH

Monday, March 22, 2021

CRN	Course ID	Course Info	Days	Time	Location
55224	AUTI 100	Basic Automotive Service	W,F	6:00 pm-9:50 pm	CWN

Monday, May 24, 2021

CRN	Course ID	Course Info	Days	Time	Location
15143	AUTI 145	Driveline Service	M,T,W,R	1:00 pm-2:50 pm	CWN

Wednesday, August 18, 2021

CRN	Course ID	Course Info	Days	Time	Location
33656	AUTI 111	Electrical Systems I	M,T,W,R	3:30 pm-5:30 pm	CWN
33659	AUTI 121	Brake Systems	F	8:00 am-12:00 pm	CWN
33660	AUTI 122	Steering & Suspension Systems	M	6:00 pm-10:00 pm	CWN

Wednesday, October 20, 2021

CRN	Course ID	Course Info	Days	Time	Location
33616	AUTI 131	Engine Performance Systems I	F	6:00 pm-9:50 pm	CWN

Job Opportunities

Job opportunities are widely available at companies, such as Greg Hubler Ford, with this certificate. After completion, contact your career coach to set up an interview. Careers that students should seek upon completion of the Certificate or Technical Certificate program are as follows:



- Automotive Technician
- Light Repair Technician
- Lube Technician
- Tire Technician
- Automotive Maintenance

What is a certificate in Automotive Maintenance & Light Repair?

Students pursuing the Automotive Maintenance and Light Repair CT learn different major vehicle systems, working principles, and guidelines set forth by the National Institute for Automotive Service Excellence (ASE). This program provides a foundation for students to enter the automotive industry.



Now is the time to make the right choice for your career with the state's Next Level Jobs program at Ivy Tech. Don't miss out on the benefits of Ivy Tech's flexible 8-week courses!

IvyTech.edu/nextlevel

Can't find a class that fits into your schedule? Contact us at askmuncie@ivytech.edu. We will work with you to create a schedule that will fit into your life.



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Ivy Tech Community College has been an anchor institution for Delaware and Henry-Co communities for more than 50 years. The programs and certifications offered are part of our commitment to enabling our hardworking students to finish their programs and find high-value careers in growing fields.

CARPENTRY SPECIALIST TECHNICAL CERTIFICATE

In the Carpentry Specialist program, students learn hands-on skills that can be translated to real-life situations.

CARPENTRY SPECIALIST TC PATH

Monday, March 22, 2021

CRN	Course ID	Course Info	Days	Time	Location
43640	IVYT 111	Student Success	M,W	12:00 pm-12:50 pm	FISH
43961	BCTI 130	Introduction to Electrical	T	8:00 am-11:50 am	CWN

Monday, May 24, 2021

CRN	Course ID	Course Info	Days	Time	Location
15313	MATH 122	Applied Technical Mathematics	T,R	6:00 pm-9:50 pm	Virtual
15506	COMM 104	Workplace Communication	T,R	1:00 pm-3:50 pm	CWN
14393	BCTI 100	Intro. to Construction Tech.	M,W	1:00 pm-4:50 pm	CWN

Wednesday, August 18, 2021

CRN	Course ID	Course Info	Days	Time	Location
28071	BCTI 101	Intro. to Carpentry, Part I	T	6:00 pm-9:50 pm	CWN
33333	BCTI 103	Carpentry Framing & Finish, I	M	8:00 am-11:50 am	CWN
33343	BCTI 201	Carpentry Forms, Part I	R	8:00 am-11:50 am	CWN

Wednesday, October 20, 2021

CRN	Course ID	Course Info	Days	Time	Location
28083	BCTI 102	Intro. to Carpentry, Part II	T	6:00 pm-9:50 pm	CWN
33336	BCTI 104	Carpentry Framing & Finish, II	M	8:00 am-11:50 am	CWN
33348	BCTI 202	Carpentry Forms, Part II	R	8:00 am-11:50 am	CWN

Job Opportunities

Job opportunities are widely available at companies, such as Delaware Glass, with this certificate. After completion, contact your career coach to set up an interview. Careers that students should seek upon completion of the Certificate or Technical Certificate program are as follows:



- Glass Installer
- Project Manager

What is a technical certificate in Carpentry Specialist?

The Carpentry Specialist program is a hands-on learning experience where students build sheds in the construction laboratory. Students have the opportunity to participate in service learning construction projects.



Now is the time to make the right choice with your career with the state's Next Level Jobs program at Ivy Tech. Don't miss out on the benefits of Ivy Tech's flexible 8-week courses!

IvyTech.edu/nextlevel

Can't find a class that fits into your schedule? Contact us at askmuncie@ivytech.edu. We will work with you to help create a schedule that will fit into your life.



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Enrollment Update

Questions



IVY TECH
COMMUNITY COLLEGE

State Board of Trustees

Finance & Budget Committee Report

April 8 2021



OUR COMMUNITIES. YOUR COLLEGE.



State Board of Trustees

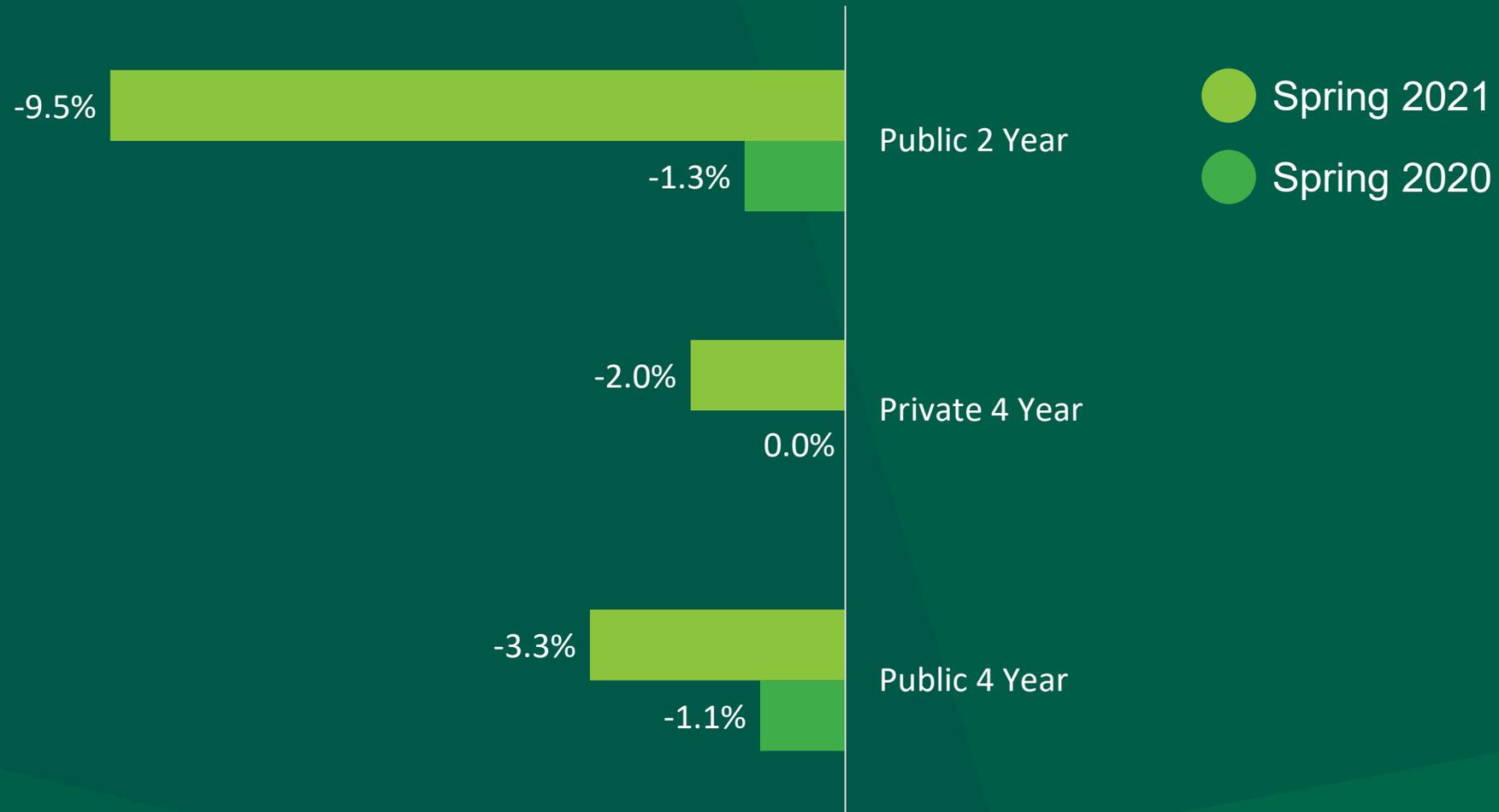
AGENDA

- 1 Enrollment & Revenue During COVID-19
- 2 Higher Education Emergency Relief Fund (HEERF)
- 3 State Budget Development
- 4 Fiscal Year 2021 Update
- 5 Workday (ERP) – Contract Approval

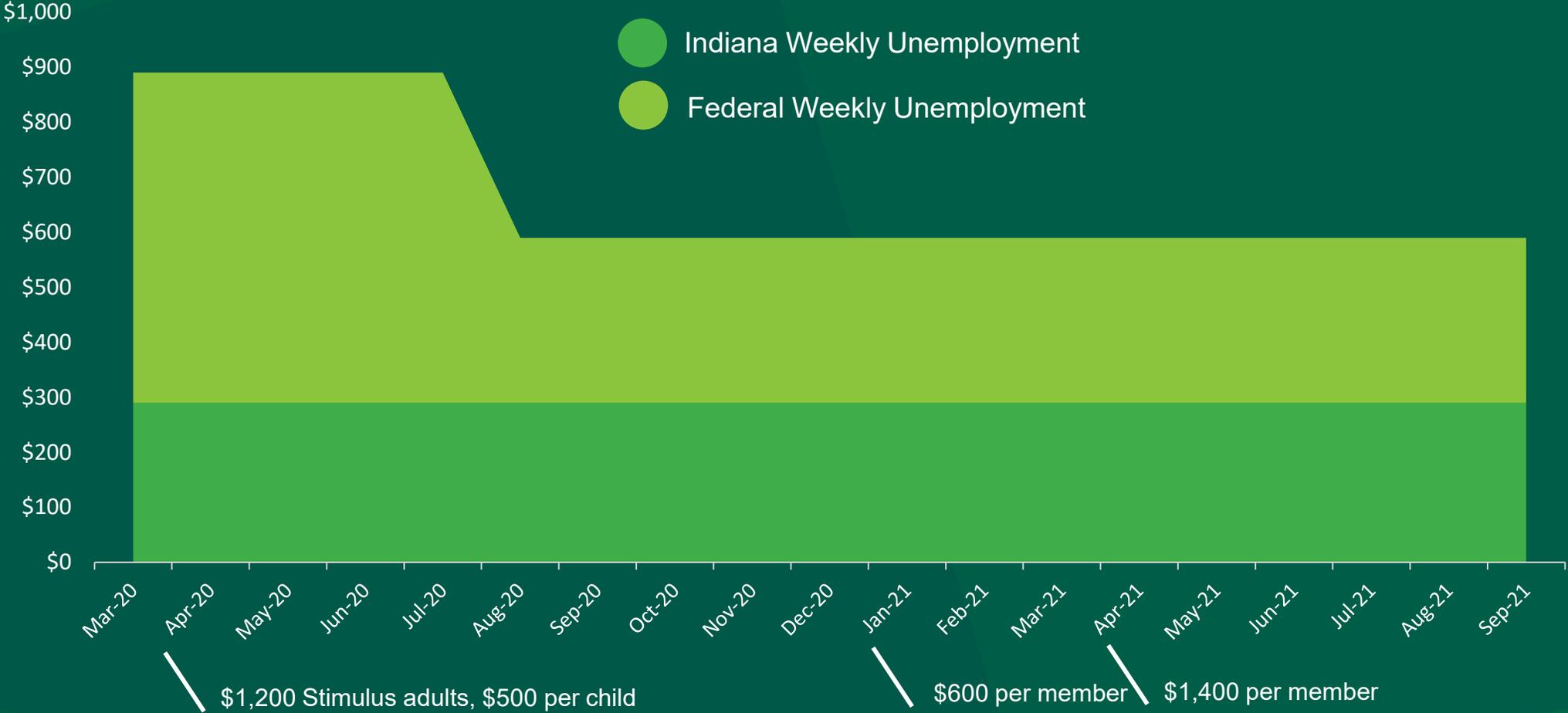


Enrollment & Revenue During COVID-19

Spring Enrollment by Sector



Unprecedented Level of Government Support



Different Missions

Ivy Tech vs. Four-Year/IN

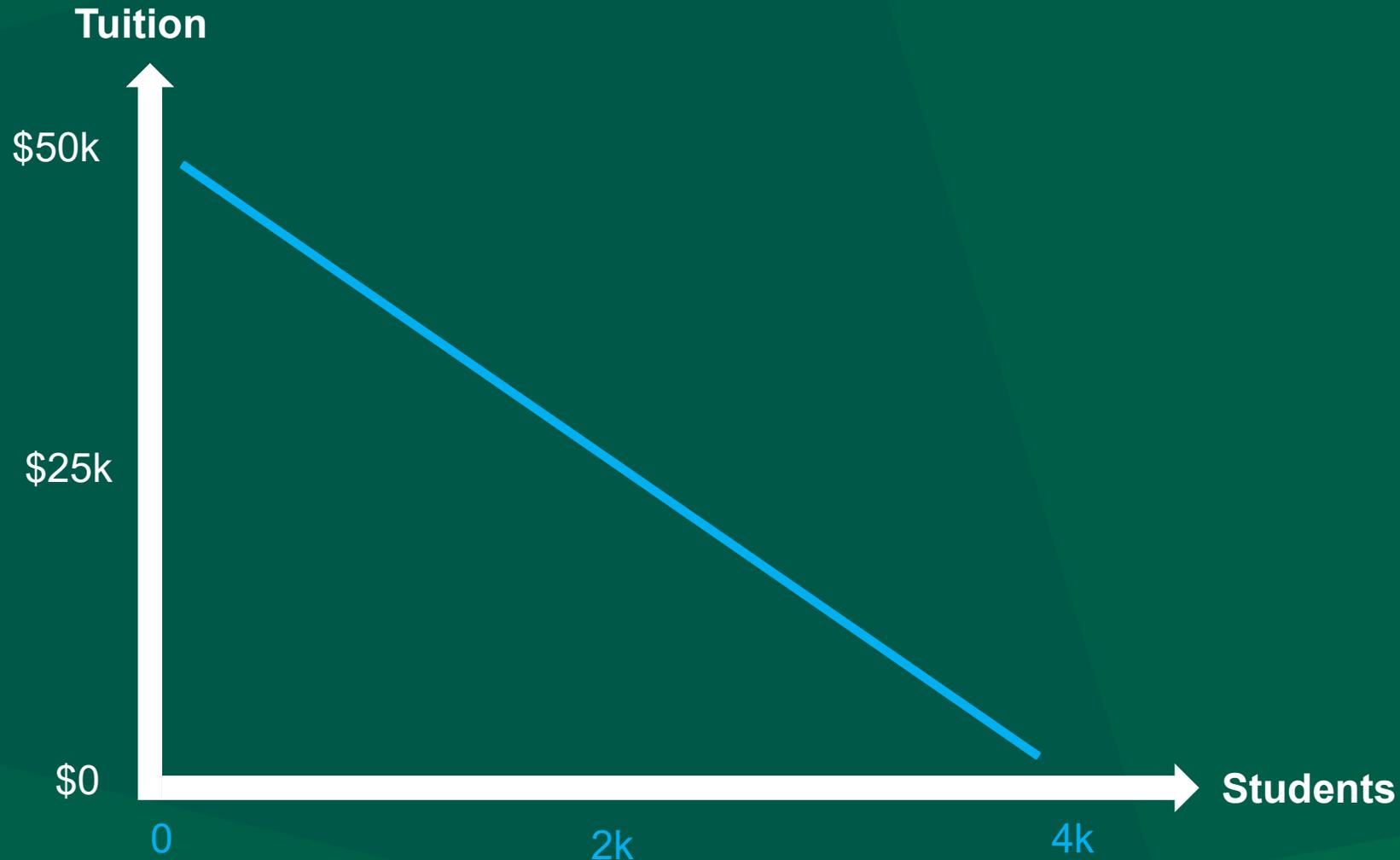
	Ivy Tech	Four-Year/IN
Acceptance Rate	100%	60%
Out-of-State Students	6%	56%
Independent Students	63%	15%

What is a Discount Rate?

Advertising a high "sticker price" and then providing discounts through institutional aid based on a student's ability to pay or other factors.



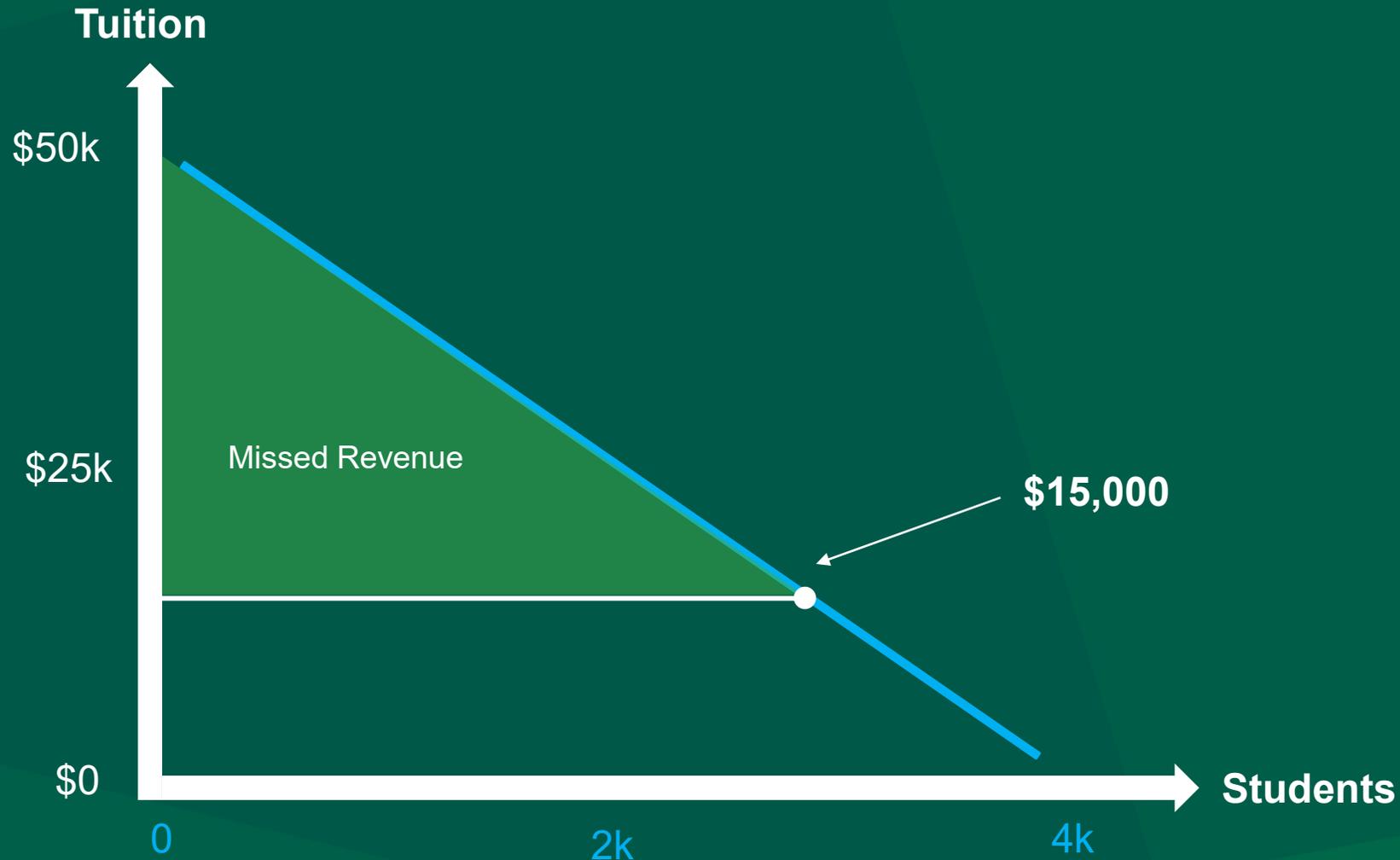
Tuition and Enrollment – Acme University



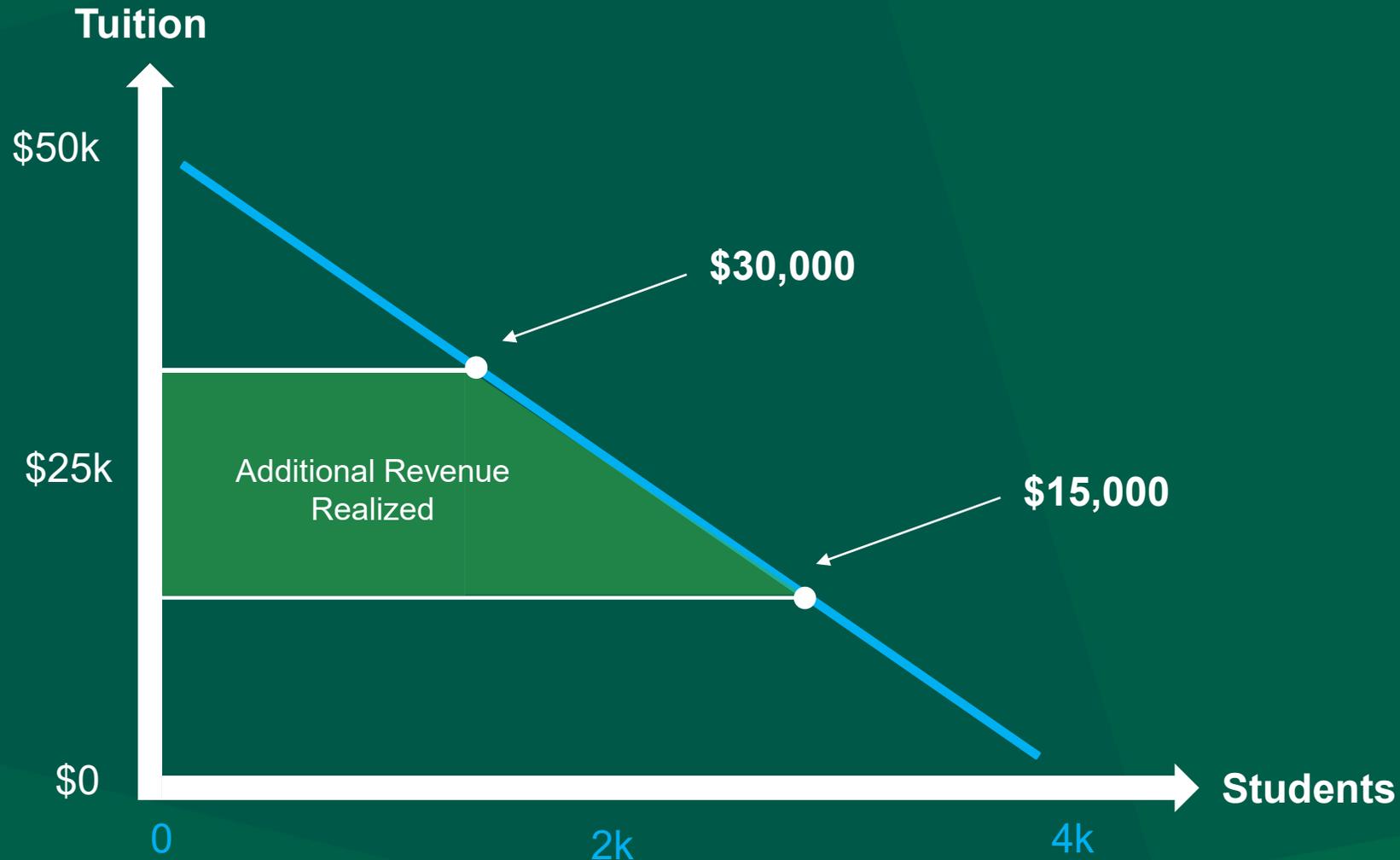
Tuition and Enrollment – Acme University



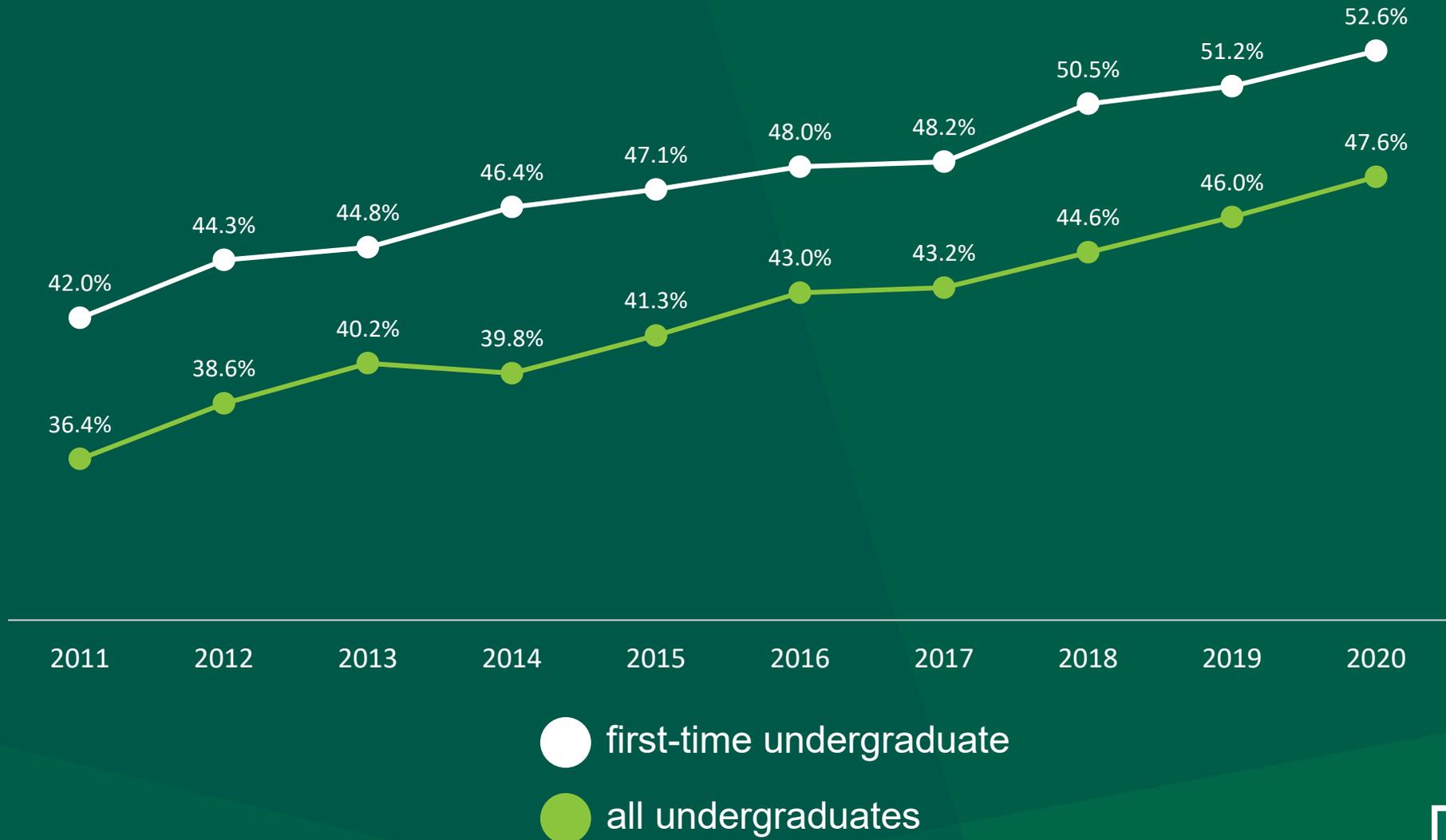
Tuition and Enrollment – Acme University



Tuition and Enrollment – Acme University



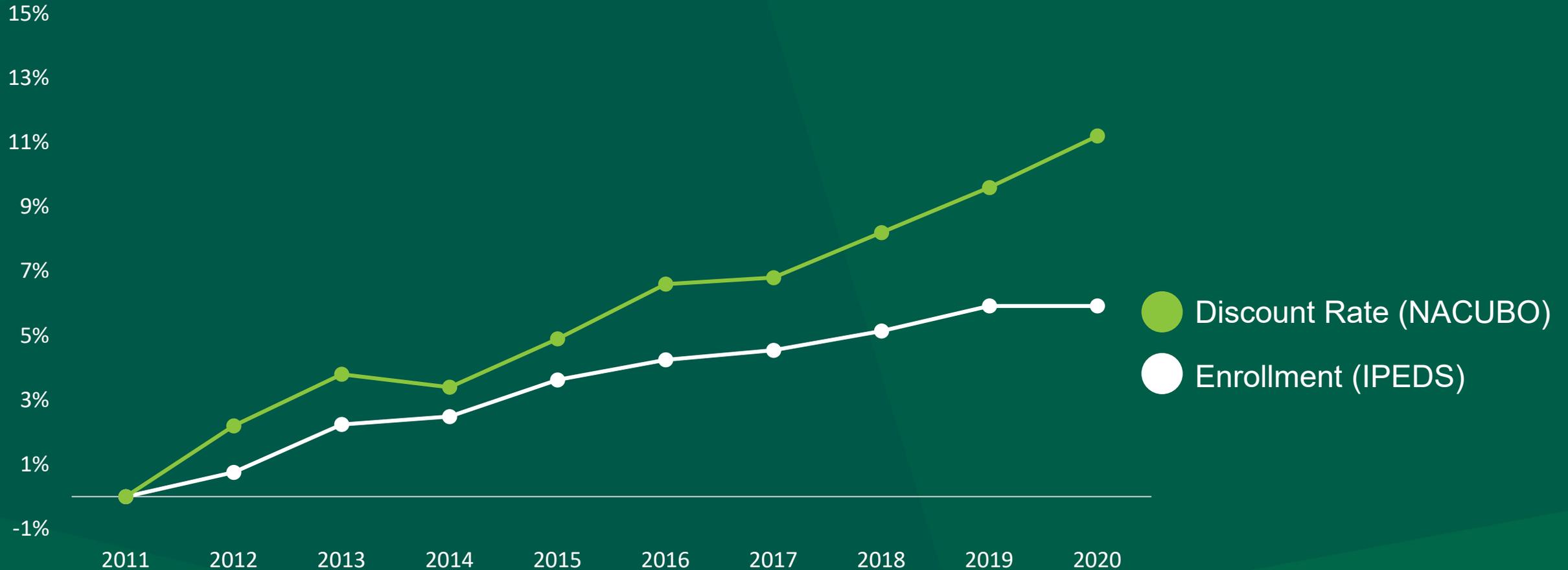
Average Institution Discount Rate



Source: NACUBO

National Higher Ed Trends

Increasing the discount rate is having less of an impact on increasing enrollment



Higher Education Emergency Relief Fund (HEERF)

Ivy Tech Federal Higher Education Emergency Relief Fund (HEERF)

HEERF I: CARES

*Coronavirus Aid, Relief, and
Economic Security Act*

\$34.6 million

HEERF II: CRRSAA

*Coronavirus Response and Relief
Supplemental Appropriations Act*

\$91.1 million

HEERF III: ARP

American Rescue Plan Act

\$157.6 million

Higher Education Emergency Relief Fund (HEERF)
\$283.3 million

HEERF Student Awards

as of April 5, 2021

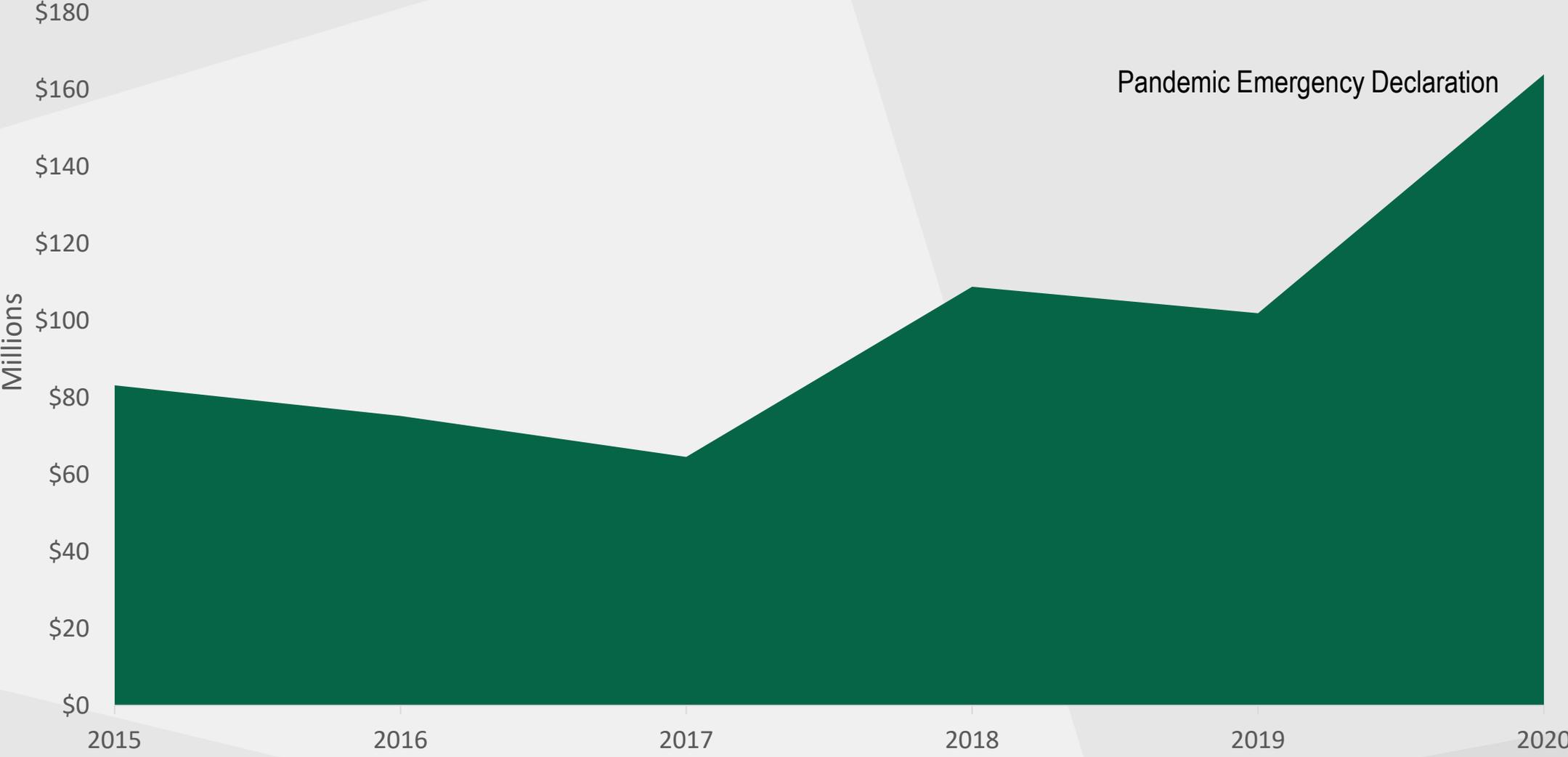
\$52M | dollars

51,754 | students

\$1,008 | average

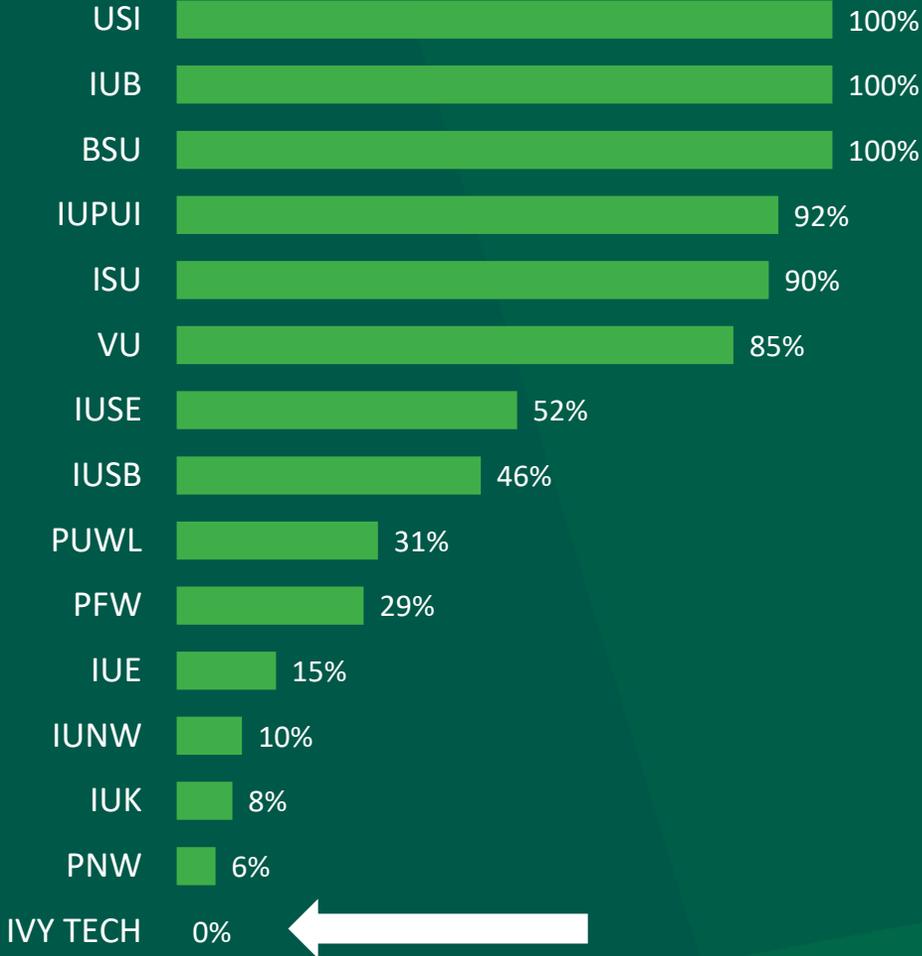
\$138M Total Available

Tier I Investment Growth



HEERF Institution Dollars

% of dollars used for housing and tuition refunds



State Budget Development

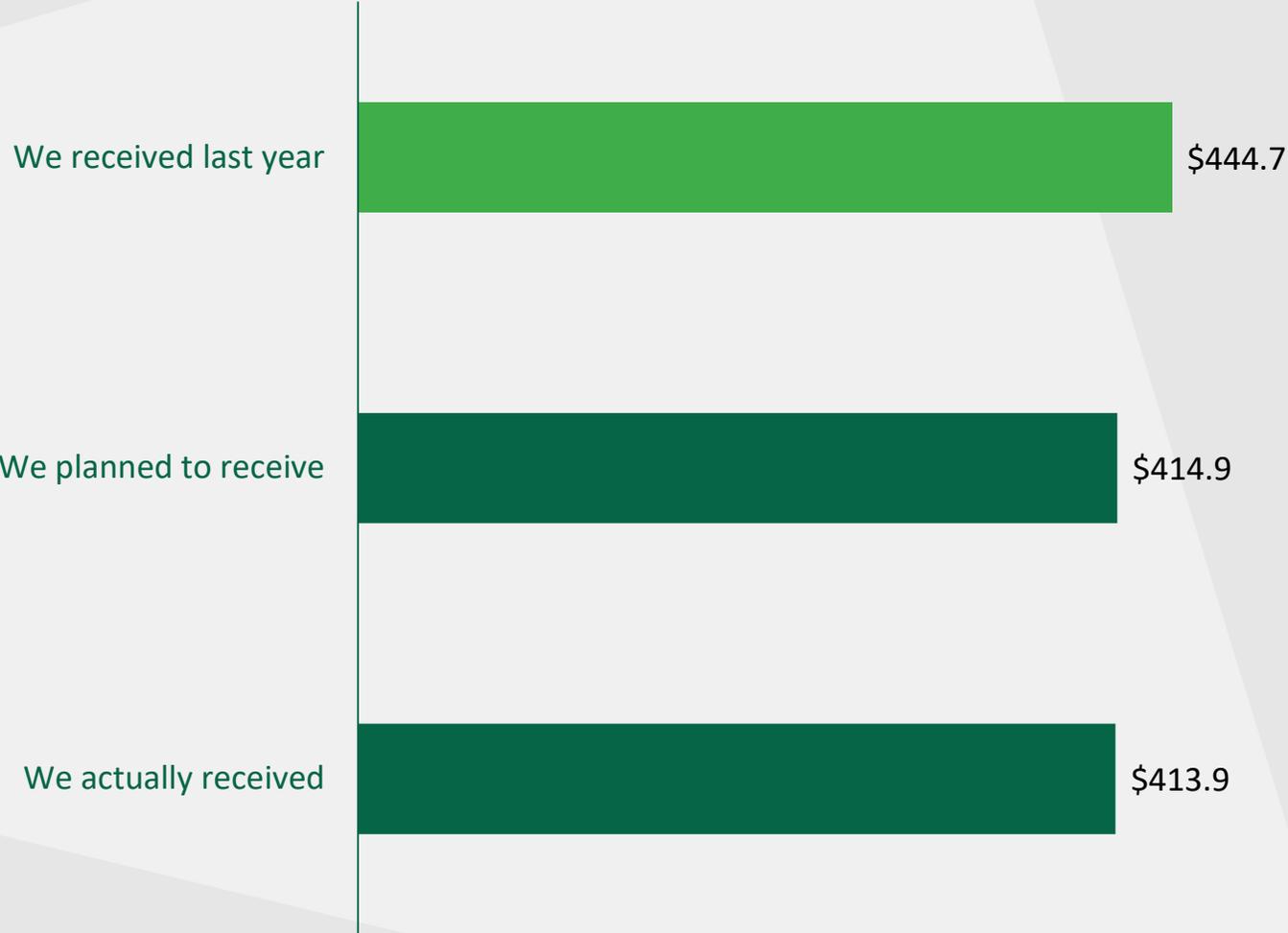
Ivy Tech State Budget Development

	FY 21		FY 23	
	Appropriation	Allotment (-7% Cut)	Estimate	Change (FY 21 - 23)
Operating	\$229,890,923	\$213,798,558	\$235,111,385	2%
Fee Replacement	\$33,678,382	\$33,678,382	\$28,484,398	-15%
Dual Credit	\$13,521,607	\$12,575,095	\$18,970,800	40%
RR	\$3,610,577	\$3,610,577	\$3,610,577	0%
Line Items	\$1,853,959	\$1,724,182	\$1,853,959	0%

Fiscal Year 2021 Update

Revenue

Through March 2021



Expense

Through March 2021



Enterprise Resource Planning: Workday

Workday

- Formal RFP – Four invitations, two respondents
- Total contract not to exceed \$30,227,790 over ten years
- Subscription pricing over ten-year period matches incumbent pricing
- Negotiated savings of \$6.3M over original RFP response
- Lowest price for student module nationally (\$27.06, the next lowest is \$28+)

ERP Decision

Why Workday?

- Software as a Service (SaaS)
 - High availability and fully cloud-based
 - Improved security model protects the college against cyber threats
 - Reduced OIT workload to maintain the system
 - Fewer 3rd party integrations
 - Less downtime for the College and built-in Disaster Recovery
- Modern intuitive interface; fully mobile enabled
- Faster deployment of new business processes through reduced software development time
- Full audit capabilities

Why Workday? (cont)

- **Finance**

- Improved functionality and robust reporting
- A scalable, adaptable system that optimizes and automates finance processes
- Provides insights and audit tracking system wide

- **HR**

- Eliminates multiple standalone systems with seamless self-service
- Enhances the employee experience for HR/Employee related information (job descriptions, org charts, pay stubs, time-off accruals, benefits elections, etc.)
- Provides a solution to "pain points" such as the faculty contract management process and ACA compliance

- **Student**

- One system approach providing structure and flexibility
- User interface is robust and easy to use



IVY TECH
COMMUNITY COLLEGE

PRESENTATION INTRO

Human Resources and Operations

April 8, 2021



OUR COMMUNITIES. YOUR COLLEGE.



Human Resources and Operations

AGENDA

1

HR Update – Performance Management System

Julie Lorton-Rowland, Senior Vice President, Human Resources

2

HR Update – Benefits and Leaves of Absence Hub

Julie Lorton-Rowland, Senior Vice President, Human Resources

3

OIT Update – Oracle Resolution

Matt Etchison, Senior Vice President/Chief Information Officer
Eric Gillespie Assistant Vice President Enterprise Service Delivery

4

OIT Update – Appirio Contract

Matt Etchison, Senior Vice President/Chief Information Officer
Eric Gillespie Assistant Vice President Enterprise Service Delivery

Human Resources

JULIE LORTON-ROWLAND

Sr. VP HUMAN RESOURCES



IVY TECH PERFORMANCE MANAGEMENT

• **New Electronic Performance Evaluation System**

- September 2020 – Approved to partner with PageUp and begin development
- It's electronic, thereby reducing paper use and saving time
- Supervisors and employees will be able to easily access any evaluation that was completed in the system
- Automated email reminders each step of the way through the performance management process
- Includes an accomplishments section to spotlight great work and contributions as an employee
- Supervisors will be prompted to have one-on-one guided conversations with each employee twice a year with questions focused on development, career interests, motivation, goals, support and other meaningful topics
- Employees may engage in an optional Individual Development Plan to guide their development toward career goals
- Employees and supervisors can use a journal feature (either within the system or by sending an email to the system) to document accomplishments, progress, conversations and more throughout the year – this will be especially helpful for the faculty promotion process



IVY TECH PERFORMANCE MANAGEMENT

• **Timeline**

- September 2020 – early March development, implementation, & training
- March 2021 – Go Live with Phase 1 launch of evaluations for almost all full-time employees
- July/August, 2021 – Phase 2 launch of evaluations for Chancellors and President’s Cabinet
- Fall 2021 – Phase 3 launch of IvyOnline Adjunct faculty evaluations in a rolling manner
- TBD – Phase 4 launch of Part-time staff and remaining adjunct faculty evaluations

A huge thank you goes to Kirsten Biel, AVP Talent Management and the entire project team of Systems Office and campus leaders. They’ve done a terrific job on a fast-track timeline to meet our spring evaluation period for full-time faculty and staff.

Employee Benefits & Leaves of Absence Hub

Provide streamlined benefits and leave administration services with a centralized point of contact to subject matter experts expecting improved response times, especially for complex inquiries, and consistency of application across the College. The hub services include health care benefits, retirement, wellness, and leaves of absence.

- Piloted a leave of absence hub with the Emergency Paid Sick Leave benefit under the Families First Coronavirus Response Act beginning April 2020.
 - June 2020 – March 2021 - Evaluation, process mapping, development, training, and implementation
 - Launched the full suite of hub services on March 8 as a pilot with several campuses
 - April 1 brought remaining campuses online.
- A huge thank you goes to Sara Morris, AVP Employee Benefits and Experience, Jen Fisher, and the entire project team of Systems Office and campus HR leaders on rolling out our first HR Hub!



Office of Information Technology

Matt Etchison, Sr. VP & Chief Information Officer
Eric Gillespie, AVP Enterprise Service Delivery

Oracle Resolution

Annual Oracle software maintenance/support renewal

- Oracle database software is required to run Ellucian's Banner product, the ERP system for the College
- The Office of Information Technology worked with Oracle to remove Oracle Web Logic software from this renewal agreement resulting in a significantly lower yearly renewal price
- The yearly renewal period is May 11th through May 10th the following year

2020-2021 renewal (current)	\$1,598,041.23
2021-2022 renewal (proposed)	\$1,661,962.88
2021-2022 renewal (negotiated)	\$1,145,465.18
Annual savings	\$516,497.70

IvyConnect Post Go-live Enhancements

Appirio, Inc. Contract

- What: IvyConnect (Salesforce CRM) production support and issue resolution services
 - Build and Automate Ivy Tech production support processes
 - Optimize Health Sciences and Nursing offer algorithm
 - Deliver targeted improvements to the student application experience
 - Improve enrollment team efficiency
- When: March 8th – May 21st 2021
- Cost: \$347,370



IVY TECH
COMMUNITY COLLEGE

PRESENTATION INTRO

BUILDING, GROUNDS, AND CAPITAL COMMITTEE

April 8, 2021



OUR COMMUNITIES. YOUR COLLEGE.



Building, Grounds and Capital

AGENDA

1

Indianapolis Campus: Restroom Renovation Contract

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Kathy Lee

2

Lafayette Campus: Chiller Replacement Contracts

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor David Bathe

3

South Bend/ Elkhart Campus: Purchase Amatrol Smart Factory Enterprise System

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor David Balkin

Building, Grounds and Capital

AGENDA

4

Informational Item: Logansport Development Opportunity

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Dean McCurdy

5

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

Amanda Wilson, Vice President for Capital Planning and Facilities

6

Informational Item: East Washington Update

JD Lux, College Counsel



Building, Grounds, and Capital

AMANDA WILSON

VICE PRESIDENT FOR CAPITAL PLANNING AND FACILITIES

Building, Grounds, and Capital

Indianapolis Campus; Restroom Renovation Contact

- Address: 2620 N Meridian St, Indianapolis
- Campus: 98,000 GSF, Built in 1988
- Restrooms in need of ADA and piping updates
- Utilizing the Job Order Contracting (JOC) delivery method
- Request approval of contract with Glenroy Construction Company, Inc. in the amount of \$672,073.07



Building, Grounds, and Capital

Lafayette Campus; Chiller Replacement

- Address: 3101 S. Creasy Lane, Lafayette
- Campus: 186,500 GSF, Built in 1999
- Original chiller in need of replacement
- Request approval of contract with Shambaugh and Son's in the amount of \$576,345



Building, Grounds, and Capital

South Bend/ Elkhart Campus; Purchase Amatrol Smart Factory Enterprise System

- Equipment to be purchased for the Larry and Judy Garatoni Center for Advanced Manufacturing and Automation building which wraps up construction at the end of May with classes starting in Fall 2021.
- The Amatrol Smart Factory Enterprise System is a complete training system that connects a modern assembly line to a remote manufacturing cell.
- Enterprise software collects data from the process, organizes it, and sends the right information to each member of the organization allowing companies to make informed decisions.
- Request approval to purchase equipment for new space in three phases totaling \$597,452
- Video Link:

<https://youtu.be/FbFxb PMCGs>

Building, Grounds, and Capital

Informational Item: Logansport Development Opportunity



Building, Grounds, and Capital

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

Contract Approvals:

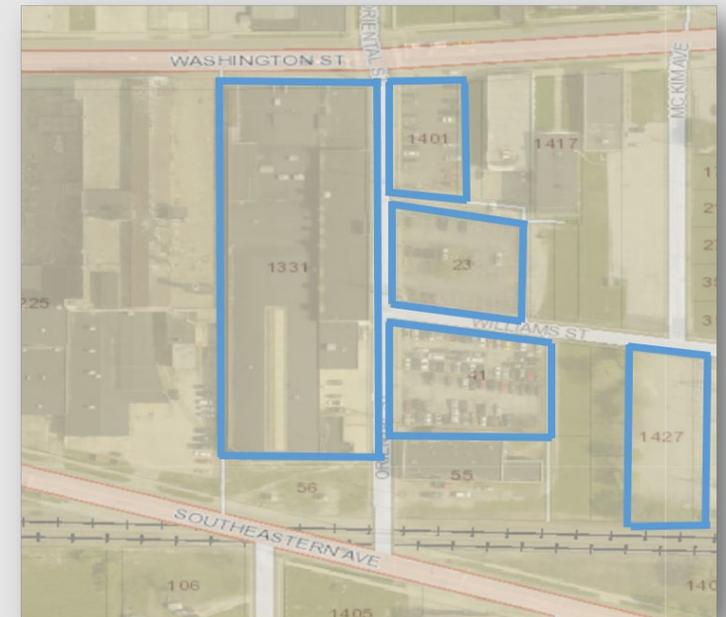
• Indianapolis OIT HVAC Replacements (JOC)	77.26% XBE
• Indianapolis ASAP Build Out	28% XBE
• Indianapolis A&E Services for Auto Project	Pending
• Indianapolis CMc Services for Auto Project	Pending
• Elkhart A&E Services for Flex Lab Project	Pending
• Elkhart CMc Services for Flex Lab Project	Pending
• Columbus A&E Services for Capital Project	Pending
• Columbus CMc Services for Capital Project	Pending
• East Chicago HVAC Contract (JOC)	Pending
• Muncie Rebuilt Contracts	Pending

Building, Grounds, and Capital

Indianapolis Campus; East Washington Update

Background

- Equipment to be purchased for the Larry and Judy Garatoni Center for Advanced April 2018 Resolution 2018-8 Approves Sale to TWG
- Purchase Agreement executed 4/18/2018
 - Purchase Price: \$1,190,000 (Appraised value)
 - Allowed College to use property until August 1, 2020
 - TWG Due diligence (Phase I); reveals environmental concerns
 - Amendment # 1 extended due diligence deadline
 - Amendment #2 extended due diligence deadline
 - Phase II conducted; reveals environmental concerns

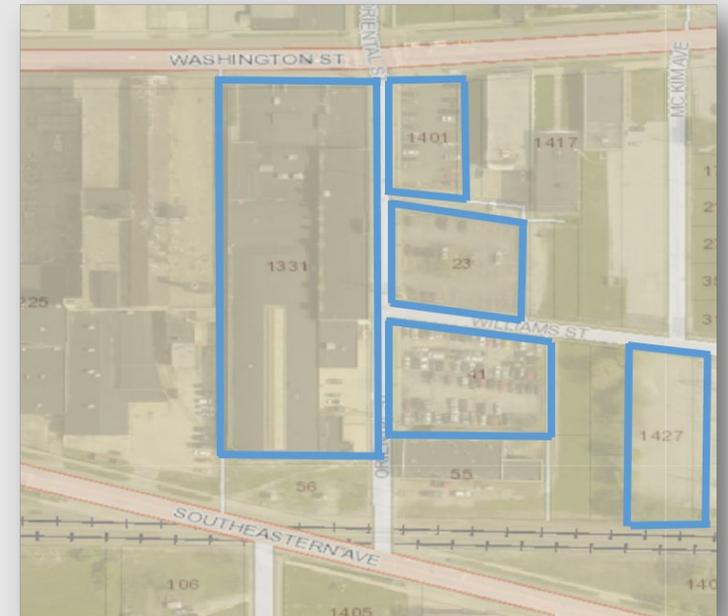


East Washington Street
Building and parking lots

Building, Grounds, and Capital

Indianapolis Campus; East Washington Update

- Amendment #3
 - TWG to paid \$700 K at closing w/490 K secured by mortgage
 - Ivy Tech to provide NFA letter from IDEM
 - Possession date, and NFA letter due by 8/1/2020
- Amendment #4
 - College and TWG extended lease from August 1, 2020 thru July 31, 2021
 - TWG used building/parking lots as collateral for bridge loan on their project for the adjoining property
 - Ivy Tech converted 1st mortgage for \$490,000 to a 2nd mortgage



Building, Grounds, and Capital

Indianapolis Campus; East Washington Update

Current Status with IDEM

- 8/31/2020 ATC submitted Further Site Investigation Report to IDEM.
- 11/25/2020 IDEM requested additional investigation at the site.
- 2/10/21 ATC submitted its response to IDEM's comment letter to comply with IDEM's request for additional work at the site.
- IDEM has not responded to the 2/10/2021 letter.
- ATC will submit a draft work plan to IDEM for the additional site investigation
- If all goes according to plan, we are hoping we can close the site with an environmental restrictive covenant in August or September.





IVY TECH
COMMUNITY COLLEGE

Marketing and Public Relations Committee Presentation

April State Board of Trustees

Jeff Fanter, Vice President Marketing/Communications



OUR COMMUNITIES. YOUR COLLEGE.



BRAND RESEARCH TO BRAND EVOLUTION

01

BRAND RESEARCH

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



02

APPROVED RECOMMENDATIONS

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



03

SHARE FINDINGS ACROSS COLLEGE

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

04

PARTNER WITH TOP AGENCIES

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

05

BRAND EVOLUTION ROLLS OUT

Implement steps to evolve the Ivy Tech Community College brand consistent with approved recommendations and results from message and creative testing.

ZOOMING ACROSS THE STATE

8

Sessions completed
(7 campus and Systems Office).
Included Chancellor or President
and State Trustee in some way.

12

Campus sessions scheduled between
April 12 – 29.

Hamilton County, Indianapolis,
Valparaiso, Marion, Muncie,
Ft. Wayne, Terre Haute, Madison,
Lake County, Richmond, Lafayette,
Kokomo.

SHARE FINDINGS ACROSS COLLEGE

03

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



April 29 - first of monthly brand evolution sessions to be held.

Thank you for assisting with these rollouts.



COLLEGE-BOUND CHRIS

Age 17-23

PROSPECTIVE HIGH SCHOOL
AGE STUDENT

INTERESTED IN:

COLLEGE DEGREE

(could be Associate, Bachelor's or beyond)

GOALS:

Chris has specific goals in mind with regard to a degree and a career. Chris is interested in Ivy Tech, but is considering other options with additional colleges and universities in Indiana.

KEY UNDERSTANDINGS:

Chris will need to see evidence — backed by data — that Ivy Tech can help them obtain a good job in their chosen career field and/or help them navigate transfer options so they can make a good choice down the line. Emphasize its ability to support them throughout the admissions process and differentiate the College based on cost (includes scholarships and grants), flexibility (including ways to take classes like online, in-person, and virtual), and transfer options (ASAP, Guaranteed Admissions/Transfer as a Junior). When parents are involved in the decision, the key motivators are value — the extent to which an Ivy Tech degree will lead to a great career and support programs for success. Parents will likely value affordability more than Chris, but value will mean specifically the outcome of an Ivy Tech degree or completion (more than saving money).

WHAT CHALLENGES THEM:

Chris already knows what they want life to look like after 1-2 years of college (a specific career or higher degree path or specific industry outcome in mind after college, ex. Nurse, IT, Transfer), versus others who might be looking for college to help provide clarity on what they want to do. Because this student is driven, they have applied/expressed interest to multiple colleges and are likely receiving regular communications (phone, text, email, mail, etc.) from each, and they don't know what to believe or do next. They know college is the right next step, but seeks affirmation and/or confirmation Ivy Tech is a good option to explore further.

WHAT MATTERS:

TO STUDENT:

- An education that leads to a good paying job in their chosen field
- Flexible learning options, particularly online
- Affordability, a range of available scholarships
- Support services
- Credits that transfer, especially guaranteed admissions agreements
- Easy admissions & enrollment process
- Campus safety

TO PARENT(S)/GUARDIAN(S):

- Education that leads to a good job
- Affordability
- Campus safety

TO THEIR INFLUENCERS:

- Education that leads to good job
- Affordability
- Credits that transfer

KEY MESSAGES FOR THIS AUDIENCE:

Ximus dentusda quissimus dolor aborro dolupta temporias solupta conem et endisinim valoris siti optam faceriatium net ut accust, sam quam quibusant facercimodia voluptat.

Ugit eturescieni officiis enietur, seque volutem qui dus natio doluptiumqui abo. Namus atur? Nationes dolupti bearum et rationsectur mod ero doluptatem volupta et velestem essit alis poremodit omnit dundae moluptam, sum autet officimusam que parum voluptat praeptraquost

STATEWIDE MARKETING

Ximus dentusda quissimus dolor aborro dolupta temporias solupta conem et endisinim valoris siti optam faceriatium net ut accust, sam quam quibusant facercimodia voluptat.

- POINT
- POINT
- POINT
- POINT
- POINT

FRONT LINE STAFF & RECRUITERS

Ximus dentusda quissimus dolor aborro dolupta temporias solupta conem et endisinim valoris siti optam faceriatium net ut accust, sam quam quibusant facercimodia voluptat.

- POINT
- POINT
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- POINT
- POINT

55%

MORE LIKELY TO PICK
A 4-YEAR COLLEGE

"Xime consequi nemque velliquo dolorae sam re doluptatur aceratia sum et quature reptumquid quiassecera plique vidusam ium que vendi."

TIMELINE ON PARTNERING WITH AGENCIES

04

PARTNER WITH TOP AGENCIES

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

April 12 – Systems Office Marketing team starts review of written responses.

April 27 – Systems Office Marketing team completes review of written proposals and selects agencies to make presentations.

April 28 – April 30 – Invites sent to selected agencies to make presentations.

May 18 – May 26 – Agency presentations made to Systems Office and Campus Marketing team members.

May 27 – Decision on next steps (final decision or bring finalists in for another round of Q&A)

June – Negotiations with final selection(s) begin.

August 5 – Approval of 2021-12 contract requested from the State Board of Trustees.



PUTTING THE FINDINGS TO WORK RIGHT NOW

Guaranteed Admissions

Not the College Experience You Expected

Earnings and Career




YOUR COLLEGE EXPERIENCE MAY BE DIFFERENT THAN YOU EXPECTED
We offer online options with credits that transfer to other schools.
CLASSES START MARCH 22.

GUARANTEED ADMISSIONS TO
FOUR-YEAR COLLEGES
WHEN YOUR STUDENT STARTS AT
IVY TECH

IVY TECH
COMMUNITY COLLEGE




INCREASE YOUR **ANNUAL EARNING** POTENTIAL BY **ALMOST \$7,000**



IVY TECH HAS A PATH TO YOUR NEXT CAREER
(WITH TUITION YOU CAN AFFORD)
CLASSES START JUNE 7

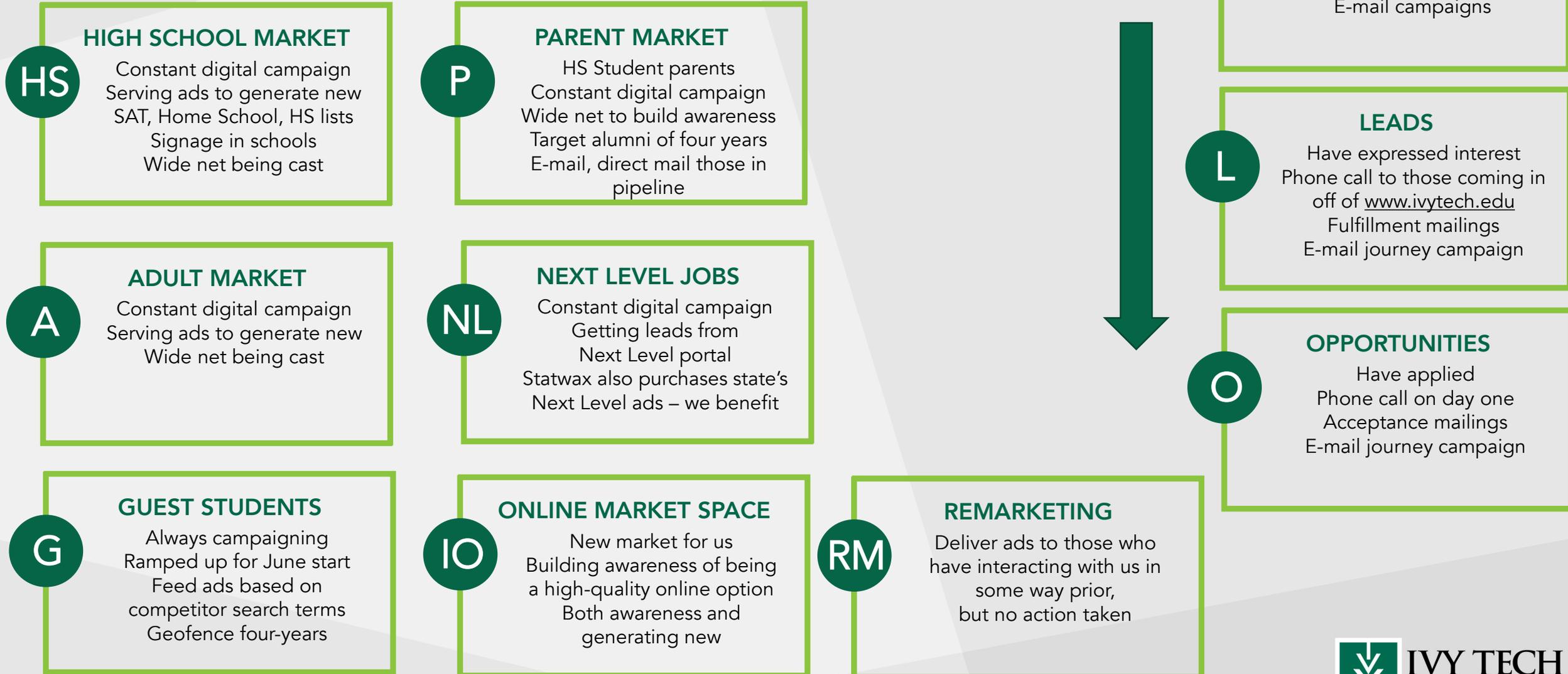


CLASSES START MARCH 22.
YOUR COLLEGE EXPERIENCE MAY BE DIFFERENT THAN YOU EXPECTED
We offer online options with credits that transfer to other schools.



GUARANTEED ADMISSIONS TO
FOUR-YEAR COLLEGES
WHEN YOUR STUDENT STARTS AT
 **IVY TECH**
COMMUNITY COLLEGE

TARGETED AUDIENCES



WAYS WE REACH TARGET AUDIENCES

D

DIGITAL

Ads fed based on behavior online
 Ads fed from list purchases
 Ads fed to leads that come in from other sources
 Driven to landing pages
 Includes YouTube/Connected TV

17.83M
Impressions

336,782
Clicks

18,068
Applications
Additional
10,070 assists

\$61.47
Cost per
application

SM

SOCIAL MEDIA

Organic efforts low ROI
 Paid efforts the focus

- TikTok
- Facebook
- Snapchat
- Instagram
- Pinterest

EM

E-MAIL

Salesforce Marketing Cloud
 Journeys
 List purchases
 Leads and Opportunities
 Marketing Cloud opportunities are huge

DM

DIRECT MAIL

Response to requests
 Targeting parents as a secondary response
 Sending direct mail when getting to a landing page but not taking action

R

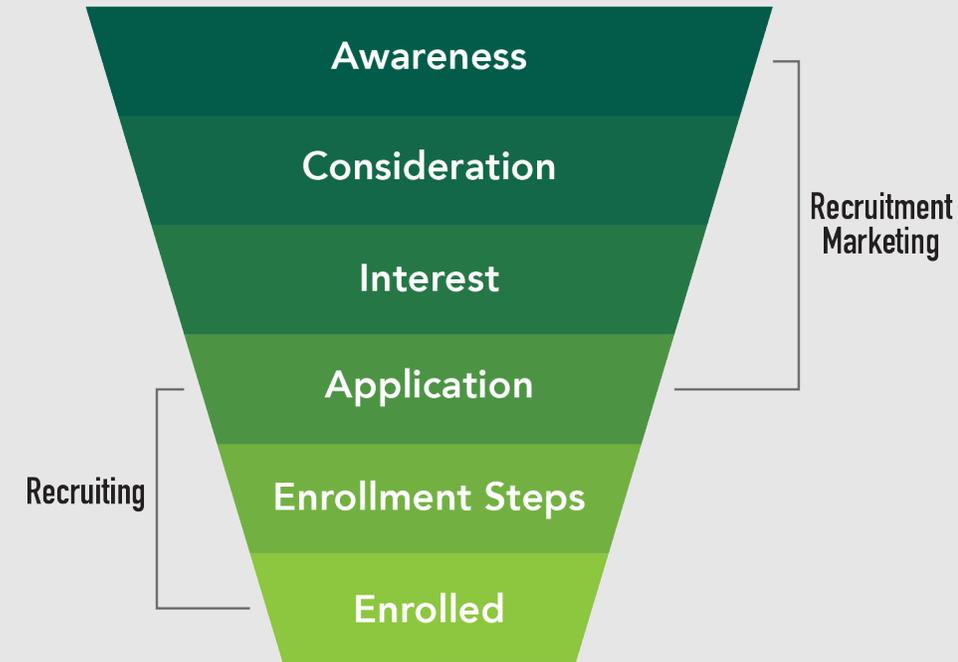
RADIO

Small amount
 Targeting African American and Hispanic market in Indianapolis (example)

O

OTHER

Signage
 Partnerships



ALWAYS TRACKING AND ADJUSTING

Initiative	Photo Content	Message	Image	Clicks	Impr.	CTR	CPC	Cost	Comparison to Overall CTR	
1.	Parents	Mother Daughter	Guaranteed Admissions (Parents)		452	66,216	0.68%	\$2.65	\$1,199.87	134.10%
2.	Next Level Jobs	Computer Overlay	Free Cred		93	23,082	0.40%	\$5.70	\$530.44	38.18%
3.	Next Level Jobs	Computer Overlay	Increase Earnings		53	13,545	0.39%	\$6.05	\$320.68	34.19%
4.	Guest	Female with Mask	College Experience		69	18,911	0.36%	\$2.13	\$146.76	25.13%
5.	Parents	No Image	Guaranteed Admissions (Parents)		65	18,195	0.36%	\$3.70	\$240.60	22.51%
6.	Guest	No Image	College Experience		187	53,323	0.35%	\$2.40	\$448.04	20.27%



THANK YOU!

Questions?

WHAT IS OUT THERE – HIGH SCHOOL MARKET

HS

HIGH SCHOOL MARKET

Constant digital campaign
Serving ads to generate new SAT, Home School, HS lists
Signage in schools
Wide net being cast

GUARANTEE YOUR ADMISSION TO A FOUR-YEAR

CLASSES START JUNE 7

IVY TECH COMMUNITY COLLEGE

GUARANTEE YOUR ADMISSION TO A FOUR-YEAR

CLASSES START JUNE 7

IVY TECH COMMUNITY COLLEGE

GUARANTEE YOUR ADMISSION TO A FOUR-YEAR

CLASSES START JUNE 7

IVY TECH COMMUNITY COLLEGE

ONLINE & FLEXIBLE CLASS OPTIONS

CLASSES START JUNE 7

IVY TECH COMMUNITY COLLEGE

GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

IVY TECH COMMUNITY COLLEGE

SAVE MONEY WHEN YOU START AT IVY TECH AND RECEIVE GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

IVY TECH COMMUNITY COLLEGE

SAVE MONEY WHEN YOU START AT IVY TECH

IVY TECH COMMUNITY COLLEGE

SAVE MONEY WHEN YOU START AT IVY TECH AND RECEIVE GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

IVY TECH COMMUNITY COLLEGE

WHAT IS OUT THERE – PARENT MARKET

THE SMART WAY TO START A BACHELOR'S DEGREE

IVY TECH COMMUNITY COLLEGE

This advertisement features a background image of a student smiling while looking at a laptop. The text is in white and green, with a small Ivy Tech logo in the bottom left corner.

CLASSES START JUNE 7

GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

WHEN YOUR STUDENT STARTS AT IVY TECH

IVY TECH COMMUNITY COLLEGE

This advertisement features a circular inset image of a woman and a young girl looking at a laptop together. The text is in white and green, with the Ivy Tech logo in the bottom right corner.

GUARANTEED ADMISSIONS TO A FOUR-YEAR COLLEGE

IVY TECH COMMUNITY COLLEGE

This advertisement features a background image of a student smiling. The text is in white and green, with the Ivy Tech logo in the bottom left corner.

CLASSES START JUNE 7

P

PARENT MARKET

HS Student parents
Constant digital campaign
Wide net to build awareness
Target alumni of four years
E-mail, direct mail those in pipeline

GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

This banner features the Ivy Tech logo on the left and the text in white and green on a dark green background.

GUARANTEED ADMISSIONS TO FOUR-YEAR COLLEGES

WHEN YOUR STUDENT STARTS AT

IVY TECH COMMUNITY COLLEGE

This advertisement features the Ivy Tech logo and text in white and green on a dark green background.

GUARANTEED ADMISSIONS TO A FOUR-YEAR COLLEGE

CLASSES START JUNE 7

IVY TECH COMMUNITY COLLEGE

This advertisement features the Ivy Tech logo and text in white and green on a dark green background.

THE SMART WAY TO START A BACHELOR'S DEGREE

IVY TECH COMMUNITY COLLEGE

CLASSES START JUNE 7

This advertisement features a background image of a student smiling. The text is in white and green, with the Ivy Tech logo in the bottom left corner.

WHAT IS OUT THERE – GUEST

G **GUEST STUDENTS**
Always campaigning
Ramped up for June start
Feed ads based on competitor search terms
Geofence four-years

GET AHEAD THIS SUMMER
AS A GUEST STUDENT

CLASSES START JUNE 7



YOUR COLLEGE EXPERIENCE MAY BE DIFFERENT THAN YOU EXPECTED

We offer online options with credits that transfer to other schools.

CLASSES START MARCH 22.



8-WEEK, ONLINE GUEST STUDENT CLASSES

CLASSES START JUNE 7



YOUR COLLEGE EXPERIENCE MAY BE DIFFERENT THAN YOU EXPECTED

We offer online options with credits that transfer to other schools.

CLASSES START MARCH 22



IVY TECH COMMUNITY COLLEGE YOUR COLLEGE EXPERIENCE BE DIFFERENT THAN YOU EXPECTED

GET AHEAD THIS SUMMER
AS A GUEST STUDENT

CLASSES START JUNE 7



IVY TECH COMMUNITY COLLEGE YOUR COLLEGE EXPERIENCE MAY BE DIFFERENT THAN YOU EXPECTED CLASSES START MARCH 22.

8-WEEK, ONLINE GUEST STUDENT CLASSES CLASSES START JUNE 7

WHAT IS OUT THERE – NEXT LEVEL JOBS

NL

NEXT LEVEL JOBS

Constant digital campaign
Getting leads from
Next Level portal
Statwax also purchases state's
Next Level ads – we benefit



NextLevel Jobs
INDIANA

INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000



NextLevel Jobs
INDIANA

INCREASE YOUR
**ANNUAL
EARNING**

APPLY NOW!



IVY TECH
COMMUNITY COLLEGE

EARN A
DEGREE
FOR FREE!

APPLY NOW!



NextLevel Jobs
INDIANA



IVY TECH
COMMUNITY COLLEGE

INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000



NextLevel Jobs
INDIANA



INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000



NextLevel Jobs
INDIANA

INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000



EARN A
DEGREE
FOR FREE!

APPLY NOW!



INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000



IVY TECH
COMMUNITY COLLEGE

WHAT IS OUT THERE – ADULT MARKET

A

ADULT MARKET

Constant digital campaign
Serving ads to generate new
Wide net being cast



IVY TECH
COMMUNITY COLLEGE

TAKE THE
NEXT STEP
NOW
IN YOUR
CAREER

CAREER-
FOCUSED
PROGRAMS

CLASSES START
JUNE 7

IVY TECH
COMMUNITY COLLEGE

IVY TECH
COMMUNITY COLLEGE

EARN A
DEGREE
FOR FREE!

APPLY NOW!

NextLevel Jobs
INDIANA

IVY TECH
COMMUNITY COLLEGE

INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000

NextLevel Jobs
INDIANA

LAUNCH
YOUR
CAREER
AT IVY TECH

IVY TECH
COMMUNITY COLLEGE

CLASSES START
JUNE 7

TAKE THE
NEXT STEP
NOW
IN YOUR CAREER

WE HAVE MORE
CAREER-FOCUSED
PROGRAMS
THAN ANYONE.

CLASSES START
MARCH
22

IVY TECH
COMMUNITY COLLEGE

LAUNCH
YOUR
CAREER
AT IVY TECH

CLASSES START
JUNE 7

IVY TECH
COMMUNITY COLLEGE

NextLevel Jobs
INDIANA

INCREASE YOUR
**ANNUAL
EARNING**
POTENTIAL BY

ALMOST \$7,000

WHAT IS OUT THERE – IvyOnline MARKET

10

ONLINE MARKET SPACE
New market for us
Building awareness of being a high-quality online option
Both awareness and generating new



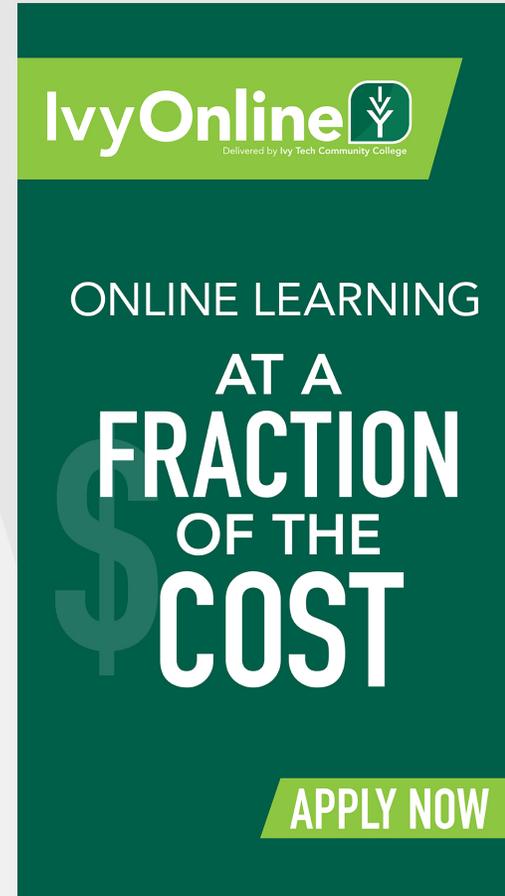
ONLINE LEARNING AT A FRACTION OF THE COST

IvyOnline
Delivered by Ivy Tech Community College



FLEXIBLE ONLINE EDUCATION

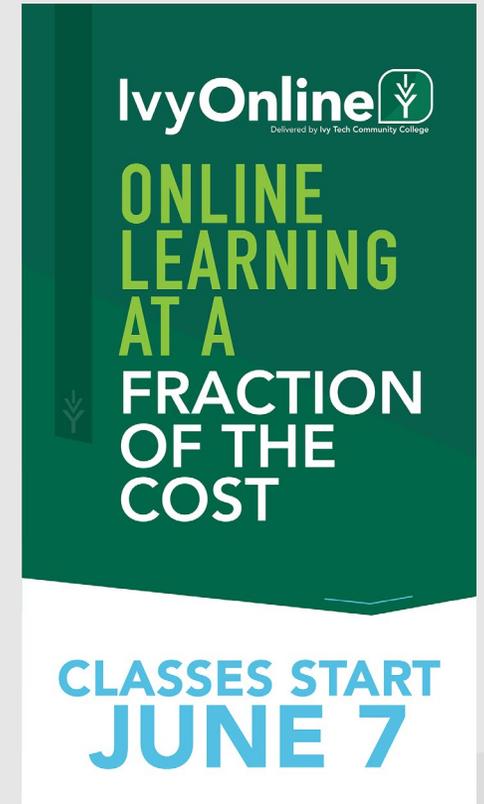
IvyOnline
Delivered by Ivy Tech Community College



IvyOnline
Delivered by Ivy Tech Community College

ONLINE LEARNING AT A FRACTION OF THE COST

APPLY NOW



IvyOnline
Delivered by Ivy Tech Community College

ONLINE LEARNING AT A FRACTION OF THE COST

CLASSES START JUNE 7



FLEXIBLE ONLINE EDUCATION

IvyOnline
Delivered by Ivy Tech Community College



IvyOnline
Delivered by Ivy Tech Community College

ONLINE LEARNING AT A FRACTION OF THE COST



IvyOnline
Delivered by Ivy Tech Community College

FLEXIBLE ONLINE EDUCATION



IVY TECH
COMMUNITY COLLEGE

PRESENTATION INTRO

Workforce Alignment

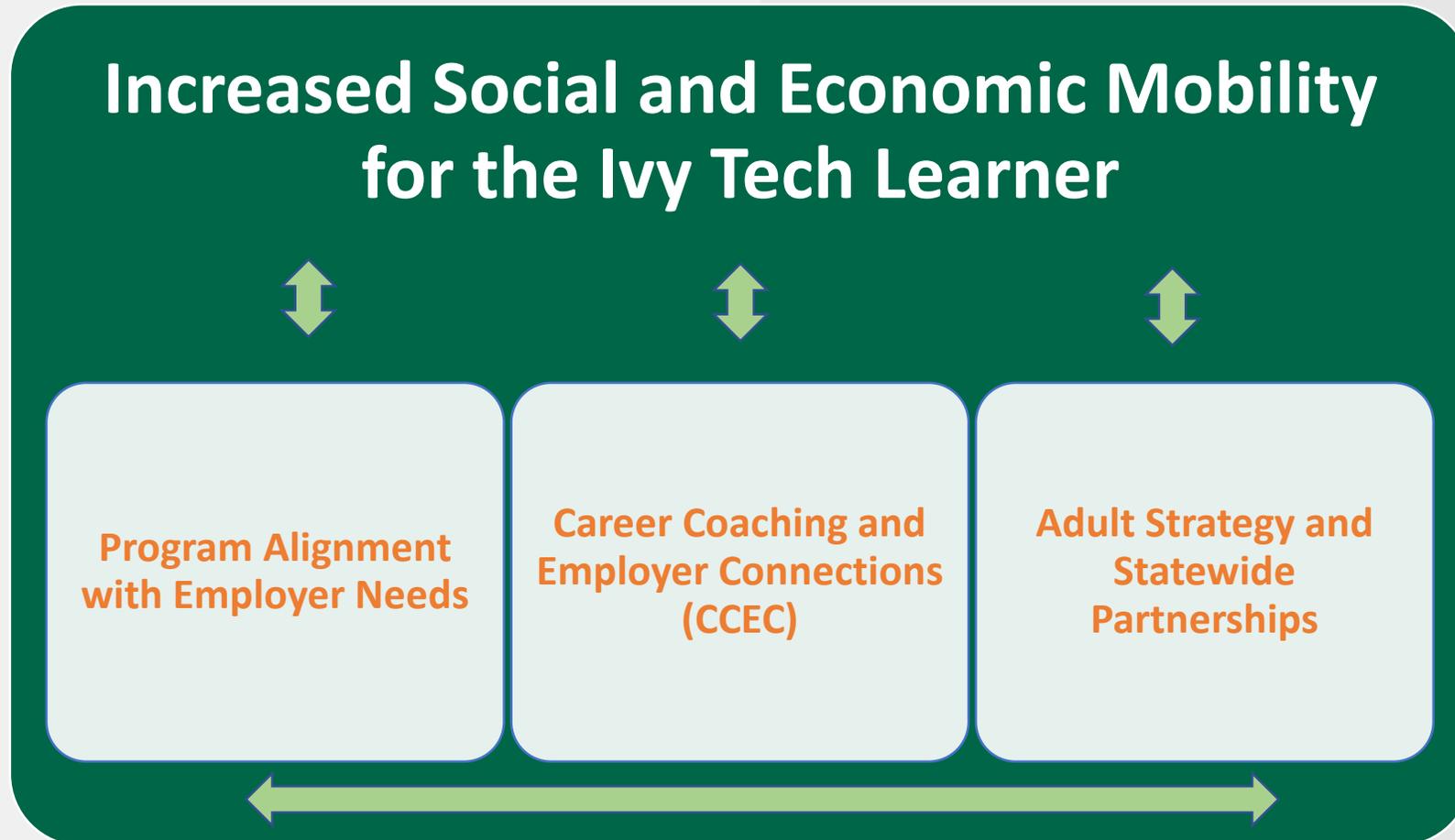
April 8, 2021



OUR COMMUNITIES. YOUR COLLEGE.



Workforce, Careers, and Adult Strategy Focus



Workforce Alignment

AGENDA

1

CCEC: On The Rise and Inside Track Resolution

Caroline Dowd-Higgins, Vice President of Career Coaching and Employer Connections

2

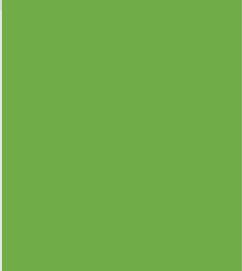
Adult Strategy Updates

Stacy Townsley, PhD, Vice President for Adult Strategy and Statewide Partnerships

3

Workforce - School of Entrepreneurship Model

Aaron Baute, PhD, Vice President of Business, Logistics, and Supply Chain



CCEC: On The Rise

CAROLINE DOWD-HIGGINS

VICE PRESIDENT FOR CAREER COACHING AND EMPLOYER
CONNECTIONS



Launch and Implementation Progress Report

- **Launching, Hiring, Professionalizing, and Data Gathering**
- **Career Coaching**
 - Statewide Events - Actions, and Outcomes
 - Campus Events - Actions, and Outcomes
- **Career Experiences**
 - Work & Learn and Career Placement Focus
 - Events, Actions, and Outcomes
- **Employer Consulting**
 - Actions and Outcomes
 - New or Enhanced Relationships
 - Examples and Highlights
- **What's Coming Next?**
- **Building Culture**
- **Grant and Funding Update**

Launching, Hiring, Professionalizing, and Data Gathering

March 2020 – March 22, 2021

CCEC Implementation: 14 campuses in construct: Alpha I, II, and III

- Hired/transitioned 98+ staff members on 14 campuses
- Moved Career Coaching, Recruiting events, Employer engagement, and special programs to a virtual experience
- Onboarding and training new staff virtually
- Created the Career Development Portfolio execution plan for students
- Assessed and leveraged tech platforms to initiate data tracking
- Virtual Engagement: 14 Alpha Campuses; 5 legacy campuses
 - Monthly statewide CCEC Virtual Office Hour 150+ participants

Career Coaching – Actions and Outcomes

Early-Stage Data – Alpha I Campuses Launched August 24, 2020

2,328 Students Fall 2020

Each Alpha I campus launched w/pilot student cohort

- *Work the model*; put coach training into practice

1:1 Student coaching sessions **August 2020 to March 22, 2021**

- 1,046 Career Awareness/Assessment
- 1,049 Career Exploration
- 2,825 total meetings
- 159 Coach-led workshops

Pandemic created decline in student engagement

- Team initiated outreach to engage
 - 15,000+ text messages sent
 - 6,000 + emails sent
 - 1,600 + calls made
 - 100+videos sent

Career Experiences – Events, Actions, and Outcomes

Work-and-Learn – Career Placement Focus

National Intern Day: July 30th

- Inaugural statewide celebration and promotion of Ivy Tech interns
- Social Media Hashtag: #InternedWithIvyTech
- Ivy Tech Intern Web Page: <http://www.ivytech.edu/interns>

1st Statewide Virtual Internship Fair- November 5th

- Inaugural event during Career Development Week
- 84 employer participants

Employment Postings since August 2020

- New, intentional focus on employer engagement
- Internship and Career Postings: 5,420 (17% internships)
- New Employer Postings: 489

Employer Engagement: Alpha I Campuses Pilot Data: August 24, 2020-March 22, 2021

- 61 total events
- Info sessions, panels, recruiting events, mock interviews, etc.

EMPLOYER Consulting - Actions and Outcomes

The screenshot displays the Ivy Tech Community College website's employer resources page. At the top, there is a navigation bar with the Ivy Tech logo, a search bar containing the text "start your journey here", and links for "MyIvy", "IvyLearn", and "GIVE". Below the navigation bar is a large banner with a green and blue background. The banner features the text "WE'RE HERE FOR YOU" in large white letters, followed by a message: "During times like these, Ivy Tech is here with you working closely with state, regional, and local communities to assist with your workforce pivots along the way." To the right of the text is a photograph of two healthcare workers, a woman in teal scrubs and a man in a dark blue shirt and khaki pants, both wearing masks and gloves. Below the banner is a section titled "Looking forward from flattening the curve to turning the corner" with a paragraph of text. To the right of this text is a smaller photograph of a woman in teal scrubs holding a white envelope. Below the text and photographs is a section titled "Find what you are looking for in one-click:" with four buttons: "WORKFORCE SUPPORT", "ENGAGE TOP TALENT", "INTERACT WITH TOP TALENT", and "COVID-19 INFORMATION".

WE'RE HERE FOR YOU

During times like these, Ivy Tech is here with you working closely with state, regional, and local communities to assist with your workforce pivots along the way.

IVY TECH
COMMUNITY COLLEGE

Looking forward from flattening the curve to turning the corner

The post-COVID-19 will have a new landscape, and will be different for students, workforce and our communities. Your Ivy Tech Community College is positioned to be responsive, reactive and strategic as the economy begins to open. Many industry partners have utilized Ivy Tech Community College for their workforce training needs and it is our goal to have resources at your fingertips.

Find what you are looking for in one-click:

[WORKFORCE SUPPORT](#) [ENGAGE TOP TALENT](#)

[INTERACT WITH TOP TALENT](#) [COVID-19 INFORMATION](#)

- **Workforce & Career tools in one place**
- **Alpha I campuses August 2020 – March 2021**
 - 2,108+ Employees served or engaged
 - 364 Organizations
 - Top 5 Areas of Interest
 - Workforce Training
 - Contract Training
 - Degree and Apprenticeships
 - Work & Learn – Internships
 - Hiring/Talent Pipeline
- **78+ Community Organizations Engaged**
 - **Top 5 Areas of Interest**
 - Advisory Committee
 - Training
 - Work & Learn
 - Grant Partnerships
 - CCEC Awareness

[employer resources web page](https://www.ivytech.edu/employerresources/)
<https://www.ivytech.edu/employerresources/>

Sample of New/Enhanced Employer Relationships

- **Genesys** - New internship program; hiring in-progress; preparing first training cohort 12 students to certify in Genesys Cloud. A pipeline feeder for full-time hires
- **160 Driving Academy** - launched new CDL training partnership and 160 Driving Academy, hired student as Branch Manager
- **SAIC** - started new intern program partnership, hiring interns in Product Assurance
- **EPS Global** – talent pipeline development; hiring in progress
- **OneAmerica** - “gold-standard” partnership to support *Taking Hoosiers to the Next Level* students with Co-ops and employer engagement events
- **Insurance Group of Indiana** – seeking 50+ statewide interns in 38 companies; job shadow/mentor opportunities
- **Lilly** – building apprenticeship model for diverse and underrepresented talent

What's Coming Next?

- **Alpha III Cohort:** Lake County, Marion, Anderson and Lafayette kick-off started: January 2021; hiring in-progress
- **ROI predictive modeling tool** for employers by KSM: May 2021
- **New CCEC pages** on Ivy Tech website: May 2021
- **Alpha IV Cohort:** Bloomington, Columbus, Muncie, Terre Haute, and Hamilton County: Spring 2021
- Deep dive **placement metrics** – work & learn and career: May 2021
- *Taking Hoosiers to the Next Level* – **placement focus** for May 2021 completion
- Partnership with **Inside Track** (Strada affiliate) virtual career coaching for Indiana citizens in partnership with the **state's Rapid Recovery** effort: August 2021

Career Champions: Creating a Statewide Culture

Strategizing to Create a Celebratory Placement Culture

- All-play involvement in next destination recognition of students
- Ensure the capture of better placement data

Career Champions: developing the CCEC culture of support

- A Strategy Team 4.4 initiative
- Launched November 2, 2020
- 397 faculty & staff enrolled
- 340 Champions completed



Grant and Funding Update

The **state**, **Strada**, **Skillful Indiana**, and **Ivy Tech** working in partnership on Rapid Recovery to help displaced Hoosiers get back to work.

\$3.8 million Cares Act grant awarded in December 2020

- LEI funds are being matched and released
- Support CCEC campus staffing
- Fund career assessment platforms and tools
- Develop skills-based coach training (Skillful)
- Provide virtual career coaching for Hoosiers in need: Inside Track

Inside Track and Skillful Indiana

- **Inside Track** provides retention coaching to 21st Century Scholars w/proven success; trusted Ivy Tech partner since 2014
- Inside Track to use CCEC model with Hoosiers and Ivy Tech students – serving 6,000 through June 2022
- Virtual career coaching: flexible evening/weekend options
- InsideTrack line item in the Cares Act SOW: \$1,225,500
- **Skillful Indiana** is developing skills-based career coach virtual training
- Free training modules will be released nationally through Rework American Alliance
- Ivy Tech coaches are piloting the content and offering subject matter expertise and feedback
- \$800,000 from Strada to support this line item in the Cares Act SOW

Adult Strategy Updates

DR. STACY TOWNSLEY

VICE PRESIDENT FOR ADULT STRATEGY AND STATEWIDE
PARTNERSHIPS

Adult Learner Strategy – Intentional Focus

Adults age 25+ years represent approximately 45% of all credential-seeking students enrolled at Ivy Tech.

Intentional, cross-functional focus braids together aspects of Strategic Plan Goals 1–4. Informed by College’s Rapid Recovery efforts. Includes initiatives to enhance:

- Community outreach/partnerships
- Barrier removal (financial, other learner supports)
- Honoring adults’ life and work experiences (Prior Learning Assessment)
- Flexible, short-term credential options aligned to workforce demand

Adult Learner Strategy - Updates

Prior Learning Assessment (PLA) Restart

- PLA expansion – Rapid Recovery/CAEL project review w/ School of Business; \$400K+ federal/state and Strada funding for 2021
- PLA process improvement – Goal 4.1, March Exec Council approval and project kickoff
- Partners include Governor’s Workforce Cabinet, ICHE, Indiana Chamber, TPMA

CBO/FBO Outreach – Bridges of Hope pilot

- Community- and Faith-based partners, employers; co-case management, integration of learner supports and employer partners
- Strategic planning spring 2021; TPMA partner; pilots in Indy, Muncie, and Madison

Skills Academy – ‘knitting together the ecosystem’

- One of six institutions nationally working with Education Design Lab’s Community College Growth Engine Fund – developing four pilot micro-pathways in Advanced Manufacturing, IT, and Supply Chain/Logistics
- Pilots launch Fall 2021; ongoing design process with employers/community/learners

School of Entrepreneurship & Innovation

Dr. Aaron Baute Vice President of Business, Logistics, and Supply Chain

DR. RONDA TAYLOR Dean of Public Affairs & Social Services

IRIS HAMMEL Executive Director RISE | Regional Innovation & Startup Education

Current State of Entrepreneurship

Indiana

- Currently ranks 44th in nation for producing entrepreneurs
- Top ranked state in Midwest for entrepreneurship friendliness (SBE Council)
- Top 10 state in nation for business tax climate (Tax Foundation)
- High school dual college credit courses only accessible for students in business pathway

Ivy Tech

- Housed in Business Department
- Decrease in student enrollment statewide
- Many students do not complete program
- Program not designed to help students launch businesses
- Certificates not stackable with other department certificates

Future State of Entrepreneurship

Ivy Tech + RISE

- School of Entrepreneurship & Innovation
 - Dedicated entrepreneurship ecosystem development in each campus service area for student connectivity and business support
 - Dedicated staffing to build programs and student support
 - Cross-campus connectivity through stackable degrees
 - Collaboration with IDOE on Next Level Programs of Study
 - Statewide connectivity for instructors through mentorship & training
- Leading-edge curriculum and teaching methods designed to support students launching businesses and vibrant entrepreneurial ecosystems
- Certificate, Technical Certificate and Associate of Applied Science

Implementation & Student Success

Year One Fall 2021

- Indianapolis
- South Bend
- Bloomington
- Ft. Wayne



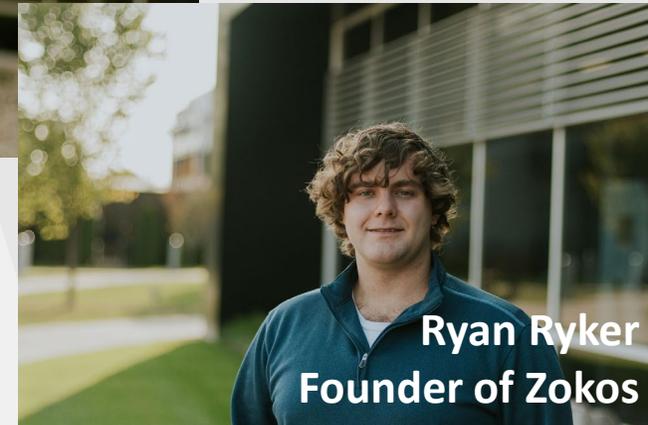
Laquisha Jackson
Founder of Soulful Kitchen &
Hope for the Hungry



Joanne Cogdell
Founder of Naxos
Neighbors

Year Two Fall 2022

- Noblesville
- Lake County
- Columbus



Ryan Ryker
Founder of Zokos

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
January 1, 2021 THROUGH February 28, 2021**

Grant Number	Campus	Title or Description	Source	Amount	Original Effective Date	Expiration Date
<u>Competitive</u>						
R03566	Indianapolis	181 Healthcare Initiatives Inc. CNA Program 2021	Healthcare Initiatives, Inc	\$ 25,000.00	1/1/2021	12/31/2021
R03550	Indianapolis	181 COE TRiO Emergency Grant Aid <i>(increase)</i>	Council for Opportunity in Education	\$ 1,714.00	10/2/2020	2/15/2021
R03168	Fort Wayne	131 Make It Your Own Cnstrtm-Schwab <i>(increase)</i>	Olin B and Desta Schwab Foundation	\$ 1,165.00	6/1/2019	6/30/2021
R03455	Indianapolis	181 SUB NIH NIEHS MWC HazMat	Regents of the University of Minnesota	\$ 162,000.00	8/13/2020	5/31/2021
R03547	Lake County	111 TS COE Emergency Grant Aid 2020 <i>(increase)</i>	Council for Opportunity in Education	\$ 1,714.00	10/2/2020	2/15/2021
R03595	Lake County	111 SSS COE Emergency Aid Grant <i>(increase)</i>	Council for Opportunity in Education	\$ 1,714.00	10/2/2020	2/15/2021
R03578	Systems Office	901 GWC CARES CCEC Funding 2020-21	IN Governors Workforce Cabinet	\$ 3,000,000.00	7/1/2020	12/31/2021
R03602	Lafayette	141 SUB DOE IES RAND	RAND Corporation	\$ 8,000.00	7/1/2020	6/30/2023
R03603	Lafayette	141 SUB IOED WHIN	Indiana West Advantage, INC	\$ 16,700.00	12/1/2020	11/30/2021
R03605	Fort Wayne	131 CFAB 2020-2021	Cable Fund Access Board	\$ 11,286.00	1/1/2021	6/30/2021
R03606	Muncie	161 Adv Manuf Workforce Caterpillar	Caterpillar Foundation	\$ 40,000.00	12/15/2020	12/31/2021
R03608	Bloomington	241 PTK 2020 Honors in Action	Phi Theta Kappa Foundatio	\$ 1,000.00	10/7/2020	3/31/2021
R03612	Columbus	201 IN-MaC Engineering Equipment	Purdue University	\$ 2,000.00	2/8/2021	8/31/2021
R03613	Systems Office	901 CHE Adult Promise 2021	Indiana Commission of Higher Education	\$ 99,980.00	12/1/2020	6/30/2021
R03615	Terre Haute	171 OakleyFnd HealthSci Renovation	Hollie and Annie Oakley Foundation	\$ 250,000.00	11/2/2020	11/1/2025
R03604	Sellersburg	231 First Savings Financial Literacy 2021	First Savings Charitable Foundation	\$ 9,500.00	1/6/2021	12/31/2021
R03580	Systems Office	901 GWC Strada CARES CCEC Funding	IN Governors Workforce Cabinet	\$ 800,000.00	7/1/2020	12/30/2021
				Competitive Total:	<u>\$ 4,431,773.00</u>	
<u>Non Competitive</u>						
				Non-Competitive Total:	\$ -	
				Total Board Report:	<u><u>\$ 4,431,773.00</u></u>	

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
July 1, 2020 THROUGH February 28, 2021**

**Grants &
Contracts**

Total this Report	\$ 4,431,773.00
2020-2021 YTD-Total to Date	\$ 33,244,974.87
2019-2020 Fiscal Year-End Total	\$ 61,493,223.00
2018-2019 Fiscal Year-End Total	\$ 22,580,366.00
2017-2018 Fiscal Year-End Total	\$ 18,122,815.00
2016-2017 Fiscal Year-End Total	\$ 25,626,665.00
2015-2016 Fiscal Year-End Total	\$ 18,906,875.00
2014-2015 Fiscal Year-End Total	\$ 20,718,246.00
2013-2014 Fiscal Year-End Total	\$ 27,105,576.00
2012-2013 Fiscal Year-End Total	\$ 23,049,587.00
2011-2012 Fiscal Year-End Total	\$ 26,290,960.00

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2021

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>	
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	Life & LTD	207,488.51	The Standard	1/5/2021	J0252580
	Reimbursement for Health Ins. Claims	723,841.18	Anthem	1/6/2021	J0252617
	FICA/MQFE/Federal Taxes	1,852,162.24	PNC Bank	1/11/2021	J0252742
	County and State Taxes	1,343,380.93	PNC Bank	1/11/2021	J0252774
	Rx Payment	229,547.85	CVS	1/12/2021	J0252796
	Retirement	1,102,745.90	Transamerica	1/12/2021	J0252793
	Reimbursement for Health Ins. Claims	673,467.11	Anthem	1/19/2021	J0252974
	Rx Payment	219,426.31	CVS	1/19/2021	J0252975
	Reimbursement for Health Ins. Claims	682,956.54	Anthem	1/22/2021	J0253155
	FICA/MQFE/Federal Taxes	1,885,565.72	PNC Bank	1/25/2021	J0253174
	Rx Payment	230,722.28	CVS	1/26/2021	J0253244
	Retirement	1,106,591.46	Transamerica	1/26/2021	J0253231
	Reimbursement for Health Ins. Claims	337,054.13	Anthem	1/28/2021	J0253338
	Rx Payment	212,643.68	CVS	1/31/2021	J0253527
	Health Savings Account	213,386.12	Chard Snyder	1/31/2021	J0253524
II. Article IV. Officers of the Board. Section 5. Treasurer.	Money Market	4,108,000.00	Lake City Bank	1/4/2021	J0252628
Article VIII. Execution of Contracts and other Documents. Section A.	Money Market	185,647.26	Lake City Bank	1/5/2021	J0252633
Approval and authorization of the Board.	Money Market	145,000.00	Lake City Bank	1/6/2021	J0252640
	Money Market	760,000.00	Lake City Bank	1/7/2021	J0252677
	Money Market	1,092,000.00	Lake City Bank	1/8/2021	J0252737
	Money Market	2,530,000.00	Lake City Bank	1/11/2021	J0252799
	Money Market	19,788,000.00	Lake City Bank	1/12/2021	J0252842
	Money Market	8,348,000.00	Lake City Bank	1/20/2021	J0253082
	Money Market	5,321,000.00	Lake City Bank	1/26/2021	J0253272
III. Reported to the Board of Trustees under \$500,000	Apprenticeship Contract Expense	111,292.98	Bricklayers Local 4 IN/KY Apprentice	1/4/2021	02394973
	Apprenticeship Contract Expense	293,173.02	Apprentice Education Trust Local 44	1/6/2021	!0242924
	Utilities	215,372.11	BPTS	1/6/2021	J0252619
	Apprenticeship Contract Expense	424,766.00	IN-KY Region Service Council of Car	1/8/2021	02395301
	Apprenticeship Contract Expense	203,727.98	Louisville Electrical JATC	1/8/2021	02395304

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2021
PAGE 2

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000 (Cont)				
Taking Hoosiers to the Next Level Books	109,674.67	Barnes & Noble Education Inc	1/8/2021	I0243005
Professional Services and Fees	184,875.00	Lumen, LLC	1/11/2021	I0243127
Apprenticeship Contract Expense	130,432.00	Indiana/Kentucky Council of Carpenters	1/11/2021	02395381
Apprenticeship Contract Expense	112,171.52	Indianapolis Electrical JATC	1/11/2021	02395382
Insurance	155,455.00	Arthur J. Gallagher Risk Management	1/12/2021	I0243193
Testing Services	105,915.00	Assessment Technologies Institute	1/12/2021	I0243194
Ft. Wayne DEVELOP Lab Project	101,143.45	CME Corporation	1/12/2021	I0243205
Utilities	221,954.75	BPTS	1/12/2021	J0252797
Elkhart iFLEX Project	282,329.53	CORE Construction Indiana LLC	1/14/2021	I0243317
Licensed Software	196,360.00	Salesforce.org	1/14/2021	I0243350
Columbus Construction Project	156,716.13	CSO Architects Inc	1/14/2021	I0243318
Computers	259,763.74	Dell	1/19/2021	I0243477
Licensed Software	168,598.00	Dude Solutions Inc	1/20/2021	I0243580
Apprenticeship Contract Expense	153,909.76	Indiana/Kentucky Council of Carpenters	1/20/2021	02395955
Apprenticeship Contract Expense	184,734.37	Plumbers & Steamfitters Local 166	1/22/2021	02396158
Professional Services and Fees	129,714.05	Appirio Inc	1/22/2021	I0243704
Apprenticeship Contract Expense	116,056.82	Plumbers & Pipefitters Local 502	1/22/2021	02396157
Licensed Software	301,340.20	MuleSoft LLC	1/25/2021	I0243831
Professional Services and Fees	200,000.00	Loan Science SC, LLC	1/25/2021	I0243824
Professional Services and Fees	255,813.00	Inside Track Inc	1/26/2021	I0243930
Valparaiso Nursing Lab Renovation	161,175.37	Larson-Danielson Construction Co In	1/26/2021	I0243934
Utilities	108,830.79	BPTS	1/26/2021	J0253235
Professional Services and Fees	254,043.84	ServiceNow Inc	1/28/2021	I0244044
Kokomo Construction Project	162,374.37	Hagerman Inc	1/28/2021	I0244030
Semiannual Lawrence Lease Payment	115,381.37	US Bank	1/28/2021	I0244047
IV. Approved by the Board of Trustees over \$500,000.				
Inclusive Access	721,626.24	Barnes & Noble Education Inc	1/1/2021	J0252745
Kokomo Construction Project	1,038,127.95	F.A. Wilhelm Construction Co.	1/22/2021	I0243718
Indianapolis Automotive Project	1,232,782.03	Pepper Construction Company	1/29/2021	I0244106

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2021

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	County and State Taxes	672,659.93	PNC Bank	2/1/2021 J0253501
	Life & LTD	108,439.79	The Standard	2/3/2021 J0253607
	Reimbursement for Health Ins. Claims	841,754.48	Anthem	2/5/2021 J0253701
	FICA/MQFE/Federal Taxes	2,166,623.22	PNC Bank	2/5/2021 J0253718
	Rx Payment	220,327.59	CVS	2/9/2021 J0253793
	Retirement	1,090,590.88	Transamerica	2/9/2021 J0253788
	Reimbursement for Health Ins. Claims	291,400.38	Anthem	2/12/2021 J0253937
	Rx Payment	222,126.72	CVS	2/16/2021 J0254009
	Health Savings Account	213,144.69	Chard Snyder	2/16/2021 J0254008
	Reimbursement for Health Ins. Claims	604,726.47	Anthem	2/19/2021 J0254145
	FICA/MQFE/Federal Taxes	2,173,115.22	PNC Bank	2/22/2021 J0254179
	Retirement	1,101,595.01	Transamerica	2/22/2021 J0254200
	Rx Payment	238,011.00	CVS	2/24/2021 J0254303
	Reimbursement for Health Ins. Claims	477,448.65	Anthem	2/25/2021 J0254345
	Health Savings Account	214,446.56	Chard Snyder	2/28/2021 J0254489
II. Article IV. Officers of the Board. Section 5. Treasurer.	Money Market	660,000.00	Lake City Bank	2/4/2021 J0253686
Article VIII. Execution of Contracts and other Documents. Section A.	Money Market	324,000.00	Lake City Bank	2/8/2021 J0253787
	Money Market	18,409,000.00	Lake City Bank	2/9/2021 J0253846
	Money Market	5,269,000.00	Lake City Bank	2/10/2021 J0253885
	Money Market	13,815,000.00	Lake City Bank	2/18/2021 J0254128
	Money Market	974,140.00	Lake City Bank	2/19/2021 J0254169

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2021
PAGE 2

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000				
Professional Services and Fees	391,666.67	Blackboard Collaborate Inc	2/1/2021	!0244167
Utilities	152,664.92	BPTS	2/1/2021	J0253545
Refund of Duplicate HEA Payment	415,192.14	Indiana Commission of Higher Education	2/3/2021	02428162
Apprenticeship Contract Expense	122,273.16	IUOE Local 841 Apprenticeship	2/3/2021	02428164
Apprenticeship Contract Expense	104,186.70	Plumbers & Steamfitters Local 157	2/3/2021	02428178
Personal Protective Equipment	115,585.00	Abatement Cooperatives Group Inc	2/4/2021	!0244429
Parking Lot Project	475,047.00	Wabash Valley Asphalt Company	2/5/2021	!0244546
Licensed Software	496,682.78	Salesforce.org	2/8/2021	!0244640
Insurance and Risk Management Services	184,000.00	Willis Towers Watson Midwest Inc	2/8/2021	!0244662
Ft. Wayne DEVELOP Lab Project	121,130.01	CME Corporation	2/9/2021	!0244696
Utilities	231,944.77	BPTS	2/9/2021	J0253794
Apprenticeship Contract Expense	252,737.35	Indiana/Kentucky Council of Carpenters	2/15/2021	02443859
Personal Protective Equipment	161,700.00	Printer Zink Inc	2/16/2021	!0245024
Licensed Software	211,957.22	SHI International Corp	2/16/2021	!0245038
Utilities	127,878.85	BPTS	2/16/2021	J0254014
Licensed Software	124,000.00	Aidex Corporation	2/18/2021	!0245231
Apprenticeship Contract Expense	139,408.65	South Bend & Vicinity Electrical JATC	2/19/2021	02446499
Licensed Software	181,734.18	Aidex Corporation	2/22/2021	!0245357
Utilities	108,616.59	BPTS	2/22/2021	J0254197

DISBURSEMENTS OF \$100,000.00 AND OVER
 FOR THE MONTH OF FEBRUARY 2021
 PAGE 3

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000 (Cont.)				
Ft. Wayne Parking Lot Project	243,219.60	F.A. Wilhelm Construction Co., Inc	2/23/2021	!0245507
Licensed Software	399,510.31	Oracle America Inc	2/25/2021	!0245656
IV. Approved by the Board of Trustees over \$500,000.				
Indianapolis Automotive Project	1,146,996.69	Pepper Construction Company	2/12/2021	!0244912
Indianapolis Automotive Project	599,393.55	Pepper Construction Company	2/16/2021	!0245014



IVY TECH
COMMUNITY COLLEGE

PRESENTATION TO THE

State Board of Trustees President's Report

Thursday, April 8, 2021



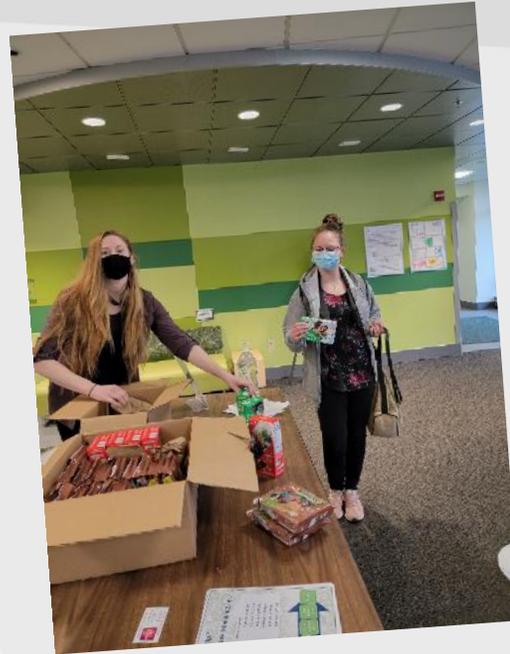
OUR COMMUNITIES. YOUR COLLEGE.



Thank You!

Trustee Glick

\$1,000 Girl Scout Cookie Donation



Thank You!
Julie Lorton-Rowland
41 Years of Service



Thank You, Julie!

- Applicant Tracking System (PeopleAdmin) - 2006
- Banner HR implementation - 2008
- Expanded fee remission benefits to include part-time hourly staff and adjunct faculty - 2012
- Early Retirement Incentive Program (ERIP) - 2013
- Offered retirement symposiums, starting in 2013
- Implemented bi-weekly Statewide HR Meetings to ensure consistent application of policies/procedures and communications with the statewide HR team - 2013
- Staffing plan in support of “one stop” student services now named “Express Enrollment Center” - 2013
- Systems Office Renovation (3rd Floor NMC) - 2014
- Sam Jones Faculty Fellows - 2015
- Compliance and Reporting with Affordable Care Act - 2015
- Retirement plan restructure beginning with the launch of the Retirement Plan Committee - 2016
- IvyBenefits - The College’s first benefits administration system - 2016
- Creation of Transgender policy/guidelines - 2016
- Applicant Tracking System Upgrade (PageUp) - 2017
- Campus restructure - 2017
- Emplify Employee Engagement Survey - 2017
- IvyLEAD Learning Management System - 2017
- Implemented an HR IvyLearn Org to house all of important documents, resources and communications for the statewide HR team - 2017
- BeLively Employee Wellbeing program - 2018
- Hubs implementation - general - 2018
- Winter Recess - 2018
- Raised minimum salary for full-time non-exempt staff to \$30,000 - 2018
- Added Seniority Bridge for returning employees - 2018
- (In collaboration with Payroll) transition all employee to a single payroll schedule/frequency - 2018
- Systems Office restructure - 2019
- Workplace Flexibility Policy - 2019
- Pathways to Peak Leadership - 2019
- Launched auto-enrollment for employee directed retirement savings - 2019
- Your Money Line - 2019
- Change in vacation accrual for full time hourly support staff to align with full-time administrative staff - 2019
- Changed the faculty reporting of sick time and faculty release time to align with administrative staff to 1 hour increments - 2019
- Adjunct Faculty Certification Institute - 2020
- Added part-time staff and adjunct faculty as eligible participants to EAP - 2020
- Emergency Paid Sick Leave (and other policies and procedures in response to Covid-19 pandemic) - 2020
- Spot Bonus - 2020
- Electronic Performance Management System implementation - 2021
- Benefits and Leaves hub (HR) - 2021
- Volunteer and Community Engagement Policy - 2021
- Revamped Emergency College or Campus Closures Policy - 2021
- Master Teacher Seminar
- Supervisor Education
- Over time, has expanded eligibility under College policy to be more inclusive. Examples include: Bereavement, sick time, non-discrimination, expansion of health benefits
- Statewide employee recognition program and SO employee recognition event

Lori Handy
Interim Chancellor
Richmond Campus



Richmond Chancellor Update

- Dr. Lori Handy began as interim chancellor March 1
- Listening Sessions on April 8 and 9
- Position will be posted on April 9
- First round interviews will be at the end of May
- Chancellor on board in July



Indianapolis Chancellor Update

- Over 70 candidates applied for the position
- Listening Sessions were held February 4-12
- First Round Interviews were February 26-March 11
- Finalist Round Interviews were conducted on March 31 and April 1
- Announcement of the new chancellor in the upcoming week



Lafayette Chancellor Update

- Posting closed on Monday, March 29
- Of the 22 applications received, will interview 4 candidates virtually (1 internal & 3 external) on April 12, 13 and 14
- Finalist Interviews will be conducted May 6-7
- Start date July 1



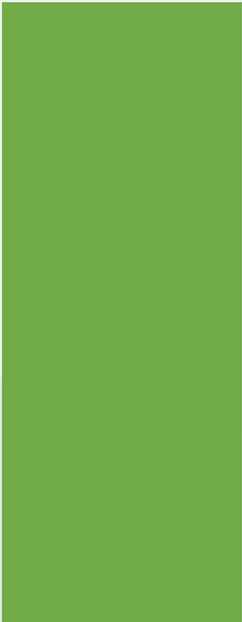


NEW Hamilton County Campus

- Indianapolis restructure includes “spinning out” Hamilton County as Ivy Tech’s 19th campus
- Hamilton County is 4th largest, fastest growing county
- Noblesville site established in 2014; has grown to over 1,200 students within a 200,000+ sqft facility
- Expanded and full programs offered aligned to the county workforce needs
- Dr. Stacy Atkinson selected as first Chancellor
- VCAA and VCES/SS – hired and named
- Grand Opening July 30, 2021



COVID-19 Operational Update



COVID-19 Update

- Continued universal face coverings (per Governor's Exec Order), social distancing, contact tracing, and vaccinations are the keys to the path forward
- Student and employee surveys underway

Reopening Plans

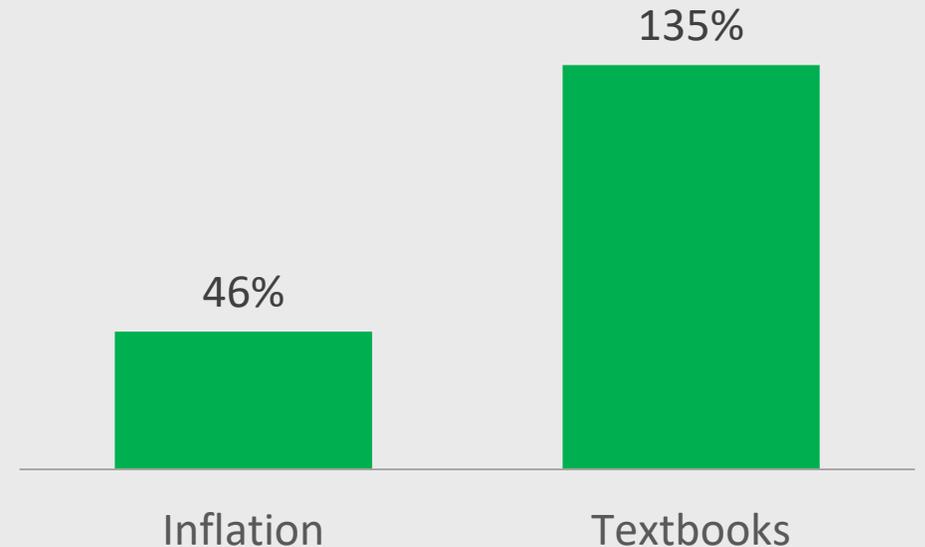
- Turning the dial to open:
 - 25% census/in-person on campus in March
 - 50% census/in-person on campus in Summer
 - 100% open for Fall
- Expect more Learn Anywhere, hybrid courses and services for students
- Developing adjustments to employee workplace policies effective August 2021



COVID-19 Relief Funding

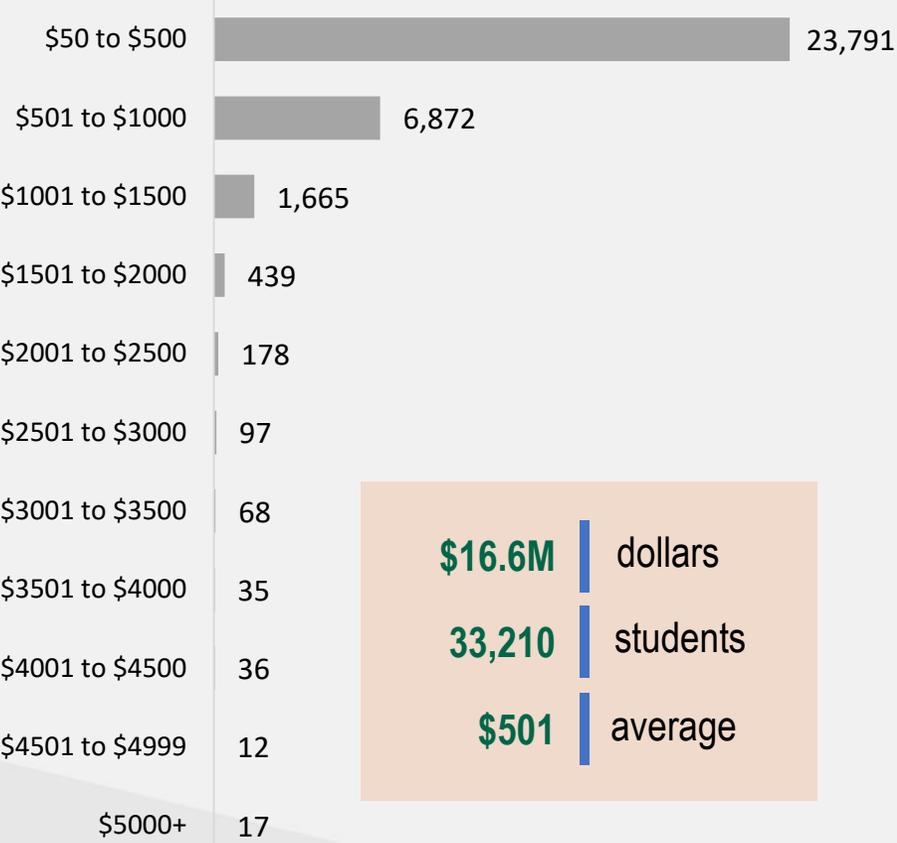
- Cover any costs associated with significant changes to the delivery of instruction due to coronavirus
- **\$34.1M** directed to more than **48,000 students**
 - CARES (March 2020)
 - CRRSAA (December 2020)
 - American Recover Plan Act (March 2021)
- **More than 50% funding to students**
 - **95%** via a formula based on unmet need and the remainder via an application process
 - **23% distributed to minority students** (who make up 15% of the student body)
 - Additional payment made each 8 week session
- **Institutional dollars have been student focused**
 - **Cengage \$10M**
 - Web cams
 - Hot spots
 - Computers
 - Faculty pay to transition to online
 - PPE

Textbook Costs Outpacing Inflation Cost Increase Since 2001



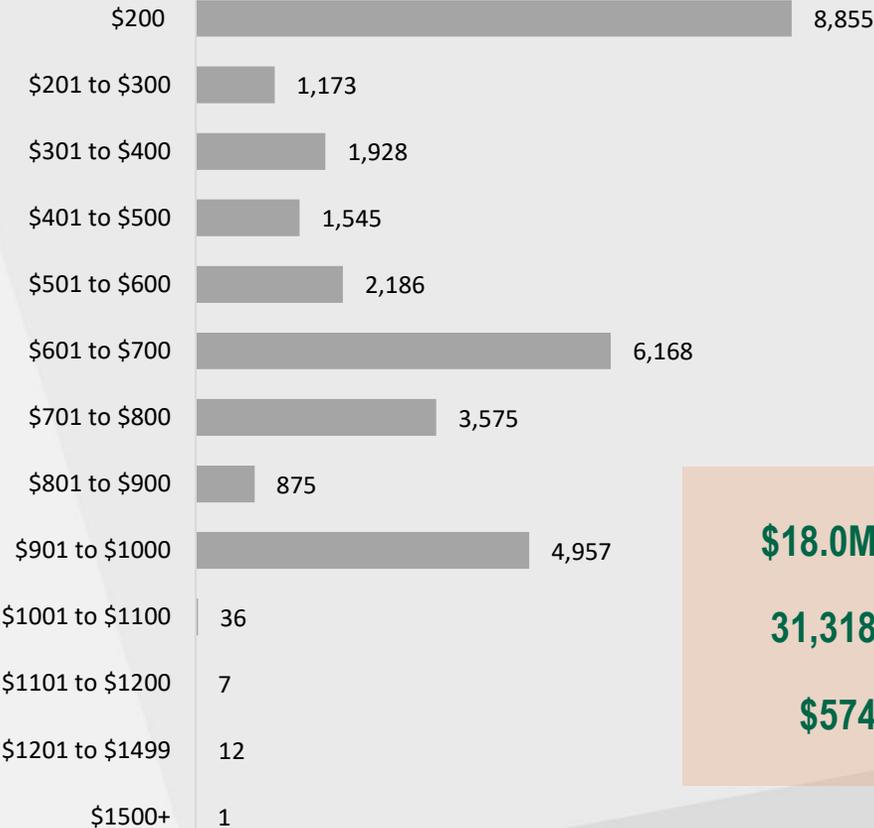
COVID Relief Student Awards

HEERF I (CARES)
Spring 2020 – Fall 2020



\$16.6M | dollars
33,210 | students
\$501 | average

HEERF II (CRRSAA)
Spring 2021 – Summer 2021



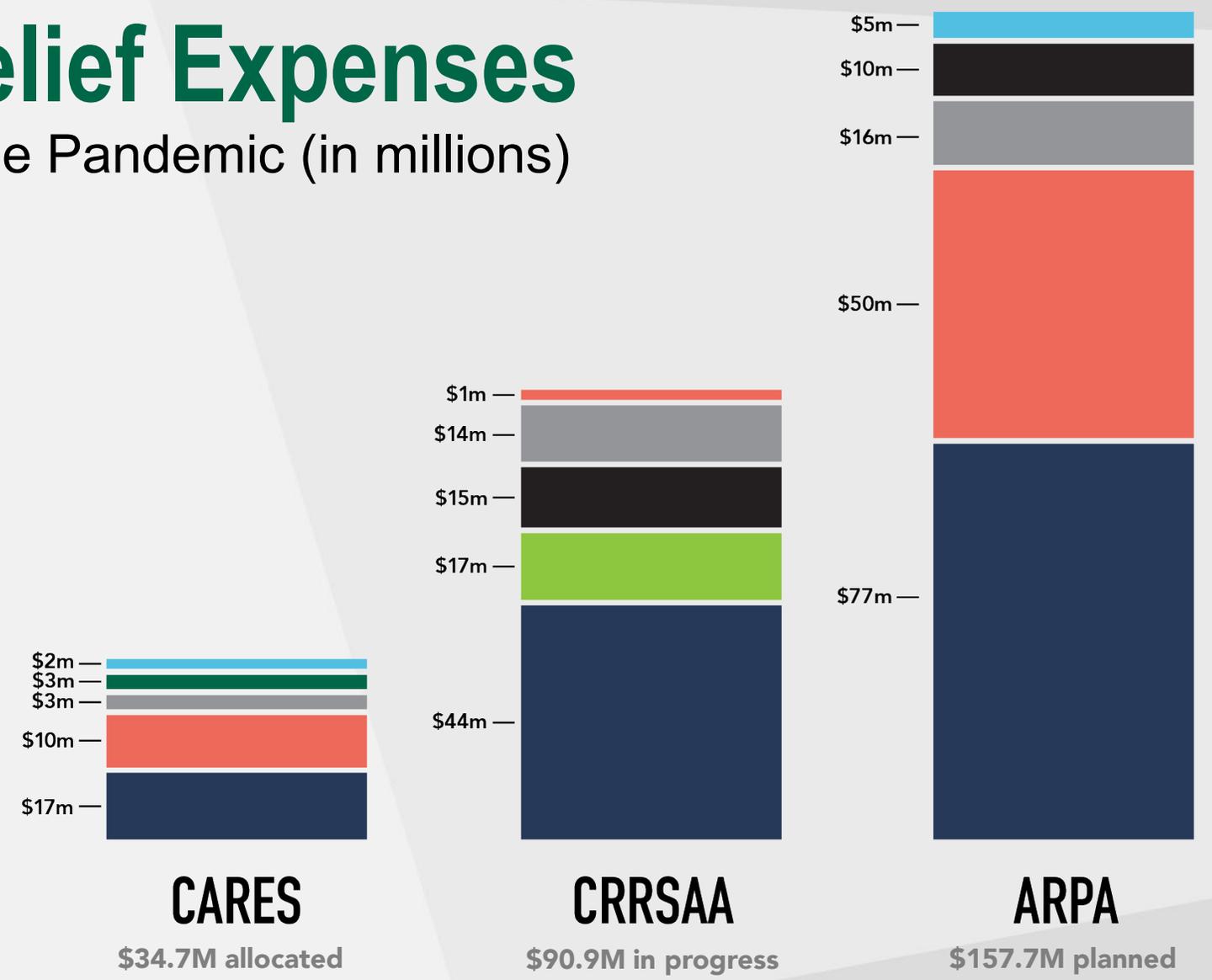
\$18.0M | dollars
31,318 | students
\$574 | average

Planned COVID Relief Expenses

Incremental Expenses Due to the Pandemic (in millions)

\$283.3M Total Funding

- Campus Safety & Operations
- ERP Enhancement
- Revenue Loss
- IT Infrastructure & Support for Virtual
- Adjunct Conversion & Training
- Course Materials
- Student Awards



College Update

Strategic Plan Metrics Dashboard

The screenshot shows a Tableau dashboard interface. At the top, a dark navigation bar contains the breadcrumb "Explore / Ivy Tech Internal Public / Strategic Metrics / Strategic Metric Overview" and a star icon. On the right side of this bar are icons for "Data Sources", search, list, help, notifications, and a user profile "KM". Below the navigation bar is a toolbar with "Undo", "Redo", "Revert", "Refresh", and "Pause" buttons. A secondary toolbar includes "View: Original", "Alerts", "Subscribe", "Share", "Download", "Comments", and "Full Screen". The main content area features a header banner with the Ivy Tech Community College logo on the left and a green banner with the text "OUR COMMUNITIES. YOUR COLLEGE." and "PATHWAYS FOR STUDENT SUCCESS AND A STRONGER INDIANA." on the right. To the right of the banner is a filter panel with "Goal Year" options (radio buttons for "2019-2020" and "2020-2021", with "2020-2021" selected) and a "Campus" dropdown menu set to "Statewide".

<https://us-east-1.online.tableau.com/#!/site/ivytechcommunitycollege/views/StrategicMetrics/StrategicMetricOverview?:iid=1>



Taking Hoosiers to the Next Level – 1.b.

Overview

- Targeted March start classes
- Continued partnership with DWD leveraging Workforce Ready Grant as “first dollar” scholarship including books and materials
- Campuses select programs that are in-demand and have capacity

Outreach Strategy

- SO contacted those who applied in THNL 1.a but did not enroll (13,296 total), who were directed to complete an RFI to reaffirm interest and desired program
- Campuses had option to increase target pool

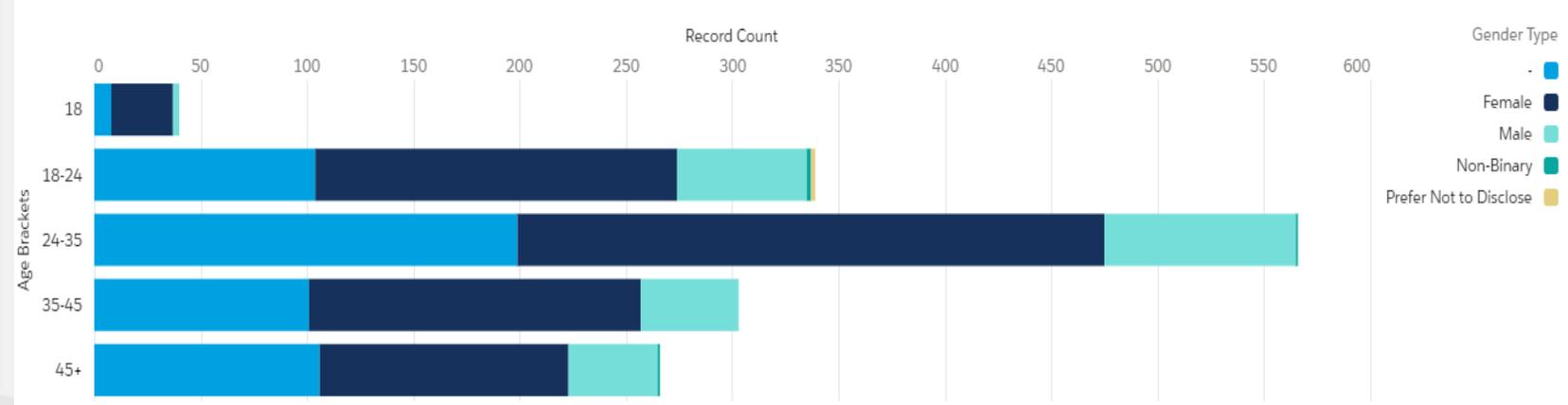
Outcomes

- 1,112 completed RFI with 633 new students registered for March
 - 343 of RFI completions registered for WRG programs
 - 539 qualifying students were added to the pool
 - 882 students have been awarded \$927,407

Taking Hoosiers to the Next Level – 1.b.

Demographic data of those that completed the RFI:

- Largest age group were the 24-36 year-olds
- More than 3x as many women - inline with national trends showing women being displaced from the workforce at much higher rates due to the pandemic



Taking Hoosiers to the Next Level



https://youtu.be/gBdT_XHVHLO



IVY TECH
COMMUNITY COLLEGE

THANK YOU!



OUR COMMUNITIES. YOUR COLLEGE.



APPOINTMENT OF CAMPUS BOARD TRUSTEES

RESOLUTION NUMBER 2021-14

WHEREAS, the Anderson, Lafayette, Terre Haute, and Valparaiso Campus' have recommended individuals to serve on their campus Boards.

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

NOW THEREFORE BE IT RESOLVED, the individuals listed on the attached Exhibit A are hereby appointed as campus trustees for Ivy Tech Community College of Indiana – Anderson, Lafayette, Terre Haute, and Valparaiso effective immediately.

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: April 8, 2021

Exhibit A
Resolution 2021-14

ANDERSON

<u>Name</u>	<u>Constituency</u>	<u>Expiration of Term</u>
Eric Davis	Education	6/30/2024

LAFAYETTE

<u>Name</u>	<u>Constituency</u>	<u>Expiration of Term</u>
Laura Downey	Commerce	6/30/2024
Douglas Mansfield	Manufacturing	6/30/2024

TERRE HAUTE

<u>Name</u>	<u>Constituency</u>	<u>Expiration of Term</u>
Lori Danielson	At- Large	6/30/2024

VALPARAISO

<u>Name</u>	<u>Constituency</u>	<u>Expiration of Term</u>
Vern Beck		6/30/2024
Audra Peterson		6/30/2024
Mike Riehle		6/30/2024
Johana Alanis		6/30/2024

APPROVAL OF CAMPUSES AND CAMPUS SERVICE AREAS

RESOLUTION NUMBER 2021-8

WHEREAS, Resolution 1977-65 provided thirteen (13) regional charters and Resolution 2000-52 provided the fourteenth (14th) regional charter that were used to provide the administrative structure of the College through June of 2018, and

WHEREAS, the Indiana General Assembly passed House Enrolled Act 1002-2018, effective July 1, 2018, amending the Indiana Code to change the Ivy Tech statewide administrative structure from one of “regions” to “campuses”, and

WHEREAS, the revised law, IC 21-22-6-1, authorizes the State Trustees to establish campuses and service areas and develop an overall state plan for all parts of Indiana being a coordinated system providing a comprehensive program of post-high school general, liberal arts, occupational, and technical education, and

WHEREAS, Resolution 2018-25 established the campuses and services areas for the College, including a classification level for each campus as a C1, C2, or C3 based on data points, including enrollment and completions, and

WHEREAS, Resolution 2019-19 modified the campuses and services areas for the College based on a review of the data points, and

WHEREAS, the most recent review of the data points has concluded and has resulted in further modifications including adding Noblesville as a C3 campus and reducing the service area of the Indianapolis Campus, and

WHEREAS, the Systems Office now recommends these and other modifications be approved by the State Trustees.

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby establish the campuses and service areas for the College as set out in Exhibit “A” to this Resolution, which is attached hereto and incorporated by reference in this Resolution.

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated: April 8, 2021

EXHIBIT A
RESOLUTION 2021-8

Campus	Campus Size	Sites Linked	County Service Area
Anderson	C3	n/a	Madison Hancock
Bloomington	C1	Mooreville	Brown Greene Lawrence Martin Monroe Morgan Orange Owen
Columbus	C2	Greensburg North Vernon Seymour Shelbyville Franklin	Bartholomew Decatur Jackson Jennings Johnson Shelby
Evansville	C1	Princeton Tell City	Daviess Dubois Gibson Knox Perry Pike Posey Spencer Vanderburgh Warrick
Fort Wayne	C1	Warsaw	Adams Allen DeKalb Huntington Kosciusko LaGrange Noble Steuben Wabash Wells Whitley
Hamilton	C3	n/a	Hamilton

EXHIBIT A
RESOLUTION 2021-8

Indianapolis	C1	Avon	Boone Hendricks Marion
Kokomo	C2	Logansport Peru	Cass Fulton Howard Miami Tipton Pulaski
Lafayette	C1	Crawfordsville Frankfort Monticello	Benton Carroll Clinton Fountain Montgomery Newton Tippecanoe Warren White
Lake County	C1	East Chicago Gary	Lake
Lawrenceburg	C3	Batesville	Dearborn Franklin Ohio Ripley
Madison	C3	N/A	Jefferson Switzerland
Marion	C3	N/A	Blackford Grant Jay
Muncie	C2	New Castle	Delaware Henry

EXHIBIT A
RESOLUTION 2021-8

Richmond	C3	Connersville	Fayette Randolph Rush Union Wayne
Sellersburg	C1	Mid America Science Park	Clark Crawford Floyd Harrison Scott Washington
South Bend/Elkhart	C1	Elkhart South Bend	Elkhart Marshall St. Joseph
Terre Haute	C2	Linton Rockville Green Castle	Clay Parke Putnam Sullivan Vermillion Vigo
Valparaiso	C1	Michigan City	LaPorte Jasper Porter Starke