



IVY TECH COMMUNITY COLLEGE
STATE BOARD OF TRUSTEES MEETING
WEDNESDAY, APRIL 13, 2016
1:00PM – 3:00PM

TABLE OF CONTENTS

MEETING NOTICE.....	ii
AGENDA	1
MINUTES:	
<i>Regular Board Meeting, February 4, 2016</i>	3
PROPOSED RESOLUTIONS:	
Resolution 2016-7 , Approval to Transfer Land to Howard County To Reconstruct Morgan Street in Kokomo Region 5/Kokomo.....	9
Resolution 2016-8 , Approval to Transfer Land to City of Greencastle to Construct People Pathways Trail Region 8/Greencastle.....	10
Resolution 2016-9 , Approval of College Retirement Plan Restatement and New Trustee/Custodian	11
Resolution 2016-10 , Approval of a Software Maintenance Agreement with Ellucian Support, INC.....	13
Resolution 2016-11 , Appointment of Regional Trustees ~ Southeast	14
Resolution 2016-12 , Appointment of Regional Trustee ~ Columbus.....	15
Resolution 2016-13 , Appointment of Regional Trustees ~ Wabash Valley.....	16
BUILDING, GROUNDS, CAPITAL COMMITTEE REPORT	17
BUDGET AND FINANCE COMMITTEE	24
PLANNING AND EDUCATION COMMITTEE REPORT	57
AUDIT COMMITTEE REPORT	117
CORPORATE COLLEGE COMMITTEE REPORT.....	118
TREASURER’S REPORT	126
PRESIDENT’S REPORT	136
GRANTS REPORT	137

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

Notice is hereby given that the State Board of Trustees of Ivy Tech Community College of Indiana will be holding the following meetings at the Wabash Valley Regional Campus, 8000 Education Drive, Terre Haute, Indiana 47802

Tuesday, April 12, 2016

1:30 pm

Executive Session of the State Board of Trustees

The State Trustees will meet in Executive Session at the Wabash Valley Regional Campus, 8000 Education Drive, Terre Haute, Indiana 47802 and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

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

Wednesday, April 13, 2016

8:00 am- Noon

Board Committee Meetings (*open to the public*)

The State Trustees will hold the regular committee meetings at Wabash Valley Regional Campus, 8000 Education Drive, Terre Haute, Indiana 47802

- 8:00 am – 9:00am Planning and Education**
- 9:00 am- 10:00 am Building, Ground, & Capital Committee**
- 10:00 am – 10:15 am Break**
- 10:15 am – 11:00am Corporate College**
- 11:00 am – Noon Budget and Finance**

1:00 pm – 3:00 pm

Regular State Board of Trustees Meeting (*open to the public*)

The State Trustees will hold a regular meeting at the Wabash Valley Regional Campus, 8000 Education Drive, Terre Haute, Indiana 47802 to consider and take action on such items as may be brought before them.

Secretary
Dated this 4th April 2016



Preliminary Agenda as of March 31, 2016*

Meeting of the State Board of Trustees

April 13, 2016

- I. Roll Call**
- II. Report of Secretary on Notice of Meeting**
- III. Approval of Minutes**
 - Regular Meeting, February 4, 2016
- IV. Reports of Board Committees**
 - a) Executive Committee, Paula Hughes, Chair**
 - b) Building, Grounds, and Capital Committee, Steve Schreckengast, Chair**
 - Resolution 2016-7**, Approval to Transfer Land to Howard County to Reconstruct Morgan Street in Kokomo Region 5/Kokomo
 - Resolution 2016-8**, Approval to Transfer Land to City of Greencastle to Construct People Pathways Trail Region 8/Greencastle
 - c) Budget and Finance Committee, Jesse Brand, Chair**
 - Resolution 2016-9**, Approval of College Retirement Plan Restatement and New Trustee/Custodian
 - Resolution 2016-10**, Approval of a Software Maintenance Agreement with Ellucian Support, INC
 - d) Planning and Education Committee, Kaye Whitehead, Chair**
 - e) Audit Committee, Stewart McMillian, Chair**
 - f) Corporate College Committee, Larry Garatoni, Chair**
- V. Treasurer's Report, Chris Ruhl, SVP/Finance and Treasurer**

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

VII. Old Business

VIII. New Business

Resolution 2016-11, Appointment of Regional Trustees ~ Southeast

Resolution 2016-12, Appointment of Regional Trustee ~ Columbus

Resolution 2016-13, Appointment of Regional Trustees ~ Southeast

IX. Adjournment

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

IVY TECH COMMUNITY COLLEGE

February 4, 2016

Chairperson Paula Hughes called the February 4, 2016 regular meeting of the State Board of Trustees to order at 1:00 pm at the Corporate College and Culinary Center, 2820 N. Meridian Street, Indianapolis, IN 46208

A. ROLL CALL

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

The following State Trustees were present:

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

The following State Trustees were unable to attend:

Mr. Michael A. Evans
Mr. Larry Garatoni
Mr. Richard R. Halderman
Mr. Lee J. Marchant
Ms. Kimra Schleicher

B. EXECUTIVE SESSION MEMORANDA:

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

The State Board of Trustees met in Executive Session on February 3, 2016 at 10:00 am at the Conrad Indianapolis, 50 W. Washington Street, Indianapolis, IN 46204

Members present were: Mr. Bob Jones, Mr. Richard R. Halderman, Ms. Paula Hughes, Mr. Michael Dora, Mr. Jesse Brand, Mr. Larry Garatoni, Mr. Stewart McMillan, Mr. Steve Schreckengast, Ms. Kaye H. Whitehead and Darrell Zeck

Members absent were: Ms. Lillian Sue Livers, Mr. Michael A. Evans, Ms. Kimra Schleicher, Mr. Lee J. Marchant

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

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

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

C. NOTICES OF MEETING MAILED AND POSTED:

Secretary Bob Jones confirmed that notices of the February 4, 2016, regular meeting were properly mailed and posted.

D. APPROVAL OF BOARD MINUTES:

Trustee Darrel Zeck moved for approval of the minutes of the December 3, 2015 regular board meeting. Trustee McMillan seconded the motion and the motion carried unanimously.

E. COMMITTEE REPORTS:

Item 1 Chairperson Hughes reported that the Executive Committee met, and are overseeing the search process, and Search Firm Funk Associates has been hired. A Leadership Profile has been created for what we will be looking for in the next President of Ivy Tech Community College. Applications will be accepted thru March 15, 2016

Item 2 Chairperson Hughes called upon Trustee Schreckengast, Chair of the Committee, to give the **Building, Grounds and Capital Committee Report**. Trustee Schreckengast reported one action item approval.

Trustee Schreckengast moved for approval of

Resolution 2016-1, Approval of Request to Sell the Kokomo Event Center, Region 5/Kokomo Indiana

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

Trustee Schreckengast moved for approval of

Resolution 2016-2, Approval to Grant an Anchor Easement to Duke Energy, INC. at the Greencastle Campus Region 8/Central Indiana

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

The committee also reviewed areas of focus in recent months and future opportunities for the College related to Facilities

Item 3

Chairperson Hughes called upon Trustee Jesse Brand, Member of the Committee, for a report from the **Budget and Finance Committee**. Trustee Jones reported the committee received update on the College's Employee Benefits Plans, Risk Management, Managed Print Implementation and the Foundation and Grants Office.

Trustee Brand moved for approval of

Resolution 2016-3, Approval of Agreement with Follett Higher Education Group, INC. for Bookstore Management Operations

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

Trustee Brand moved for approval of

Resolution 2016-4, Approval of College Retirement Record Keeping Service Provider

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

Trustee Brand moved for approval of

Resolution 2016-5, Approval of Contract for Purchase and Sale of Natural Gas

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

Trustee Brand moved for approval of

Resolution 2016-6, Approval of an Enterprise Agreement with Adobe Systems, INC.

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

Item 4

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

Topic: CHE Program Review

Presenter: Dr. Steve Tincer, Provost/Senior Vice President for Academic Affairs

Topic: Financial Aid Update

Presenter: Ben Burton, Chief Student Financial Services Officer

Topic: Enrollment Update

Presenter: Jeff Fanter, Senior Vice President Student Experience/Communication & Marketing and Rachel Boon, Executive Director Student Success

Topic: Retention Update

Presenter: Rachel Boon, Executive Director Student Success

Technology Division Plan and Update

Presenter: Sue Smith, Technology Division Vice President

Item 5

Chairperson Hughes called upon Trustee McMillan, Chair of the Committee, for a report from the **Audit Committee**. Trustee McMillan reported no actions items. The Audit Committee discussed the following issues; discussed the reports to the confidential hotline and an update on pending litigation. We met with representatives from the State Board of Accounts and discussed the A-133 compliance audit. Reviewed the audit schedule for 2015-16 and the three-year audit plan, as well as reviewed internal audit reports that had been issued since our last meeting.

Item 6

Chairperson Hughes called upon Trustee Zeck, Member of the Committee, for a report from the Corporate College Committee. Trustee Zeck reported there were no action items for the board to consider. Trustee Zeck report the committee heard an update regarding the Voice of the Customer to better understand the perspectives, needs and experiences of external customers/employers. Also received updates on new contracts, proposal and revenue and expense updates statewide.

F. TREASURER'S REPORT:

Chairperson Hughes called upon Senior Vice President Chris Ruhl for the Treasurer's report Through January 31:

Revenue -2% vs. prior year

Revenue -6% vs. budget ... due to a decline in tuition and fees

Around 92% of tuition revenue received through January

Expenses slightly higher than prior year due to increases in salaries and benefits. -9% vs. budget

Net result trending lower than prior year, but still expected to end with a positive margin in the operating budget of 2%-3%

Trustee Whitehead moved for approval of the Treasurer's Report.

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

G. STATE OF THE COLLEGE

Chairperson Hughes called upon President Snyder for the President's report. President Snyder called upon and introduced six new employees Brendan Aldrich, Chief Data Officer, Central Office; Heather Baker, Vice Chancellor of Student Affairs, Columbus & Southeast Regions; Jennifer Daily-Mantha, Executive Director of Human Resources, Bloomington; Doren Moreland, Executive Director of Statewide Diversity & Community Outreach, Central Office and Central Indiana Region; Barry Schrock, Executive Director of K-12 Engagement, Northeast Region; and Mike Slocum, Executive Director of Student & Career Development, Central Office

President Snyder gave presentation Tennessee Achieves to increase higher education opportunities for Tennessee high school students by providing last-dollar scholarship with mentor guidance.

Chancellor Jonathan Weinzapfel gave brief report Achieving your Degree program a partnership between Ivy Tech Community College and community businesses and institutions to offer employees the opportunity of a free community college education.

Chancellor Kathy Lee gave brief report on Advantage Shelby County a two year college scholarship program specifically aimed at raising educational attainment and workforce readiness in Shelby County.

H. OLD BUSINESS

Chairperson Hughes called for old business, and there was none.

I. NEW BUSINESS

Chairperson Hughes called for new business.

J. ADJOURNMENT

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

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

Chairperson Hughes adjourned the meeting.

**STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE**

Paula S. Hughes, Chairman

Robert G. Jones, Secretary

Dated February 5, 2016

Prepared by Gretchen L. Keller, Recording Secretary

**APPROVAL TO TRANSFER LAND TO HOWARD COUNTY TO RECONSTRUCT
MORGAN STREET IN KOKOMO REGION 5/KOKOMO**

RESOLUTION NUMBER 2016-7

WHEREAS, the College owns land at its Kokomo Campus on which Howard County will purchase for use of reconstructing Morgan Street, and

WHEREAS, the reconstruction of the road includes widening the road, addition of sidewalks and gutters, and

WHEREAS, Howard County has offered \$3,700, fair market value for a parcel of the land and \$1,650 for a second parcel of land along the roadside needed for this work, and

WHEREAS, the County is expected to contract for this work in the fall of 2016 with completion in the spring of 2017,

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby approve the transfer of roadside land for the above stated purchase price to Howard County at the Kokomo Campus,

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

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

Paula S. Hughes, Chairman

Robert G. Jones, Secretary

Dated April 13, 2016

**APPROVAL TO TRANSFER LAND TO CITY OF GREENCASTLE TO CONSTRUCT
PEOPLE PATHWAYS TRAIL REGION 8/GREENCASTLE**

RESOLUTION NUMBER 2016-8

WHEREAS, the College owns land at its Greencastle Campus on which the City of Greencastle will purchase for use of constructing People Pathways, and

WHEREAS, the purpose of the project is to enhance the quality of life in the community by developing a network of multi-use trails promoting community connections, and

WHEREAS, City of Greencastle has constructed the 12 miles of trail in various sections, and

WHEREAS, the City will pay Ivy Tech \$1,400 for the 30 feet of sidewalk needed along Zinc Mill Road to complete this section of the trail,

NOW THEREFORE BE IT RESOLVED, that the State Trustees do hereby approve the transfer of roadside land for the above stated purchase price to the City of Greencastle at Greencastle Campus,

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

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

Paula S. Hughes, Chairman

Robert G. Jones, Secretary

Dated April 13, 2016

**APPROVAL OF COLLEGE RETIREMENT PLAN RESTATEMENT AND NEW
TRUSTEE/CUSTODIAN**

RESOLUTION NUMBER 2016-9

WHEREAS, the State Board of Trustees has delegated to the President of the College responsibility for the provision of employee benefit programs, subject to the approval of the Board for specific contracts and expenditures exceeding \$500,000; and

WHEREAS, the State Board of Trustees approved the change in retirement recordkeeping services to Transamerica Retirement Solutions with respect to the Ivy Tech Community College of Indiana Defined Contribution Plan ("403(b) Plan"), the Ivy Tech Community College of Indiana 457(b) Deferred Compensation Plan ("457(b) Plan"), the Ivy Tech Community College of Indiana Supplemental 401(a) Plan ("401(a) Plan"), and the Ivy Tech Community College of Indiana 414(m) Qualified Excess Benefit Arrangement ("415(m) Plan") (collectively, the "Plans") in Resolution 2016-4; and

WHEREAS, the College Plan Retirement Committee recommends State Street Bank and Trust Company be approved by the State Board of Trustees to be the trustee and/or custodian, as applicable, to the Plans, effective June 1, 2016; and

WHEREAS, while the fees paid to Transamerica Retirement Solutions and State Street Bank and Trust Company will be paid by Plan assets and are not directly paid by the College, the value of those fees during the term of the proposed contract will exceed \$500,000; and

WHEREAS, as part of the transition to a new record keeper, the College has restated three of the Plans to simplify administration, incorporate prior amendments, and make non-substantive changes for consistency with Transamerica Retirement Solutions' administrative processes; and

WHEREAS, the following are the only substantive changes being made to the Plans:

- The 403(b), 401(a) and 457(b) Plans are being amended to provide for lump sum distributions only. The 403(b) Plan is being amended to permit Roth contributions.
- The 403(b) Plan is being amended to provide for automatic enrollment for employer contributions only.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees hereby approves the College entering into a contract for trustee and custodial services for the Plans with State Street Bank and Trust Company as recommended to the Board by the Budget and Finance Committee.

FURTHER BE IT RESOLVED, that the State Board of Trustees hereby approves: the Ivy Tech Community College of Indiana Defined Contribution Retirement Plan, restated effective June 1, 2016; the Ivy Tech Community College of Indiana Supplemental 401(a) Plan, restated effective June 1, 2016; and the Ivy Tech Community College of Indiana 457(b) Deferred Compensation Plan, restated effective June 1, 2016, all in substantially the form attached hereto.

FURTHER BE IT RESOLVED, that the President of the College, or his designee, is hereby authorized to execute any and all further documents, agreements or certificates to effectuate the record keeping services for the Plans, including the transition from the current record keepers, trustees and/custodians, following review and approval of the College's General Counsel, and is further authorized to sign the above restatements and take any other actions necessary and appropriate to effectuate these resolutions.

State Trustees
Ivy Tech Community College of Indiana

_ Paula S. Hughes, Chairman

_ Robert G. Jones, Secretary

Dated: April 13, 2016

**APPROVAL OF A SOFTWARE MAINTENANCE AGREEMENT WITH
ELLUCIAN SUPPORT, INC.**

RESOLUTION NUMBER 2016-10

WHEREAS, in 2005 the College underwent a re-engineering of its business processes to align with best practices in the higher education industry, and

WHEREAS, the College has a software maintenance agreement with Ellucian Support, Inc. for various software titles which expires on June 30, 2016, and

WHEREAS, at the request of the Chief Information Officer, the Office of Technology has successfully negotiated a new software maintenance agreement with Ellucian Support, Inc. for various key software titles that are critical to the continued ability of the College to meet its educational mission, and

WHEREAS, based on the negotiations with Ellucian Support, Inc., the Office of Information Technology has determined that the price the College negotiated with Ellucian Support, Inc. is the lowest possible cost to the College for the software maintenance and support that will meet the College's ongoing needs, and

WHEREAS, under the agreement the College will have access to software enhancements, new releases, unlimited support and a customer case dashboard, and

WHEREAS, the term of this new software maintenance agreement would be five years commencing on July 1, 2016 and continuing through June 30, 2021 for a total contractual cost not to exceed \$5,500,000.

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

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees do hereby authorize and direct the President of the College, or any other officer of the College designated by the President, to sign the proposed software maintenance agreement with Ellucian Support, Inc., with the terms described above after the Agreement has been approved by the College General Counsel.

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

Paula S. Hughes, Chairman

Robert G. Jones, Secretary

Dated: April 13, 2016

APPOINTMENT OF REGIONAL TRUSTEES
Southeast

RESOLUTION NUMBER 2016-11

WHEREAS, the Southeast Regional Board would like to appoint two members to the Southeast Regional Trustees, and

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

NAME	CONSTITUENCY
Brett Hofer	Manufacturing
Amanda Briggs	Agriculture

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

NOW THEREFORE BE IT RESOLVED, that Brett Hofer and Amanda Briggs are hereby appointed as regional trustee for Ivy Tech Community College of Indiana – Southeast, effective immediately,

AND FURTHER BE IT RESOLVED, Brett Hofer and Amanda Briggs will serve through June 30, 2019, or the date, on which successors are duly appointed, whichever is later.

STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE

Paula S. Hughes, Chairman

Bob G. Jones, Secretary

Dated April 13, 2016

**APPOINTMENT OF REGIONAL TRUSTEE
Columbus**

RESOLUTION NUMBER 2016-12

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

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

NAME	CONSTUTUENCY
Melissa Ferry-Miller	Labor

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

NOW THEREFORE BE IT RESOLVED, that Melissa Ferry-Miller is hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Columbus, effective immediately,

AND FURTHER BE IT RESOLVED, Melissa Ferry-Miller will serve through June 30, 2019, or the date, on which successors are duly appointed, whichever is later.

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

Paula S. Hughes, Chairman

Bob G. Jones, Secretary

Dated April 13, 2016

**REAPPOINTMENT OF REGIONAL TRUSTEES
Wabash Valley**

RESOLUTION NUMBER 2016-13

WHEREAS, the Wabash Valley Regional Board would like to reappoint two members to the Wabash Valley Regional Trustees, and

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

NAME	CONSTUTUENCY
Michael L. Mitchell	Manufacturing
William J. Kauffman	Commerce

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

NOW THEREFORE BE IT RESOLVED, that Michael L. Mitchell and William J. Kauffman are hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Wabash Valley, effective immediately,

AND FURTHER BE IT RESOLVED, Michael L. Mitchell and William J. Kauffman will serve through June 30, 2019, or the date, on which successors are duly appointed, whichever is later.

**STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE**

Paula S. Hughes, Chairman

Bob G. Jones, Secretary

Dated April 13, 2016

Building, Grounds and Capital Committee

April 13, 2016



**CHANGING LIVES
MAKING INDIANA GREAT**

Buildings Grounds and Capital Discussions

Construction and Land Acquisition Topics (Resolutions)

- A. Region 5; Transfer Land to Howard County to Reconstruct Morgan Street in Kokomo
- B. Region 8; Transfer Land to City of Greencastle to Construct People Pathways Trail

Discussion or Information Items

Capital Plan Timeline



B. Region 5/Kokomo – Request Approval to Transfer Land to Howard County to Reconstruct Morgan Street

- The County has proposed to reconstruction Morgan Street from U.S. 31 to Touby Pike
- Project includes City and Federal aid funding to complete reconstruction to widening the road:
 - Two, 11ft wide travel lanes
 - 12ft wide center turn lane with curbs, gutters and underdrains
 - 5ft wide concrete sidewalk on both sides of the road
- Estimated start date, June 10, 2016
- The offer for two parcels of land along the roadside is \$5,350 which is estimated as fair market value for the land and lawn currently owned by Ivy Tech.
- Contract has been recommended for approval by the Facilities and Design Council.

REQUEST: Approval to Transfer Land to City of Kokomo to Reconstruct Morgan Street in the amount of \$5,350



B. Region 5/Kokomo – Request Approval to Transfer Land to City of Kokomo to Reconstruct Morgan Street

Road to be reconstructed

Ivy Tech Main Campus



B. Region 8/Greencastle – Request Approval to Transfer Land to City of Greencastle to Construct People Pathways Trail

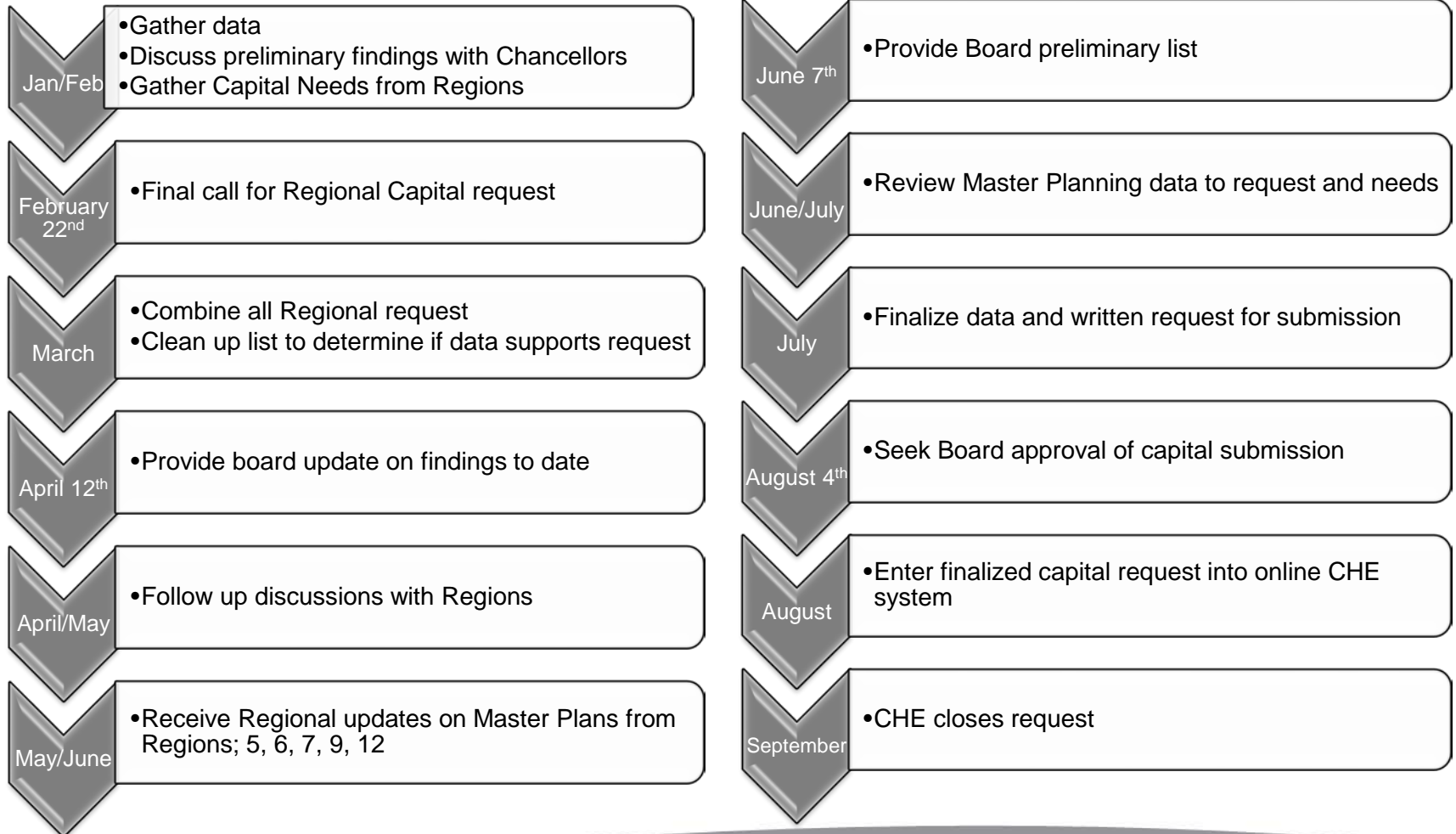


- In 1995 the City of Greencastle started an effort called the People Pathways to enhance the quality of life in the community by developing a network of multi-use trails to promote community connections.
- The 12 miles of trails have been constructed in various phases throughout Putnam County.
- We have receive an offer of \$1,400, fair market value for 30 feet of unused land along our property line.
- Agreement has been recommended for approval by the Facilities and Design Council and Regional Board of Trustees.

REQUEST: Approval to Transfer Land to City of Greencastle to Construct People Pathways Trail in the amount of \$1,400



Capital Plan Request Process



Questions?



BUDGET AND FINANCE

I. Action Items:

A. Consideration of a Resolution of a Approving a College Retirement Plan Restatement and a new Trustee/Custodian

At the February 4, 2016 Board of Trustees meeting, Resolution 2016-04 was approved that changes the College's retirement record-keeper service provider to Transamerica Retirement Solutions (Transamerica) effective June 1, 2016. The communication strategy is underway with an email campaign, an informative newsletter sent to the participant's home, and a dedicated transition website up and running. Additionally, we successfully completed over 40 group meetings across the state.

Beginning April 1st through May 13 participant one-on-one meetings are taking place with Transamerica representatives to select their funds and deferral percentage, naming beneficiaries and confirming account set-up. Additionally, during this period we are finalizing the contract details associated with the transition. This includes naming State Street as trustee and custodian for the retirement plans. A Trust agreement is required when offering mutual funds.

As part of the transition to a new record-keeper, the College has restated three of the Plans to simplify administration, incorporate prior amendments, and make non-substantive changes for consistency with Transamerica's administrative processes. Below are the only substantive changes being made to the Plans:

- Currently a participant can select to have their distribution paid to them through a lump sum, annuitized, or installment payments. Effective June 1, 2016, the Plan will only allow lump sum distributions from the 403(b) and 457(b) Plans. The majority of participants elect this method. Reducing the options streamlines the process for participants as their termination date does not have to be re-verified upon each payment, and it streamlines internal administrative efficiencies.
- The 403(b) Plan will allow for payroll deducted Roth contributions. This is a new option for Plan participants.
- The 403(b) Plan will allow for an auto-enrollment for the College's contribution only. The Plan restatements are all effective June 1, 2016.

The Board will be asked to approve the Resolution for the Retirement Plan Restatement and New Trustee/Custodian.

B. Consideration of a Resolution Approving a Renewal of a Software Maintenance Contract with Ellucian Support Inc.

The college is requesting to into a five-year agreement with Ellucian Support Inc. to extend the life of the current agreement.

- Banner is the College’s Enterprise Resource Planning (ERP) system used by all Regional faculty, staff and students, and Central Office
- The initial ten year contract will end June 30, 2016
- The new five-year agreement will provide for future flexibility
- The College’s annual costs will be
 - 2016 \$ 980,936 (includes TEM \$21,374 optional early term date 2/15/17)
 - 2017 \$ 1,029,983 (includes TEM \$22,443)
 - 2018 \$ 1,081,482 (includes TEM \$23,565)
 - 2019 \$ 1,110,812
 - 2020 \$ 1,166,353
 - \$ 5,369,566
- The College has customized system features to align with business practices and provide integration to third party applications
- Faculty, Students and Staff require best practice solutions to continue Ivy Tech College’s brand of excellence
- The agreement provides ongoing support for:
 - Banner Student and Self-Service
 - Banner Faculty and Advisor Self-Service
 - Banner Financial Aid Self-Service
 - Banner Finance Self-Service
 - Banner Accounts Receivable
 - Banner Human Resources
 - Banner Employee Self-Service
 - Banner Flexible Registration
 - Banner Integration for eProcurement
 - Banner ePrint Reporting
 - Banner Document Management System

ELLUCIAN SOFTWARE MAINTENANCE

- ▶ College implemented Banner in 2006
- ▶ Over the last five years, the College spent 5.58M.
- ▶ This five-year renewal totals \$5.37M.
- ▶ The modest decrease in annual spending (\$40K) is attributable to reducing the number of Ellucian products.
- ▶ Some applications installed ten years ago are no longer utilized by the College.

3/28/2016

II. Information Items:

A. Budget Update

Information will be provided at the Trustee's meeting

B. Investment Update

C. Benefits Update

Information will be provided at the Trustee's meeting

D. Foundation Update

Employee Benefit and Risk Plan
Update

State Board of Trustees Meeting

April 13, 2016



Today's Agenda

- Benefit Plan Update
- IvyBenefits and New Programs
- Risk Management, Safety & Security Update

Health Plan

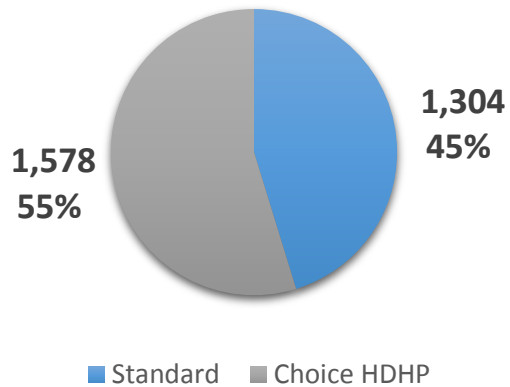
- Shift to Calendar Year Plan
 - Align our Plan Deductibles, Out of Pocket Maximums, Flexible Spending Accounts and Health Savings Account
 - No Plan design changes for 1/1/16
- Long Term Premium Strategy
 - 3 ½ year strategy beginning 7/1/15 to ensure both plans are funded appropriately
 - Adjusted College portion of premiums beginning 7/1/15
 - Employee premiums held at current rate until 1/1/16

Health Plan

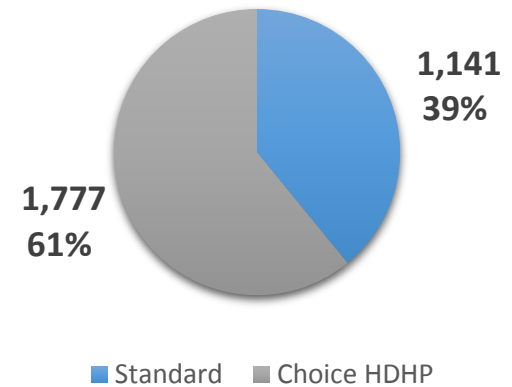
- IvyBenefits Enrollment System
- New programs through The Standard
 - Additional Life Insurance: More flexibility in electing the benefit amount
 - Dependent Life Insurance: Flat dollar benefit amount for employee's spouse and/or child(ren)
 - Group Short Term Disability: Syncs with current Long Term Disability program
- Terminated the Humana DHMO Plan

Open Enrollment

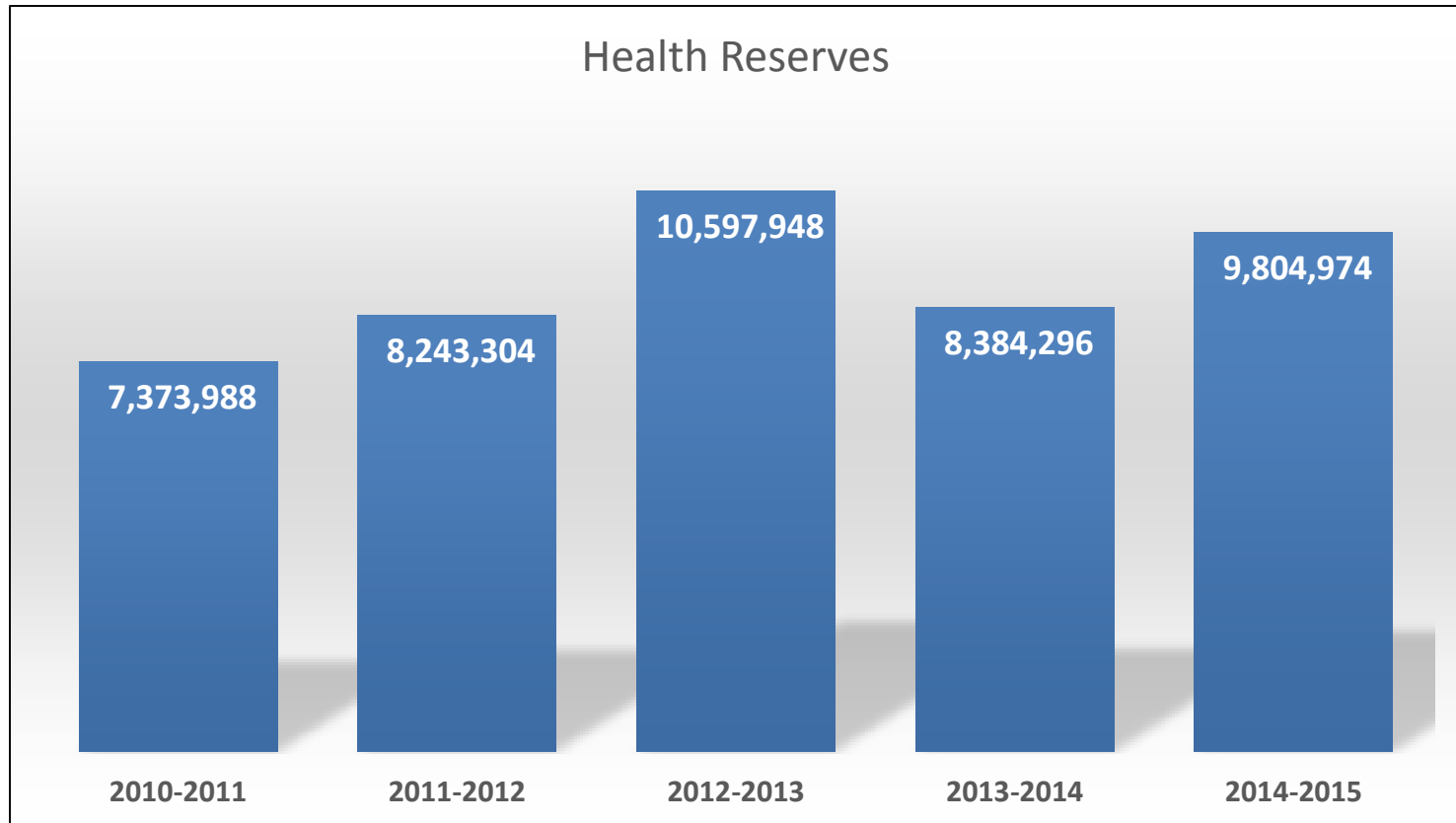
2015 Health Plan Enrollment



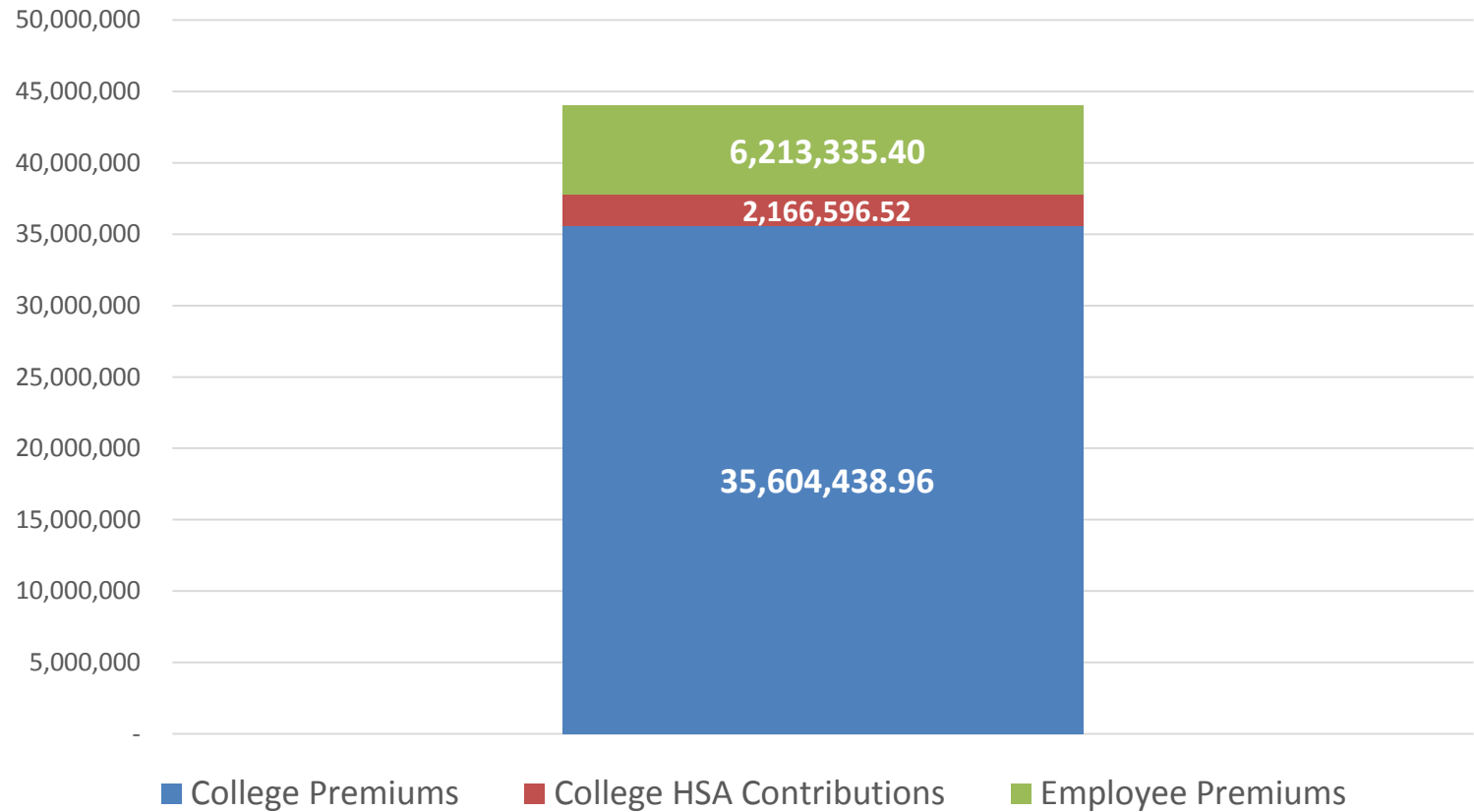
2016 Health Plan Enrollment



Health Reserves



Preliminary Projected 2017 Health Plan Costs



Retirement Plan Update



Transition to Transamerica

- Communications Timeline
 - Dedicated Transition Website: **ivyretirement.trsretire.com**
 - Group Meetings – Complete
- Limited Access Period
 - One-on-One Meetings
- Finalize transition details
 - State Street as Trustee
 - Plan Changes

Risk Management, Safety, and Security Update



Risk Management

- Retained existing lines of coverage
- Changed carriers for foreign and cyber liability
- No net increase to Risk premium for FY 2015-16
- Anticipate no more than 2% net increase in premium for FY 2016-17
- Statewide travel registry
- Temporary modified duty program

Safety and Security

- Mass notification system
- Facility security standards for new construction
- Created Behavioral Intervention Teams at each region

FY 16-17 Initiatives

- Minors on Campus Policy
- Increase safety & security with police presence at larger campus locations



IVY TECH
FOUNDATION

State Board of Trustees Meeting

April 12, 2016

John M. Murphy

President

Ivy Tech Foundation

2015-2016 Foundation Goals

- Grow donations an average of 15% over 3-year period
- Enhance Annual Fund, Stewardship, Alumni Association
- Facilitate & mobilize Board Member participation as recommended by Strategic Initiatives Committee
- Develop long-term needs by Region for focused fundraising
- Continue statewide implementation of:
 - Women in Philanthropy/Circle of Ivy
 - Advanced Manufacturing & Business Division
 - Systematic Training Program

Year-to-Date Results Through 2/29/2016

	Actual	Goal	% to Goal
Donations	\$16.1M	\$10.7M	150%
Donor Visits	3,829	3,017	127%
Million \$ Asks	11	20*	55%
Planned Giving Proposals	24	44*	55%
Donation Asks	417	753*	55%

*Reflects Full Year Goal

Comparison of YTD Actuals vs. Annual Foundation Budget

Assessment of Status toward Hitting Y/E Goal

Region	Actuals: Combined FY13-14 and FY14-15	Budget: Combined FY13-14 and FY14-15	% of Budget	Actuals FY15-16, thru 1/31/16	YTD Budget FY15-16	% of Budget	Forecast FY15-16	Annual Budget FY15-16	% of Budget	Comments Regarding Forecasted Gifts
Northwest	3,046,526	2,094,389	145%	457,152	473,244	97%	1,088,359	1,088,359	100%	Includes 3 open Asks totaling \$.3M
North Central	1,098,538	7,339,000	15%	526,033	849,095	62%	750,000	2,000,000	38%	Assumes Pfiel's \$1M will not hit this year
Northeast	2,448,753	3,656,943	67%	866,898	1,087,500	80%	2,350,000	2,350,000	100%	Top 3 open Asks equal \$1.8M
Lafayette	5,108,349	2,869,500	178%	1,102,930	611,600	180%	2,500,000	1,404,000	178%	Franciscan Alliance 7-figure Gift and \$200K City of Lafayette
Kokomo	828,563	1,135,830	73%	243,100	166,900	146%	410,000	410,000	100%	Top 3 open Asks equal \$113K
East Central	3,677,927	2,587,000	142%	1,034,726	931,500	111%	1,200,000	2,155,000	56%	\$2M Stoops ask will make or break hitting goal
Wabash Valley	1,712,450	1,390,000	123%	224,316	323,850	69%	500,000	746,000	67%	Newly launched campaign
Central Indiana	8,763,470	8,175,000	107%	6,423,632	2,435,000	264%	7,600,000	6,050,000	126%	\$.9M R. Dick Gift secured
Richmond	698,514	1,668,670	42%	368,676	512,972	72%	1,000,000	1,267,850	79%	Top 3 open Asks equal \$565K
Columbus	4,028,913	626,856	643%	724,847	261,250	277%	800,000	570,000	140%	
Southeast	2,769,835	2,638,700	105%	849,782	224,000	379%	900,000	470,000	191%	
Southwest	2,992,778	2,650,000	113%	214,505	536,700	40%	900,000	1,300,000	69%	\$400K Hilton Planned Gift
Southern Indiana	834,208	832,000	100%	59,130	190,550	31%	450,000	450,000	100%	\$318K GIK to be recorded in 3rd Qtr
Bloomington	3,020,866	3,435,000	88%	604,481	265,000	228%	800,000	550,000	145%	Top 3 open Asks equal \$175K
Statewide	7,630,093	4,908,000	155%	1,288,627	47,300	2724%	1,325,000	1,110,000	119%	
Total	48,659,783	46,006,888	106%	14,988,835	8,916,461	168%	22,573,359	21,921,209	103%	

Long-term Needs Summarized Results

	(In \$Millions)
Facility Repairs	\$ 30.40
Building/Property Expansion	35.9
Equipment Needed:	
AART	11.1
WELD	3.0
Health Sciences (TBD)	----
Faculty*	28.0
Programs (ASAP and Inside Track)*	28.0
Staff/Advisors*	4.0
Financial Aid	1.4
Capital Campaign Needs Not Included Above	6.0
Totals	147.9
Less: Capital Campaign Focus	(\$27.30)
Fundraising Needs in Excess of Cap Campaign	\$ 120.6
*Endowment required to support recurring costs	

Long Term Needs: Results by Region

(in \$Millions)
Red/Bold in Cap Camp.

	R01	R02	R03	R04	R05	R06	R07	R08	R09	R10	R11	R12	R13	R14	TOTAL
	NW	NC	NE	LAF	KOK	MUN	WV	CENT IN	RICH	COL	SE	SW	SOUTH IN	BLOOM	
Facility Repairs	\$ 3.8	\$ 2.5	\$ 1.5	\$ 0.7	\$ 3.1	\$ 2.0	\$ 0.5	\$ 14.6	\$ 0.4	\$ 0.2	\$ 0.5	\$ 0.3	\$ 0.5	\$ -	\$ 30.4
Building/Property Expansion	-	2.5	25.9	-	-	-	2.0	5.5	-	-	-	-	-	-	35.9
Equipment Needed	0.9	1.2	0.4	0.4	0.9	1.6	0.5	0.6	1.0	0.7	1.6	0.4	0.5	0.4	11.1
	0.5	0.4	0.1	0.1	0.3	0.6	0.1	0.1	-	0.2	-	0.4	-	-	3.0
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Faculty*	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	28.0
Programs (ASAP & Inside Track) *	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	28.0
Staff/Advisors*	2.0	-	-	-	-	-	-	2.0	-	-	-	-	-	-	4.0
Financial Aid	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	1.4
Capital Campaign Needs Not included Above	4.5	-	-	-	-	-	-	1.5	-	-	-	-	-	-	6.0
Total Fundraising Needs	15.8	10.6	32.0	5.4	8.4	8.3	7.2	28.4	5.5	5.2	6.1	5.3	5.0	4.5	147.9
Capital Campaign Focus	(4.5)	(2.5)	(7.8)	-	-	(1.5)	(2.0)	(7.0)	(2.0)	-	-	-	-	-	(27.3)
Needs in Excess of Cap Campaign Goal	\$ 11.3	\$ 8.1	\$ 24.2	\$ 5.4	\$ 8.4	\$ 6.8	\$ 5.2	\$ 21.4	\$ 3.5	\$ 5.2	\$ 6.1	\$ 5.3	\$ 5.0	\$ 4.5	\$ 120.6

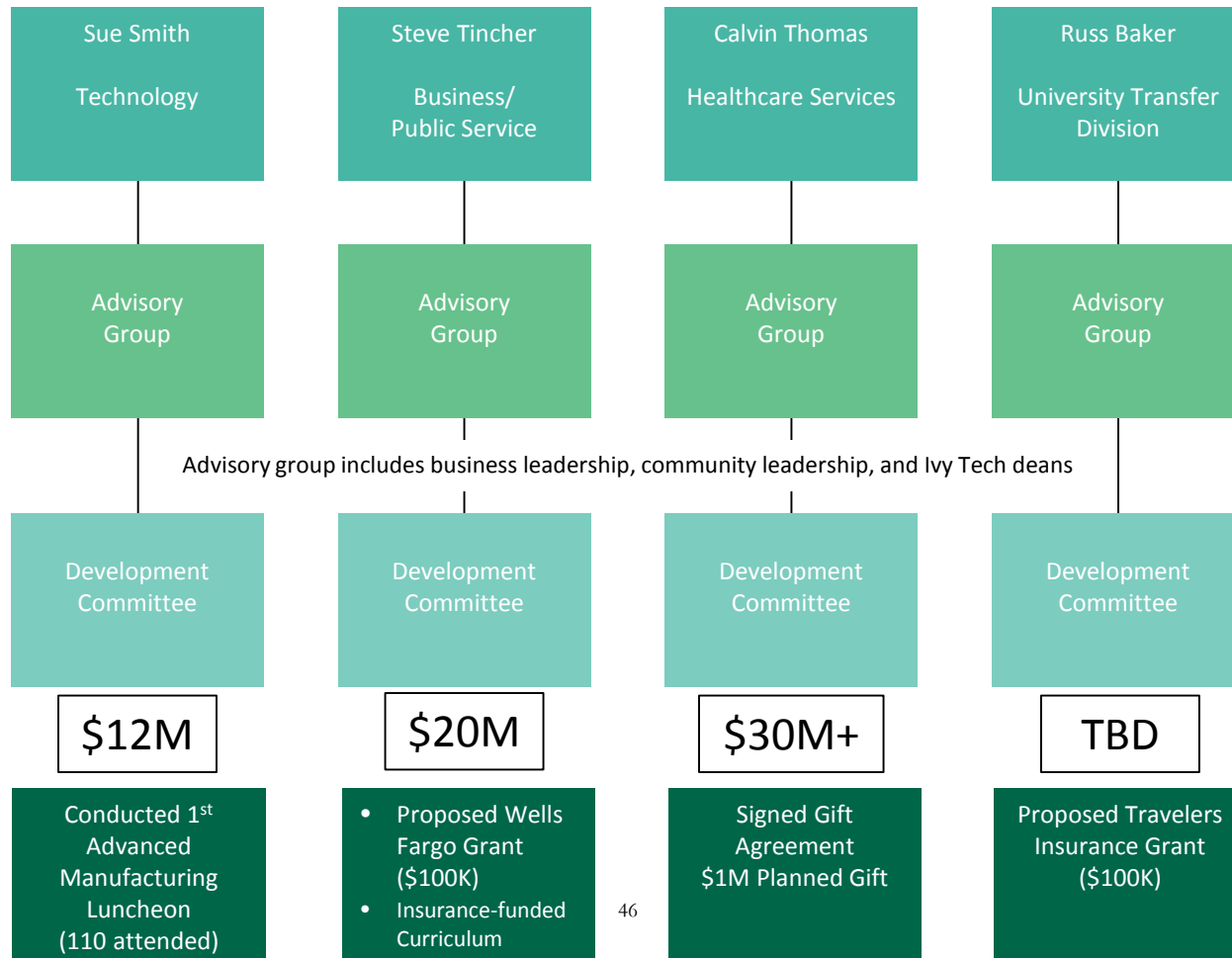
* Endowment required to support recurring costs

Divisional Statewide Campaign

STAGING

March 2014	July 2014	August 2014	September 2014
June 2014	October 2014	November 2014	January 2015
2016-2017	2016-2017	2016-2017	2016-2017

INITIATION



Foundation Contribution Revenue Status Update FY2015-16

Pathway to Achieving Annual Budget Goal		
	Amount (in \$Million)	Comments
Actuals thru 2/29/2016	\$16.1	
Expected Large Gifts	.7	
Expected Smaller Gifts (<\$.5M)	3.2	FCST range of \$3-4M
Subtotal	\$20.0	
Large Gifts Needing Secured	1.9	Requires ~1-2 \$.5M+ gifts
Annual Budget Goal	\$21.9	

2015-2016 Successes

\$5M GIFT

Largest Individual Donation in History of Foundation

\$1M GIFT

\$1M Planned Gift from Foundation Board Member

OTHER GIFTS

- \$900K Central Indiana
- \$800K East Central
- \$700K Southeast
- \$600K Columbus
- \$375K Central Indiana
- \$300K (2) Lafayette and Central Indiana
- \$250K (3) Bloomington, Lafayette, and Northwest
- \$240K Central Indiana
- \$200K (2) Northeast and Statewide

LIKELY GIFTS

- \$1M Northeast
- \$400K Southwest
- \$318K Southern Indiana

\$1K+ Donors are up 5% year over year.

Florida Friends Scholarship Scramble

- 44 Golfers
- Raised \$6,560 towards Scholarships



Florida Friends Highlights

	2015	2016
Golf Attendees	27	44
Donations	-0-	\$6K
Sponsorship	\$25K	\$40K
Budget	\$90K	\$90K
Actual Amount Spent	\$70K*	\$59K*
Budget Savings	\$20K	\$31K
Regional Gatherings	Region-hosted Receptions/Dinners	Donor/Region-hosted Receptions/Dinners

*Consultant Cost = \$15K

Social Media



- **4 “Honor” Weeks**
 - Faculty (April)
 - Adjunct Faculty (first week of June)
 - Alumni (end of August)
 - Donors (October)
- **Primary focus is Facebook** with two posts a day for a week, representing every Region
- **Designed around our already existing recognition programs**
- **Will incorporate hashtags to help create a following**

Board & Trustee Engagement

FY 2015/16

	FY14-15 Giving	FY15-16 Gift Made	%	% Projection	Gift Total	FY15-16 Action	%
State Board of Trustees	86%	11 of 14	79%	100%	\$303,360	11 of 14	79%
Foundation Board of Directors	100%	42 of 58	72%	100%	\$6,145,220	43 of 58	74%
Regional Board of Trustees	25%	47 of 114	41%	60%	\$1,039,867	57 of 114	50%
TOTALS as of 2/29/2016		100 of 186	54%	87%	\$7,488,447	111 of 186	60%

Since November 13, 2015:

- SBOT Giving: Up 43%
- Foundation Board Giving: Up 49%
- Regional Board Giving: up 18%

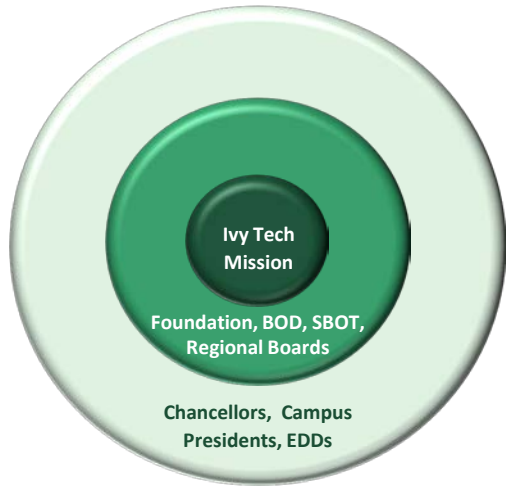
***Over all total Giving has gone up 36%**

FYE 2016 Pipeline Projection

Region	# Gifts	Total	6/30/16
Northwest - Region 1	12	\$540,000	
Northcentral - Region 2	2	\$350,000	
Northeast - Region 3	6	\$2,300,00	
Lafayette - Region 4	3	\$3,850,000	
Kokomo - Region 5	8	\$138,000	
East Central - Region 6	3	2,010,000	
Wabash Valley-Region 7	3	\$70,000	
Central - Region 8	11	2,475,000	
Richmond - Region 9	3	\$565,000	
Columbus - Region 10	2	\$150,000	
Southeast - Region 11	2	\$195,000	
Southwest - Region 12	7	\$622,000	
Southern - Region 13	6	\$492,000	
Bloomington - Region 14	4	\$175,000	
TOTALS	72	\$13,932,000	Estimated \$6M-\$11M to clear by Year-end

2016-17 Visualization Strategy

Philanthropy through Change



❖ Communicate Consistency, Long-term Leadership

- Memo from Kevin Ahaus, Board Chair, regarding JMM's contract extension
 - Maintain stability, continuity, strong leadership, successful outcomes
- Focus memo to Chancellors and EDDs from JMM
 - Mission remains the same through transformation
 - Transition at College, not Foundation; business as usual
 - Stay focused on your goals
 - Use tools to achieve goals
 - Foundation ready to help in partnership

❖ Executive Committees: Foundation & SBOT

- Cross-education/accountability of State & Foundation work
- Meetings scheduled concurrently, jointly
- Retreat for both Exec. Committees: rotate at Regions
- Provide a progressive timeline from now until June

2016-17 Visualization Strategy

Philanthropy through Change - Continued



❖ Foundation Board Restructuring

- Purpose: Grow, diversify, commitment
- Build Foundation Board concentrically
- Add Non-participating status

❖ Organization Configuration

- Hire Curt Simic, IU Foundation President Emeritus, as a consultant to help structure accountability
- Create Development model to drive greater Regional foundation accountability



IVY TECH
FOUNDATION

THANK YOU
FOR ALL YOU DO
FOR IVY TECH!

Agenda for the Planning and Education Committee

April 13th Meeting

- 1. New Marketing Plan – Jeff Fanter*
- 2. Apprenticeship Technical Certificate Completion – Jonathan Weinzapfel, Sue Smith*
- 3. Health Division Update – Calvin Thomas*
- 4. Reverse Transfer Update – Russ Baker*



CHANGING LIVES MAKING INDIANA GREAT



2016 April SBOT Presentation

New Marketing Plan

Jeff Fanter

*Sr. Vice President of Student
Exp./Comm. Marketing*



CHANGING LIVES MAKING INDIANA GREAT



IVY TECH

Community College



MILLERBROOKS

*2016 Campaign
Presentation*

AGENDA

Introduction
Process Recap
Creative
Q&A



RESEARCH AND POSITIONING

A circular logo with a teal border and a white center, containing the letters 'M' and 'B' stacked vertically. The logo is positioned in the bottom right corner of the slide, partially overlapping a teal triangular graphic element.

M
B

STUDYING THE AUDIENCES - INTERNAL

12 Regions

2300+ Miles

17 Presidents and Chancellors

91 Regional Marketing/admissions

1400+ Faculty and staff surveys



STUDYING THE AUDIENCES - EXTERNAL

500+ External responses

+Middle school students

+Middle school staff

+High school staff

+High school students

+High school parents



KEY TAKEAWAYS



WE HAVE A PERCEPTION ISSUE.

Not an awareness issue.



KEY TAKEAWAYS

The reasons for considering Ivy Tech:
(1) Cost, (2) Good place to get started
(3) Personal⁶⁶



College Survey

Current Grade: 6

1. Do you plan on going to college? Yes

No

2. If so, do you know where you want to go to college? Yes No

3. Where? _____

4. Would you consider a community college? Yes No

5. Would you consider Ivy Tech Community College? Yes No

6. Why or why not?

We are very poor



VALUE

We're not walking
away from
"affordability." We're



BRAND MESSAGING

How we address our numerous targets.



Ivy Tech offers two paths: one for students who want to prepare for an in-demand, high-paying job in two years or less; and one for students who want to transfer their credits to a four-year institution, and get a bachelor's degree. Whether you're just out of high school, or just need a change in your career, Ivy Tech helps Indiana residents from all walks of life achieve more.



CAMPAIGN REVEAL





ASK MORE.





TV/PRE-ROLL :30 – “Ask More.”

TV SPOT 1



TV SPOT 2



RADIO SPOT 1



FOCUS GROUP FEEDBACK





COLLATERAL - High School Student Viewbook



WHAT DOES COMMUNITY COLLEGE HAVE TO OFFER YOU?

THE ANSWERS MAY COME AS A SURPRISE.

A lot of people think they know what community college has to offer. Based on information that's either outdated or wrong, they're not considering it seriously as a way to reach their goals. And that's a huge mistake.

Enrolling at Ivy Tech Community College is a decision that makes perfect sense, educationally and financially. We're going to spend the next few pages explaining exactly why you should apply now at ivytech.edu/applynow.

READY FOR A SMARTER WAY TO GO TO COLLEGE?

NOT SURE WHAT YOUR NEXT STEP SHOULD BE?

WE OFFER 2 PATHS TO A BETTER FUTURE

1

WANT A CAREER AS SOON AS POSSIBLE?

We have more than 100 programs, which means we can get an associate degree or certificate or even earnings from accounting to computer science to nursing to design technology. All while enjoying the same level of fantastic tuition.

2

WANT A BACHELOR'S DEGREE WITHOUT A MOUNTAIN OF DEBT?

Start at Ivy Tech, then transfer your credit to business, education, liberal arts, engineering and dozens of other fields in 1-2 years to finish your bachelor's or a bachelor's degree in a couple more years - usually around \$10,000.

Whatever your goal is, Ivy Tech Community College can give you a smarter start to reaching it. Get more answers from our Frequently Answered Questions list at ivytech.edu/FAQ.

IS AN ASSOCIATE DEGREE OR CERTIFICATE REALLY GOING TO IMPRESS EMPLOYERS?

Safely. Getting a good career doesn't always require a bachelor's degree. Ivy Tech Community College can help you get an associate degree, a certificate, or a technical certificate—preparing you for some of Indiana's fastest-growing fields in two years or less.

AVERAGE EARNINGS FIRST YEAR AFTER GRADUATION

Ivy Tech	\$27,777
Northwest University-West Lafayette	\$35,740
Indiana State University	\$33,074
University of Southern Indiana	\$32,951
Valparaiso University	\$31,500
Ball State University	\$31,054
Indiana University-Bloomington	\$30,290

Source: Indiana Department of Workforce Development, 2014-2015

HOW LONG IS IT GOING TO TAKE ME TO GET A DEGREE OR CERTIFICATE?

ASSOCIATE DEGREE REQUIREMENTS	☑️ 60 to 66 hours ☑️ 1 to 2 courses ☑️ 1 year
TECHNICAL CERTIFICATE REQUIREMENTS	☑️ More than 20 hours ☑️ 1 to 11 courses ☑️ 1 year
CERTIFICATE REQUIREMENTS	☑️ About 20 hours ☑️ Not longer ☑️ Less than 1 year

Learn more about our degrees, certificates, and technical certificates at ivytech.edu/degrees.

WHAT DOES COMMUNITY COLLEGE OFFER? IVY TECH BY THE NUMBERS.

2 YEARS AT IVY TECH + A TRANSFER TO A 4-YEAR SCHOOL, CAN SAVE YOU **\$10,000** UPWARD OF ON A BACHELOR'S DEGREE.

AVERAGE CLASS SIZE OF **22** STUDENTS TEACHING LAST YEAR.

IVY TECH'S ANNUAL TUITION IS **\$3,995** MORE THAN **31,000** STUDENTS TEACHING LAST YEAR.

MORE THAN **100** TRANSFER & PROGRAMS WITH IN-STATE AND OUT-OF-STATE CREDIT.

#1 TOP CHOICE of Indiana high school senior + MOST AFFORDABLE college tuition in Indiana. LARGEST INSTITUTION of higher learning in Indiana.

EVERY YEAR WE SERVE MORE THAN **32** INDIANA CAMPUSES **170,000** students.

IVY TECH OFFERS **150+** PROGRAMS.

IVY TECH STUDENTS EARN AN AVERAGE OF **\$37,777** THE FIRST YEAR AFTER GRADUATION.

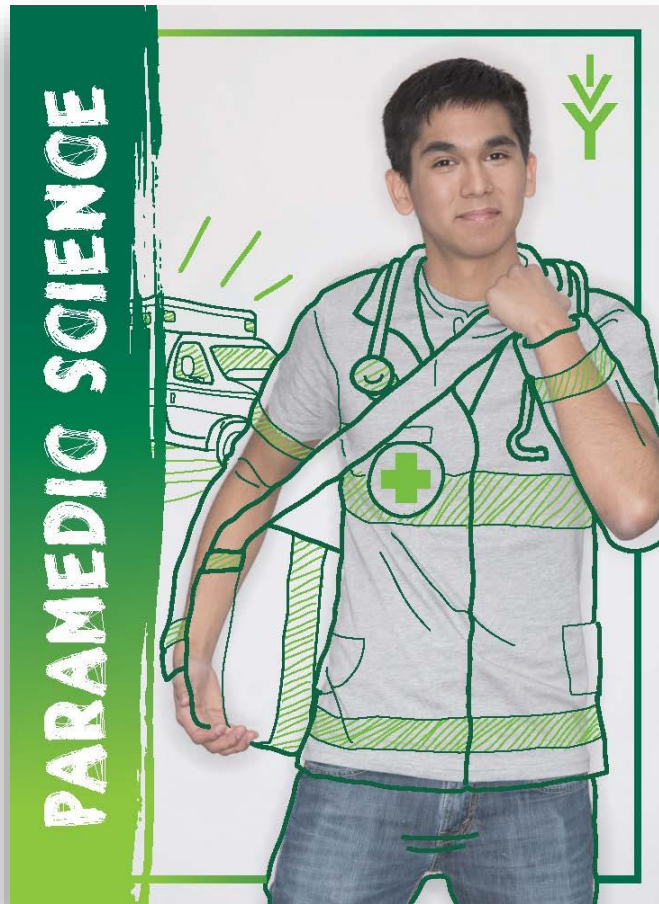
*BASED ON AVERAGE EARNINGS FROM BLS BUREAU OF ECONOMIC ANALYSIS, 2014-2015

IF YOU'VE GOT MORE QUESTIONS, WE'VE GOT MORE ANSWERS.

Call our Transfer Center at **888-IVYLINE** (888-487-5433) or chat online. **IVYTech.edu/FAQ** answers a ton. 7 a.m. until 1 a.m. EST. And if you'd rather get more background, come by making out list of Frequently Answered Questions **IVYTech.edu/FAQ**.



COLLATERAL - Recruiter Deck of Cards



Business and Public Services

PARAMEDIC SCIENCE


DEGREE:
ASSOCIATE OF APPLIED SCIENCE (66.5 CREDIT HOURS = 6 SEMESTERS)

CERTIFICATE:
BASIC EMERGENCY MEDICAL STUDIES (16.5 CREDIT HOURS)

Taught by highly-experienced paramedics, this program offers students 360 hours of clinical experience, and 400 hours of a hands-on internship in actual patient care settings.

5,618 current job openings in Indiana

\$22.76 /hour median salary in Indiana



Hourly median wage for paramedics in Indiana. Current openings in Indiana as of February 2016.



WHY THE “ASK MORE” CAMPAIGN WILL WORK

The new Ivy Tech campaign will look like no other college campaign running in Indiana. By asking challenging questions of our audiences, we will engage them. By showing them images of lives that reflect their own, we will create identification. And by sharing surprising scenes of Ivy Tech’s modern opportunities and training facilities, we will create interest—and a need to know more.

At every step of the way, we will fight false assumptions, and replace them with the true facts that reveal Ivy Tech as it truly is: a better, smarter choice for Indiana’s students, and the answer to all their educational questions.





Thank you.

2016 April SBOT Presentation

Apprenticeship Technical Certificate Completion

Jonathan Weinzapfel, Chancellor

&

Sue Smith, Vice President of Academic Affairs



CHANGING LIVES MAKING INDIANA GREAT



Apprenticeships

- **Building Trades Apprenticeships**
 - **Curriculum Sequence varies by local demand**
 - **Technical Certificate course sequence re-structured for earlier completion of the credential**
 - **Positive impact on Program Review Completion metric**

CHANGING LIVES MAKING INDIANA GREAT



Evansville – Region 12 Participating Unions

Confirmed

- IBEW Electrical Local 16
- IKORCC - Carpenters
- IKORCC - Millwrights
- Iron Workers Local 103
- Plumbers and Steamfitters U.A. Local 136

In Progress

- International Association Heat & Frost Insulators and Allied Workers Local 37
- International Brotherhood of Boilermakers Local 374
- Finishing Trades Institute of DC 91 – Southern Region
- Operating Engineers Local 181
- BAC 4 IN/KY (Bricklayers)
- Sheet Metal Workers Local 20 JATC

Terre Haute – Region 7 Participating Unions

Confirmed

- Plumbers and Steamfitters Local 157 – Terre Haute
- Terre Haute Local 725 IBEW JATC Electrical
- Indiana, Kentucky, Ohio Regional Council of Carpenters – IKORCC-JATF, Terre Haute

CHANGING LIVES MAKING INDIANA GREAT



Earn Technical Certification Sooner

Awarding the Technical Certificate at the halfway point, instead of at the end of the five/six year program earning 60 credits.

Benefits

- Increase state-wide three-year graduation rate by 2017-18 (From 8%-14%)
- Double Wabash Valley three-year graduation rate (From 6%-12%)
- Increase Southwest three-year graduation rate (From 10%-18%)
- Highlight importance of Ivy Tech contributing to Indiana's skilled labor workforce
- College Receives \$1,500 per Technical Certificate Awarded

CHANGING LIVES MAKING INDIANA GREAT



Example 1 -- How Awarding of Certificate Would Change

ELECTRICIAN

BUILDING TRADES APPRENTICESHIP

TECHNICAL CERTIFICATE

Before

1st Year, 1st Semester		
AMAA 111	Intermediate Algebra	3
AELC 101	Electrical Shop Practice	2
AELC 201	OJT-Technical Concentration I	1
IVYT 105	Managing Personal Finances	1

1st Year, 2nd Semester		
AELC 121	Circuits I	4
AELC 202	OJT-Technical Concentration II	1

2nd Year, 3rd Semester		
AELC 203	OJT-Technical Concentration III	1

2nd Year, 4th Semester		
AELC 122	Circuits II	4
AELC 204	OJT-Technical Concentration IV	1

3rd Year, 5th Semester		
AELC 104	Residential and Commercial Wiring	2
AELC 205	OJT-Technical Concentration V	1

TOTAL PROGRAM CREDITS		21
------------------------------	--	----

→

After

1st Year, 1st Semester		
AMAA 111	Intermediate Algebra	3
AELC 101	Electrical Shop Practice	2
AELC 201	OJT-Technical Concentration I	1
IVYT 105	Managing Personal Finances	1

1st Year, 2nd Semester		
AELC 121	Circuits I	4
AELC 202	OJT-Technical Concentration II	1
AELC 102	Electrical Codes	2

2nd Year, 3rd Semester		
AELC 203	OJT-Technical Concentration III	1
AELC 126	Electrical Circuits	3
AENA 101	Technical Writing in the Workplace	3

2nd Year, 4th Semester		
AELC 122	Circuits II	4
AELC 204	OJT-Technical Concentration IV	1
AELC 123	Industrial Controls	3

3rd Year, 5th Semester		
AELC 104	Residential and Commercial Wiring	2
AELC 205	OJT-Technical Concentration V	1
AELC 125	Industrial Wiring Fundamentals	3
AHSA 101	History of Organized Labor	3
TOTAL PROGRAM CREDITS		38

→

→

→

→

Missing Classes from Current Technical Certificate		
AELC 102	Electrical Codes	2
AELC 126	Electrical Circuits	3
AENA 101	Technical Writing in the Workplace	3
AELC 123	Industrial Controls	3
AELC 125	Industrial Wiring Fundamentals	3
AHSA 101	History of Organized Labor	3

Final – Electrician Apprenticeship Technical Certificate

ELECTRICIAN BUILDING TRADES APPRENTICESHIP TECHNICAL CERTIFICATE

GENERAL EDUCATION CORE - 9 CREDITS

AENA 101	Technical Writing in the Workplace	3
AHSA 101	History of Organized Labor	3
AMAA 111	Intermediate Algebra	3

OTHER INSTITUTIONAL REQUIREMENTS - 1 CREDIT

IVYT 105	Managing Personal Finances	1
----------	----------------------------	---

PROGRAM SPECIFIC CORE - 28 CREDITS

AELC 101	Electrical Shop Practice	2
AELC 102	Electrical Codes	2
AELC 104	Residential and Commercial Wiring	2
AELC 121	Circuits I	4
AELC 122	Circuits II	4
AELC 123	Industrial Controls	3
AELC 125	Industrial Wiring Fundamentals	3
AELC 126	Electrical Circuits	3
AELC 201	OJT-Technical Concentration I	1
AELC 202	OJT-Technical Concentration II	1
AELC 203	OJT-Technical Concentration III	1
AELC 204	OJT-Technical Concentration IV	1
AELC 205	OJT-Technical Concentration V	1

TOTAL PROGRAM CREDITS

38

Example 2 -- How Awarding of Certificate Would Change

PLUMBER & PIPEFITTER BUILDING TRADES APPRENTICESHIP			TECHNICAL CERTIFICATE		
Before			After		
1st Year, 1st Semester			1st Year, 1st Semester		
AMAA 101	Apprenticeship Math I	1	AMAA 101	Apprenticeship Math I	1
AMAA 102	Apprenticeship Math II	1	AMAA 102	Apprenticeship Math II	1
AMAA 103	Apprenticeship Math III	1	AMAA 103	Apprenticeship Math III	1
APPF 201	OJT-Technical Concentration I	1	APPF 201	OJT-Technical Concentration I	1
1st Year, 2nd Semester			1st Year, 2nd Semester		
APPF 103	Rigging	1	APPF 103	Rigging	1
APPF 202	OJT-Technical Concentration II	1	APPF 202	OJT-Technical Concentration II	1
IVYT 105	Managing Personal Finances	1	IVYT 105	Managing Personal Finances	1
2nd Year, 3rd Semester			2nd Year, 3rd Semester		
APPF 106	Welding I	2	APPF 106	Welding I	2
APPF 203	OJT-Technical Concentration III	1	APPF 203	OJT-Technical Concentration III	1
			APPF 104	Safe Shop Practices	3
2nd Year, 4th Semester			2nd Year, 4th Semester		
APPF 110	Welding II	2	APPF 110	Welding II	2
APPF 204	OJT-Technical Concentration IV	1	APPF 204	OJT-Technical Concentration IV	1
AHSA 101	History of Organized Labor	3	AHSA 101	History of Organized Labor	3
			APPF 107	Blueprint Reading	3
3rd Year, 5th Semester			3rd Year, 5th Semester		
APPF 116	Plumbing-Water Supply	3	APPF 116	Plumbing-Water Supply	3
APPF 205	OJT-Technical Concentration V	1	APPF 205	OJT-Technical Concentration V	1
			APPF 117	Codes	3
3rd Year, 6th Semester			3rd Year, 6th Semester		
APPF 127	Backflow Prevention	2	APPF 127	Backflow Prevention	2
TOTAL PROGRAM CREDITS		22	APPF 125	Basic Electricity	3
Missing Classes from Current Technical Certificate			AENA 101	Technical Writing in the Workplace	3 (Pending)
APPF 104	Safe Shop Practices	3	TOTAL PROGRAM CREDITS		
APPF 107	Blueprint Reading	3	37		
APPF 117	Codes	3			
APPF 125	Basic Electricity	3			
AENA 101	Technical Writing in the Workplace	3			

Final - Plumber & Pipefitter Apprenticeship Technical Certificate

PLUMBER & PIPEFITTER BUILDING TRADES APPRENTICESHIP TECHNICAL CERTIFICATE

GENERAL EDUCATION CORE - 9 CREDITS

AENA 101	Technical Writing in the Workplace	3
AHSA 101	History of Organized Labor	3
AMAA 101	Apprenticeship Math I	1
AMAA 102	Apprenticeship Math II	1
AMAA 103	Apprenticeship Math III	1

OTHER INSTITUTIONAL REQUIREMENTS - 1 CREDIT

IVYT 105	Managing Personal Finances	1
----------	----------------------------	---

PROGRAM SPECIFIC CORE - 27 CREDITS

APPF 103	Rigging	1
APPF 104	Safe Shop Practices	3
APPF 106	Welding I	2
APPF 107	Blueprint Reading	3
APPF 110	Welding II	2
APPF 116	Plumbing-Water Supply	3
APPF 117	Codes	3
APPF 125	Basic Electricity	3
APPF 127	Backflow Prevention	2
APPF 201	OJT-Technical Concentration I	1
APPF 202	OJT-Technical Concentration II	1
APPF 203	OJT-Technical Concentration III	1
APPF 204	OJT-Technical Concentration IV	1
APPF 205	OJT-Technical Concentration V	1

TOTAL PROGRAM CREDITS

37

CHANGING LIVES

Apprenticeships

- **Industrial Apprenticeships**
 - **Partnership with Industrial Employers**
 - **Employer driven pathway**
 - **Explore flexible pathway options within the Technical Certificate framework**
 - **Positive impact on Program Review Completion metric**

CHANGING LIVES MAKING INDIANA GREAT



2016 April SBOT Presentation

Health Division and the School of Social & Public Services

*Calvin Thomas
Vice President of the Health Division*



CHANGING LIVES MAKING INDIANA GREAT



Today's Agenda

- Overview of the School of Public & Social Services
 - Current Enrollment & Completions
 - Program Offerings
 - New Attractions for 2016 – 2017
- Nursing
 - Current Cohort Overview
 - Program Update
- Overview of the Health Division
 - Current Enrollment & Completions
 - Program Offerings
 - New Attractions for 2016 – 2017
- Appendix

CHANGING LIVES MAKING INDIANA GREAT



Overview of the School of Public & Social Services

- Total School Headcount: **13,085** students
- Completions in 2014 – 2015
 - **477** Certificates
 - **856** Technical Certificates
 - **1,444** Associate Degrees

CHANGING LIVES MAKING INDIANA GREAT



School of Public & Social Services

Program Open Access (OA) or Limited Enrollment (LE)	Spring 2016 Enrollment	Campus Locations
Criminal Justice (OA)	980	23
Early Childhood Education (OA)	811	23
Environmental Design (OA)	67	2
Homeland Security/Public Safety (OA)	150	7
Hospitality Administration (OA)	1,115	19
Human Services (OA)	590	25
Mortuary Science (LE)	66	2
Paralegal Studies (OA)	429	23
Classroom	281	
Distance Education	148	
Supply Chain Management/Logistics (OA)	219	Online
Visual Communications (OA)	592	8

CHANGING LIVES MAKING INDIANA GREAT



New Attractions 2016-2017

Human Services has two new certificates:

CT as an *Addiction Specialist*

CT in *Youth Development*

- ❖ The Indiana Youth Development (IYD) Credential offers a professional certification for those who work with school-age or adolescent children. Like the Child Development Associate (CDA) Credential for early childhood workers, the IYD Credential provides a way to demonstrate knowledge and skills suitable to working with older children. Assessment, documentation and awarding of the credential are administered by the Indiana Youth PRO Association (formerly School-Age Consortium).

CHANGING LIVES MAKING INDIANA GREAT

As of 1/25/2016



New Attractions 2016-2017

AS in *Paralegal Studies*
is changing to

- ❖ Designed for Transfer in Baccalaureate programs like Political Science; Law in Liberal Arts (IUPUI)

AS in *Legal Studies*

- ❖ Still in the process of seeking Commission of Higher Education approval

CHANGING LIVES MAKING INDIANA GREAT



Nursing Cohort Overview

- Current Spring 2016 ASN Class Statewide:
 - Over **935** applicants for **450 available seats (433 Enrolled*)**
- Incoming Fall 2015 ASN Class Statewide:
 - Over **2,200** applicants for **674 available seats**
- Current Spring 2016 PN Class Statewide:
 - Over **544** applicants for **285 available seats (223 Enrolled*)**
- Incoming Fall 2015 PN Class Statewide:
 - Over **940** applicants for **319 available seats**

CHANGING LIVES MAKING INDIANA GREAT



Nursing Program Update

- ❖ Practical Nursing (PN) has its own track that can be selected upon admission (Your Region HSPN-TC)
- ❖ Nursing is moving to an online application by the end of the year

CHANGING LIVES MAKING INDIANA GREAT



Overview of the Health Division

- Total Division Headcount: **16,387** students
 - **13,717** in Health Sciences (**84%** of the Division)
 - **2,670** in Nursing (**16%** of the Division)
- Completions in 2014 – 2015

Health Sciences

1,183 Certificates
964 Technical Certificates
1,605 Associate Degrees

Nursing

1,248 ASNs
348 PNs (Technical Certificate)

CHANGING LIVES MAKING INDIANA GREAT



Overview of the Health Division 2016 – 2017 Program Offerings

- Dental Assisting
 - Permanent Dental Restorations
- Dental Hygiene
- Health Information Technology
 - Certified Coding Specialist++
- Healthcare Specialist
 - EKG Technician*
 - Medical Office Administration
 - Outpatient Insurance Coding
 - Pharmacy Technician*
 - Phlebotomy Technician*
 - Certified Personal Trainer
 - Central Service Technician
 - CNA *, Home Health Aid, Dementia Care*
 - Rural Health*
 - Patient Care Technician*
- Diagnostic Medical Sonographer
- Imaging Sciences
 - Radiographic Technology
- Kinesiology & Exercise Science
 - Certified Personal Trainer
 - Certified Group Exercise Instructor
 - Certified Inclusive Fitness Trainer
- Medical Laboratory Technology
- Medical Assisting
- Nursing
 - Associate of Science in Nursing
 - Practical Nursing
 - LPN to Associate of Science in Nursing
 - Paramedic to Associate of Science in Nursing
- Paramedic Science
 - EMT
 - Paramedic
 - Community Paramedicine Professional++
- Physical Therapist Assistant
- Radiation Therapy
- Respiratory Care
- Surgical Technology
 - OR RN Circulator course
- Therapeutic Massage

++ (still in development)

CHANGING LIVES MAKING INDIANA GREAT



Thank you so much for listening!

Calvin Thomas IV

Vice President

Health Division and the School of Public & Social Services

cthomasiv@ivytech.edu

(317) 916-7638 Office Phone

(317) 912-4424 Cell Phone



CHANGING LIVES MAKING INDIANA GREAT



2016 April SBOT Presentation

Appendix



CHANGING LIVES MAKING INDIANA GREAT



New Attractions 2016-2017

***Kinesiology* has a name
change to:**

***Kinesiology & Exercise
Science***

- ❖ Added AAS Track for Workforce Destination
 - Certified Personal Trainer
 - Certified Group Exercise Instructor
 - Certified Inclusive Fitness Trainer

- Students course work and the opportunity to obtain 2, up to 3, certifications within the Kinesiology and Exercise Science field depending on the pathway selected and interest. The student will be qualified to take the Certified Personal Trainer Exam after the completion of the 3rd semester of the program, and the Certified Group Exercise Instructor and/or Certified Inclusive Fitness Trainer exams after the 4th semester of the program. The program will also be an open enrollment program.”

- “There are currently 3,646 jobs in the field of Kinesiology and Exercise Science in the state of Indiana. The EMSI data also projects 97 annual openings between 2016 - 2021. The median earning for individuals working in the Kinesiology and Exercise Science field is reported at \$14.14/hour placing these jobs at approximately \$30,000/year. Of the individuals currently employed in the field, 20% hold an Associate's degree.”

CHANGING LIVES MAKING INDIANA GREAT

As of 1/25/2016



New Attractions 2016-2017

Patient Care Technician concentration underneath **Healthcare Specialist**

- ❖ Added as concentration under Healthcare Specialist Program

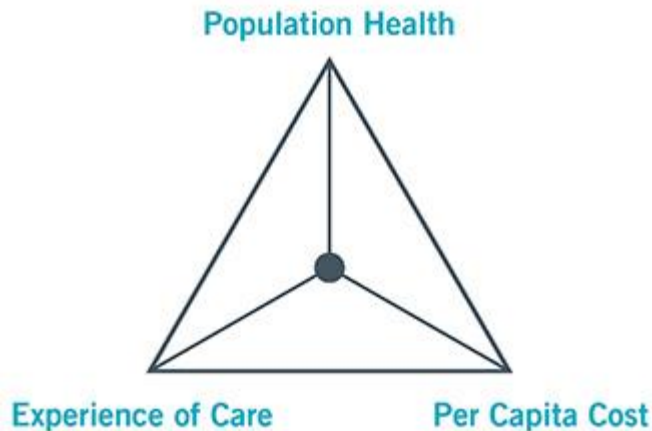
“There are currently 32,834 jobs in the field of Healthcare Specialist in the state of Indiana. The EMSI data also projects 1325 annual openings between 2016 - 2021. The median earning for individuals working in the Healthcare Specialist field is reported at \$11.16/hour placing these jobs at approximately \$23,000/year. Of the individuals currently employed in the field, 8% have some college.”

CHANGING LIVES MAKING INDIANA GREAT



Current Trends in the Health Care Sector

The IHI Triple Aim



The IHI Triple Aim is a framework developed by the Institute for Healthcare Improvement that describes an approach to optimizing health system performance.

- Improving the patient experience of care (including quality and satisfaction);
- Improving the health of populations; and
- Reducing the per capita cost of health care.

CHANGING LIVES MAKING INDIANA GREAT



Current Trends in the Health Care Sector

Medicare to Rework Billions in Payments

HHS Secretary Burwell Wants 50% of Payments Based on Performance by End of 2018 – WSJ January 26th, 2015



**Health and Human Services Secretary
Sylvia M. Burwell**

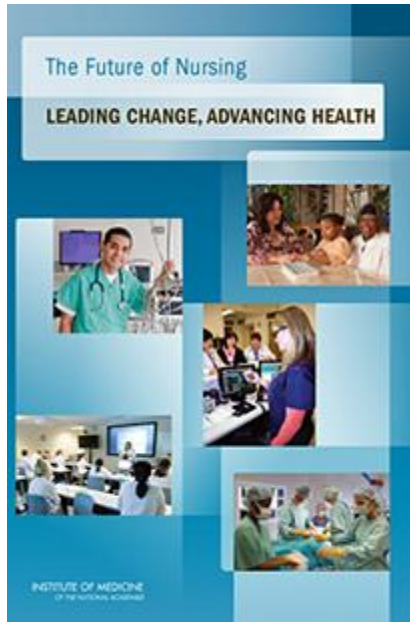
- 30% of traditional, or fee-for-service, Medicare payments to quality or value through alternative payment models, such as Accountable Care Organizations (ACOs) or bundled payment arrangements by the end of 2016, and tying 50% of payments to these models by the end of 2018.
- 85% of all traditional Medicare payments to quality or value by 2016 and 90% by 2018 through programs such as the Hospital Value Based Purchasing and the Hospital Readmissions Reduction Programs.
- This is the first time in the history of the Medicare program that HHS has set explicit goals for alternative payment models and value-based payments.

CHANGING LIVES MAKING INDIANA GREAT



Recommendation 4: Increase the proportion of nurses with a baccalaureate degree to 80% by 2020.

2010 Institute of Medicine (IOM) Report: The Future of Nursing...5 Years Later



- 22 States allow Community Colleges to confer Baccalaureate degrees
- Only 11 of those states allow BSN (AR, FL, GA, LA, NV, NM, NY, UT, and WA)
- We graduate over 1000 ASNs, are there 800 slots across the states...could they confer at our costs?

CHANGING LIVES MAKING INDIANA GREAT



Summary of Approved Community College Baccalaureate Programs by State

State	Year of First Approval	Number of Approved Institutions			Total Number of Approved Programs
		Total Number	Number Offering Teacher Education Programs	Number Offering Nursing (B.S.N.) Programs	
Arkansas	1998	1	1	1	44
Colorado	2010	1			0
Florida	2001	18	12	11	113
Georgia	1997	7	6	3	71
Hawaii	2004	1			2
Indiana	2004	1	1	1	6
Louisiana	2001	1	1	1	12
Minnesota	2003	1	1		2
Nevada	1998	3	1	1	15
New Mexico	2004	1	1	1	11
New York	1996	5		3	84
North Dakota	2006	1			1
Oklahoma	2004	2			4
Texas	2003	3			4
Utah	1992	2	2	2	69
Vermont	1993	1			11
Washington	2005	4		1	5
West Virginia	1989	1	1		11
Total		54	27	25	465

2 / October 2010 • AASCU Policy Matters

CHANGING LIVES MAKING INDIANA GREAT



2016 April SBOT Presentation

Reverse Transfer at Ivy Tech

Russ Baker

Vice President of Academic Affairs



CHANGING LIVES MAKING INDIANA GREAT



Definition

(From August 2014 Presentation): The process through which academic credits for applicable coursework at the university are transferred back to the community college for purposes of awarding an associate degree and a mechanism that allows community colleges to receive more accurate credit for their role in education students.

CHANGING LIVES MAKING INDIANA GREAT



Reverse Transfer

CHANGING LIVES MAKING INDIANA GREAT



Why is Reverse Transfer Important for Indiana and for the nation?

- Data from the National Student Clearinghouse shows that over **50%** of students who qualify for reverse transfer have not completed their bachelor's degree four years later
- 78% of students who transfer from a community college to a four-year do not have a degree
- 2 million students nationwide attended college from 2003-2014 without earning any type of degree

CHANGING LIVES MAKING INDIANA GREAT



Current State

- Institutional Reverse Transfer Partnerships: Purdue, Indiana State, Western Governors, other private institutions
- “Progress is slow, but steady”—Michal Stacy—Assistant College Registrar March 16, 2016
- 43 students completed degrees Fall Semester, 2015 through reverse transfer—most coming from Purdue, Indiana State, and WGU
- On pace to surpass last year when 56 degrees were awarded for entire year
- Most degrees were given in general studies, followed by liberal arts. Only 4 degrees were given via reverse transfer for program areas
- Have received over 120 transcripts from WGU and over 20 from ISU in just the last week.
- Also receiving transcripts from University of Phoenix

CHANGING LIVES MAKING INDIANA GREAT



Future State

- Ivy Tech and IU have negotiating a reverse transfer agreement for over a year. A reverse transfer MOU is “awaiting approval from upper administration, according to a March 15 communication from TJ Rivard, Asst. VP and Director of the University Transfer Office at IU.
- The GATCI (Guaranteed Admission Transfer and Completion Initiative) agreement with IU East has reverse transfer built into the agreement.
- Researching technology solutions to streamline audit process—Currently is a time-consuming manual process. The states who have made reverse transfer a priority have built ‘back-end’ processes to streamline and automate the degree audit system

CHANGING LIVES MAKING INDIANA GREAT



AUDIT COMMITTEE

Report will be given at the State Board of Trustees Meeting April 13, 2016

Ivy Tech Corporate College Update

State Board of Trustees

April 13, 2016

Revenue and Expense Update

Contract and Open Enrollment Training Only



2015 - 2016

Month	Expenses	Revenues	Profit/ Loss
July	(\$856,974.95)	\$742,547.52	(\$114,427.43)
August	(\$1,853,233.95)	\$1,416,166.94	(\$437,067.01)
September	(\$2,674,241.67)	\$2,550,540.77	(\$123,700.90)
October	(\$3,749,643.35)	\$3,225,387.37	(\$524,255.98)
November	(\$4,698,386.36)	\$3,661,631.73	(\$1,036,754.63)
December	(5,481,917.22)	4,191,637.43	(1,290,279.79)
January	(\$6,114,374.58)	\$4,942,439.77	(\$1,171,934.81)
February	(\$7,267,230.02)	\$5,738,762.12	(\$1,528,467.90)

Expenses	Revenues	Profit/ Loss
(\$776,029.14)	\$735,480.43	(\$40,548.71)
(\$1,802,854.39)	\$1,711,064.03	(\$91,790.36)
(\$2,696,870.72)	\$2,786,436.70	\$89,565.98
(\$3,770,837.98)	\$3,558,029.16	(\$212,808.82)
(\$4,796,667.46)	\$4,373,949.94	(\$422,717.52)
(5,585,202.14)	4,884,300.02	(700,902.12)
(\$6,460,420.26)	\$5,419,492.24	(\$1,040,928.02)
(\$7,359,764.64)	\$6,106,530.12	(\$1,253,234.52)

Variance	Variance %
\$73,878.72	65%
\$345,276.65	79%
\$213,266.88	172%
\$311,447.16	59%
\$614,037.11	59%
\$589,377.67	46%
\$131,006.79	11%
\$275,233.38	18%

Revenue and Expense Update

Certification and Workforce Assessment Only



2015 - 2016

Month	Expenses	Revenues	Profit/ Loss
July	(\$93,148)	\$784,253	\$691,105
August	(\$134,657)	\$1,077,095	\$942,438
September	(\$295,287)	\$1,147,756	\$852,468
October	(\$525,867)	\$1,258,663	\$732,796
November	(\$652,417)	\$1,964,184	\$1,311,768
December	(\$755,604)	\$2,322,415	\$1,566,812
January	(\$827,163.94)	\$2,439,619.22	\$1,612,455.28
February	(\$1,134,145.61)	\$2,580,246.48	\$1,446,100.87

Expenses	Revenues	Profit/ Loss
(\$59,333)	\$795,839	\$736,506
(\$162,701)	\$648,019	\$485,318
(\$360,687)	\$723,913	\$363,226
(\$486,204)	\$843,219	\$357,015
(\$581,478)	\$1,219,434	\$637,955
(\$690,098)	\$1,410,244	\$720,147
(\$777,262.76)	\$1,580,471.85	\$803,209.09
(\$954,528.75)	\$1,714,352.97	\$759,824.22

Variance	Variance %
\$45,401	7%
(\$457,120)	-49%
(\$489,243)	-57%
(\$375,781)	-51%
(\$673,812)	-51%
(\$846,665)	-54%
(\$809,246.19)	-50%
(\$686,276.65)	-47%

Update

New Contracts

Region	Contracts Won - February 2015	Contracts Won - February 2016
Northwest	0	4
Northcentral	6	2
Northeast	9	3
Lafayette	2	2
Kokomo	1	8
East Central	1	2
Wabash Valley	0	1
Central Indiana	5	0
Richmond	6	3
Columbus	7	4
Southeast	3	3
Southwest	0	4
Sellersburg	1	4
Bloomington	1	1
<i>Statewide Total</i>	42	41

Update

New Proposals

	February 2015	February 2016
Needs Analysis Stage	3	2
Prospecting Stage	1	12
Opportunity Lost or Abandoned	27	30
Opportunity Won	81	83
Written Proposals Submitted	4	14
Proposal Negotiation/Review Stage	4	6
Total Opportunities	120	155

Revenue and Expense Update

Revenue in the Pipeline

- \$656,644 Gross Revenue potential for activity won in February 2016
- \$1,152,113 Gross Revenue in pipeline with 20 written proposals February 2016

Operational Update

- ▶ Standardized contract & statement of work rollout is complete
- ▶ Updated program delivery process statewide in implementation phase
- ▶ Measurable increase in use of IvyForce (salesforce) continues
- ▶ Statewide meeting held in March for all account executives and program managers
- ▶ Vacancies statewide
 - ▶ Account Executives 2
 - ▶ Program Managers 2

3/28/2016

Spotlight



Franciscan Alliance

Presented by Michael Miller, Account Executive Northwest Region

TREASURER'S REPORT
SPONSORED PROGRAM FUNDS
January 1, 2016 THROUGH January 31, 2016

Campus	Title or Description	Source	Amount	Effective Date	Expiration Date
Lafayette	141 Faculty on Loan Spring 2016 Twin Lake	Twin Lakes School Corporation	\$ 5,858	01/04/16	05/06/16
South Bend	121 South Bend Hunger Relief Program	Walmart Foundation	1,000	01/01/16	12/31/16
Lafayette (multi region)	141 Duke Energy - Advanced Manufacturing	Duke Energy Foundation	99,300	01/01/16	12/31/17
South Bend	121 Perkins Northcentral 2015-2016 Oct allocation	Indiana Department of Workforce Development	409,203	10/01/15	06/30/16
Columbus	201 Perkins Columbus 2015-2016 Oct allocation	Indiana Department of Workforce Development	198,024	10/01/15	06/30/16
Sellersberg	231 Perkins Sellersberg 2015-2016 Oct allocation	Indiana Department of Workforce Development	153,710	10/01/15	06/30/16
Fort Wayne (NE)	131 Perkins Northeast 2015-2016 Oct allocation	Indiana Department of Workforce Development	516,524	10/01/15	06/30/16
Madison (SE)	211 Perkins Southeast 2015-2016 Oct allocation	Indiana Department of Workforce Development	133,285	10/01/15	06/30/16
Gary (NW)	111 Perkins Northwest 2015-2016 Oct allocation	Indiana Department of Workforce Development	456,632	10/01/15	06/30/16
Kokomo	151 Perkins Kokomo 2015-2016 Oct allocation	Indiana Department of Workforce Development	245,453	10/01/15	06/30/16
Terre Haute	171 Perkins Wabash Valley 2015-2016 Oct allocation	Indiana Department of Workforce Development	262,416	10/01/15	06/30/16
Bloomington	241 Perkins Bloomington 2015-2016 Oct allocation	Indiana Department of Workforce Development	191,446	10/01/15	06/30/16
Lafayette	141 Perkins Lafayette 2015-2016 Oct allocation	Indiana Department of Workforce Development	252,376	10/01/15	06/30/16
Fort Wayne (NE)	131 CFAB 2016	Cable Fund Access Board	12,468	01/01/16	06/30/16
Kokomo	151 IDOE Perkins Competitive Grant 2015-2016	Indiana Department of Education	56,853	11/01/15	09/30/16
Muncie (EC)	161 Perkins East Central 2015-2016 Oct allocation	Indiana Department of Workforce Development	483,981	10/01/15	06/30/16
Richmond	191 Perkins Richmond 2015-2016 Oct allocation	Indiana Department of Workforce Development	183,830	10/01/15	06/30/16
Central Indiana	181 Perkins Central Indiana 2015-2016 Oct allocation	Indiana Department of Workforce Development	816,329	10/01/15	06/30/16
Kokomo	151 Nursing Equipment for Peru Site	Dukes Healthcare Foundation of Miami Cty	33,439	01/01/16	12/31/16
Gary (NW)	111 Nuts, Bolts, and Thingamajigs Manufacturing Camp - C	Nuts, Bolts & Thingamajigs	2,500	01/01/16	06/30/16
TOTAL			\$ 4,514,627		

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
February 1, 2016 THROUGH February 29, 2016**

Campus	Title or Description	Source	Amount	Effective Date	Expiration Date
Muncie/EC	163 Credits Count	American Electric Power Foundation	\$ 800,000	01/20/16	12/31/20
Evansville/SW Central Indiana	221 Perkins Southwest 2015-2016 Oct allocation 181 IDOE Perkins Competitive; Shelby County 15-16 161 Step Up Early Intervention & Dual Credit 2016-2017	Indiana Department of Workforce Development Indiana Department of Education	267,956 99,750	10/01/15 11/01/15	06/30/16 09/30/16
Muncie/EC	241 SUB MCCC NBC2 Building Networks for a 21st Century Workforce for the Bioeconomy	Ball Brothers Foundation Montgomery County Community College	40,000 77,769	10/20/15 09/15/15	06/30/17 08/31/16
Bloomington Ft. Wayne (NE)	131 IDOE Perkins Competitive 15-16	Indiana Department of Education	98,425	11/01/15	09/30/16
Lawrenceburg	212 AHEC Lawrenceburg Vital Signs	East Indiana Area Health Education Center	1,500	02/01/16	05/20/16
Madison (SE)	211 AHEC Madison Teaching Aids	East Indiana Area Health Education Center	1,462	02/01/16	05/20/16
Gary (NW) Lafayette	111 LaPorte Urban Enterprise Assoc (award increase) 141 Faculty On Loan (award increase)	LaPorte Urban Enterprise Association Inc. Tippecanoe School Corporation	25,000 6,545	05/01/15 02/26/16	05/31/17 05/20/16
Bloomington	241 Science Olympiad Tournament (award increase)	Science Olympiad Inc.	3,000	02/26/16	03/31/17
TOTAL			<u>\$ 1,421,407</u>		

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
July 1, 2015 THROUGH January 31, 2016**

	<u>Grants & Contracts</u>
Total this Report	\$ 4,514,627
2015-2016 YTD-Total to Date	16,710,727
2014-2015 Fiscal Year-End Total	20,718,246
2013-2014 Fiscal Year-End Total	27,105,576
2012-2013 Fiscal Year-End Total	23,049,587
2011-2012 Fiscal Year-End Total	26,290,960
2010-2011 Fiscal Year-End Total	24,631,272
2009-2010 Fiscal Year-End Total	40,659,468
2008-2009 Fiscal Year-End Total	22,864,309
2007-2008 Fiscal Year-End Total	15,516,944
2006-2007 Fiscal Year-End Total	17,679,145
2005-2006 Fiscal Year-End Total	\$ 25,057,679

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
July 1, 2015 THROUGH February 29, 2016**

**Grants &
Contracts**

Total this Report	\$	1,421,407
2015-2016 YTD-Total to Date		18,132,134
2014-2015 Fiscal Year-End Tot:		20,718,246
2013-2014 Fiscal Year-End Tot:		27,105,576
2012-2013 Fiscal Year-End Tot:		23,049,587
2011-2012 Fiscal Year-End Tot:		26,290,960
2010-2011 Fiscal Year-End Tot:		24,631,272
2009-2010 Fiscal Year-End Tot:		40,659,468
2008-2009 Fiscal Year-End Tot:		22,864,309
2007-2008 Fiscal Year-End Tot:		15,516,944
2006-2007 Fiscal Year-End Tot:		17,679,145
2005-2006 Fiscal Year-End Tot:	\$	25,057,679

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2016

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and auth- orization of the Board.	A Retirement	113,342.06	PERF	01/04/16	J0167658
	B FICA/MQFE/Federal Taxes	692,070.51	PNC Bank	01/04/16	J0167659
	C Rx Payment	149,037.51	Medco	01/04/16	J0167687
	D Life & LTD Insurance	109,211.40	AUL	01/06/16	J0167871
	E FICA/MQFE/Federal Taxes	1,818,776.48	PNC Bank	01/12/16	J0168082
	F Retirement	147,190.02	TIAA/AUL	01/12/16	J0168083
	G Retirement	921,037.65	TIAA/AUL	01/12/16	J0168084
	H County and State Taxes	894,473.02	PNC Bank	01/13/16	J0168175
	I Rx Payment	191,402.99	Medco	01/14/16	J0168255
	J Reimbursement for Health Ins. Claims	496,176.76	Anthem Blue Cross Blue Shield	01/14/16	J0168256
	K Reimbursement for Health Ins. Claims	519,271.16	Anthem Blue Cross Blue Shield	01/14/16	J0168257
	L FICA/MQFE/Federal Taxes	323,629.60	PNC Bank	01/19/16	J0168384
	M Retirement	110,739.77	PERF	01/19/16	J0168390
	N Reimbursement for Health Ins. Claims	522,879.65	Anthem Blue Cross Blue Shield	01/19/16	J0168399
	O Rx Payment	144,411.05	Medco	01/19/16	J0168400
	P Health Savings Account	146,501.70	Chard-Snyder	01/19/16	J0168403
	Q Retirement	146,717.56	TIAA/AUL	01/25/16	J0168686
	R FICA/MQFE/Federal Taxes	1,783,580.98	PNC Bank	01/25/16	J0168688
	S Retirement	901,720.63	TIAA/AUL	01/25/16	J0168691
	T Rx Payment	175,983.12	Medco	01/27/16	J0168853
U Reimbursement for Health Ins. Claims	703,842.53	Anthem Blue Cross Blue Shield	01/27/16	J0168861	

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2016
Page 2

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.	A Money Market	410,000.00	Lake City Bank	01/05/16	J0167853
	B Money Market	893,000.00	Lake City Bank	01/07/16	J0167951
	C Money Market	2,450,000.00	Lake City Bank	01/11/16	J0168093
	D Money Market	503,000.00	Lake City Bank	01/12/16	J0168156
	E Money Market	1,557,000.00	Lake City Bank	01/13/16	J0168216
	F Money Market	1,163,000.00	Lake City Bank	01/14/16	J0168300
	G Money Market	16,979,000.00	Lake City Bank	01/19/16	J0168470
	H Money Market	203,000.00	Lake City Bank	01/20/16	J0168531
	I Money Market	1,170,000.00	Lake City Bank	01/22/16	J0168678
	J Money Market	133,000.00	Lake City Bank	01/26/16	J0168831
III. Reported to the Board of Trustees under \$500,000	A Utilities	139,265.57	Telamon	01/06/16	J0167860
	B Utilities	106,574.19	Telamon	01/06/16	J0167861
	C Inventoried Non ITCC Equipment	117,187.00	Aidex Corporation	01/07/16	50-!0089015
	D RR Buildings & Improvements, Kokomo	132,387.20	Love Contractors, Inc.	01/07/16	50-0089044
	E Fixed Equipment	148,550.46	C & T Design and Equipment Co. In	01/08/16	50-!0089149
	F Utilities	117,002.37	Telamon	01/11/16	J0168051
	G Professional Services and Fees	127,299.76	Tutor Com, Inc	01/11/16	50-!0089340
	H LTD Interim Financing	162,538.50	Huntington Bank	01/13/16	J0168163
	I Utilities	135,746.08	Telamon	01/13/16	J0168174
	J Utilities	175,343.94	Telamon	01/15/16	J0168336
	K Utilities	168,103.07	Telamon	01/21/16	J0168560
	L General Construction, Lawrenceburg	314,338.07	Bruns-Gutzwiller Inc.	01/22/16	50-!0090426

DISBURSEMENTS OF \$100,000.00 AND OVER
 FOR THE MONTH OF JANUARY 2016
 Page 3

III. Reported to the Board of Trustees under \$500,000	M	Instructional Equipment	118,471.33	Midwest Manufacturing Resources	01/22/16	50-I0090472
	N	Buildings & Improvements, Lawrencebur	112,713.52	Wm Kramer & Sons, Inc	01/22/16	50-I0090506
	O	AP Purchasing Card	202,072.89	JP Morgan Chase	01/29/16	J0168993
IV. Approved by the Board of Trustees over \$500,000.	A	Lease Computer Software	722,421.76	Oracle America, Inc.	01/13/16	50-I0089559
	B	Services and Fees	535,982.09	Blackboard Inc.	01/27/16	50-I0090883

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2016

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and auth- orization of the Board.	A Retirement	111,673.48	PERF	02/02/16	J0169157
	B FICA/MQFE/Federal Taxes	652,484.56	PNC Bank	02/02/16	J0169158
	C Health Savings Account	154,673.29	Chard-Snyder	02/03/16	J0169204
	D Reimbursement for Health Ins. Clair	293,153.71	Anthem Blue Cross Blue Shield	02/03/16	J0169207
	E Rx Payment	151,593.25	Express Scipts	02/03/16	J0169208
	F Life & LTD Insurance	122,756.74	The Standard	02/04/16	J0169328
	G County and State Taxes	772,362.56	PNC Bank	02/08/16	J0169438
	H Retirement	923,494.67	TIAA/AUL	02/09/16	J0169521
	I Retirement	151,170.98	TIAA/AUL	02/09/16	J0169522
	J Reimbursement for Health Ins. Clair	682,045.07	Anthem Blue Cross Blue Shield	02/09/16	J0169526
	K Rx Payment	150,764.05	Express Scipts	02/09/16	J0169528
	L FICA/MQFE/Federal Taxes	1,803,035.66	PNC Bank	02/09/16	J0169532
	M Retirement	109,218.85	PERF	02/15/16	J0169793
	N FICA/MQFE/Federal Taxes	675,856.03	PNC Bank	02/15/16	J0169794
	O Health Savings Account	600,607.63	Chard-Snyder	02/17/16	J0169969
	P Rx Payment	151,117.21	Express Scipts	02/17/16	J0169970
	Q Health Savings Account	157,156.52	Chard-Snyder	02/17/16	J0169972
	R Reimbursement for Health Ins. Clair	443,867.80	Anthem Blue Cross Blue Shield	02/22/16	J0170191
	S Rx Payment	181,345.12	Express Scipts	02/22/16	J0170192
	T Retirement	147,051.17	TIAA/AUL	02/24/16	J0170362
U Retirement	913,607.94	TIAA/AUL	02/24/16	J0170363	
V FICA/MQFE/Federal Taxes	1,802,032.46	PNC Bank	02/24/16	J0170365	

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2016
Page 2

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.	A Money Market	7,024,000.00	Lake City Bank	02/03/16	J0169285
	B Money Market	4,873,000.00	Lake City Bank	02/04/16	J0169369
	C Money Market	4,446,000.00	Lake City Bank	02/10/16	J0169659
	D Money Market	455,000.00	Lake City Bank	02/11/16	J0169728
	E Money Market	563,000.00	Lake City Bank	02/18/16	J0170096
	F Money Market	#####	Lake City Bank	02/19/16	J0170174
	G Money Market	2,475,000.00	Lake City Bank	02/26/16	J0170529
III. Reported to the Board of Trustees under \$500,000	A Facilities Operating Lease	115,381.37	US Bank	02/01/16	J0169175
	B Affordable Care Act Fees	203,709.00	US Dept of Health & Human Services	02/01/16	J0169225
	C General Construction, Muncie	134,999.75	Gibraltar Construction Corp.	02/02/16	50-!0091310
	D RR General Construction, Indianapolis	112,233.75	J C Ripberger Construction Corp	02/02/16	50-0091325
	E Utilities	145,595.26	Telamon	02/03/16	J0169250
	F Instructional Equipment	172,484.42	Aidex Corporation	02/08/16	50-!0091842
	G Professional Services and Fees	418,400.00	Inside Track, Inc.	02/10/16	50-!0092134
	H Utilities	230,667.19	Telamon	02/10/16	J0169615
	I General Construction, Bloomington	226,955.95	Crown Electric Inc.	02/11/16	50-!0092266
	J Facilities Operating Leases	187,122.96	Ivy Tech Foundation	02/12/16	50-!0092439
	K Instructional Equipment	215,460.00	Advanced Technologies Consultant	02/16/16	50-!0092590
	L International Student Health Insurance	282,676.84	Arthur J. Gallagher Risk Management	02/16/16	50-!0092602
	M Postage & Mailing	124,355.89	The Jackson Group, LLC	02/16/16	50-!0092831
	N Utilities	114,694.19	Telamon	02/16/16	J0169874
	O General Construction, Lawrenceburg	160,073.82	Southwestern Industries, Inc.	02/17/16	50-!0093002

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2016
Page 3

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000	P Apprenticeship Contract Expense	458,596.00	In./Kentucky Council of Carpenters	02/17/16	50-01856326
	Q Apprenticeship Contract Expense	275,575.10	Louisville Electrical JATC	02/17/16	50-01856330
	R Apprenticeship Contract Expense	281,879.65	Plumbers & Pipefitters Local 502	02/17/16	50-01856344
	S Media Advertising	146,078.65	Miller Brooks, Inc.	02/19/16	50-!0093269
	T Services and Fees	265,928.09	Quad Learning	02/19/16	50-!0093378
	U Utilities	207,333.63	Telamon	02/18/16	J0170021
	V Utilities	117,402.78	Telamon	02/22/16	J0170232
	W General Construction, Lawrenceburg	397,834.65	Bruns-Gutzwiller Inc.	02/23/16	50-!0093439
	X Apprenticeship Contract Expense	106,310.35	Electrical JATC	02/24/16	50-01857601
	Y Apprenticeship Contract Expense	140,564.70	Evansville Plumbers ATTF	02/24/16	50-01857602
	Z Instructional Equipment	194,948.00	Aidex Corporation	02/26/16	50-!0093745
	AA Lease Computer Software	231,889.06	CDW Government Inc.	02/29/16	50-!0093865
IV. Approved by the Board of Trustees over \$500,000.	A Financial Aid Reimbursement	2,037,474.20	Follett Bookstore	02/15/16	J0169784
	B Financial Aid Reimbursement	8,580,961.59	Follett Bookstore	02/24/16	J0170346
	C Services and Fees	547,095.83	Blackboard Inc.	02/25/16	50-!0093662

PRESIDENT'S REPORT

New Employee Introductions for SBOT Meeting



Name: Matthew Etchison

Title: Assistant Vice President of Computing/Informatics/Public Services/Business

Location: Central Office

Supervisor: Steve Tincher, Provost & Senior Vice President

Start Date: 2/16/2016



With two decades of experience in Information Technology and Research & Development, Matthew started his career in IT in 1996 during the dot-com era. He was an IBM Systems Administrator from 1999-2007 and then joined Interactive Intelligence as a Software Testing Engineer. Within a few years he was promoted to a Senior Software Testing Manager and held that position until coming to Ivy Tech. As a senior manager on the Software Testing leadership team, he provided strategic direction to a team of 160+ engineers and 30+ interns. He also served as the data center architect managing, designing, and engineering all technical details for several multi-million dollar projects.

Matthew holds a Bachelor of Science Degree in Business Information Systems from Indiana Wesleyan University and a Master of Science Degree in Engineering Management from Rose-Hulman Institute of Technology. His graduate school research focused on artificial intelligence and the disruptive exponential growth of information technology.

GRANTS REPORT

Total Currently Active Grants:

(115) Competitive Grants: \$35,514,651

(15) Non-Competitive Grants: \$10,740,851

(130) Total Active Ivy Tech Grants: \$46,255,502

Ivy Tech currently has 57 pending grant submissions totaling \$11,533,112; \$961,984 is budgeted as indirect costs.

Note: Due to space limitations, only an illustrative sample of awards and submissions are described below.

Grants Awarded During Period (19 - \$564,747)

- **Wabash Valley** was awarded \$2,500 from the Parke County Community Foundation to support College Connection Coaches.
- **Southeast** received \$4,200 from the Dearborn Community Foundation to support an Advanced Manufacturing camp in Lawrenceburg.
- **Bloomington** received \$99,048 in Federal funding and \$41,912 in State funding through the Indiana Office of Small Business and Entrepreneurship's Small Business Development program.
- Awards were made to the following regions through the Indiana Departments of Education and Workforce Development's Competitive Perkins Career & Technical Education funding program: **Northeast** (\$98,425), **Kokomo** (\$56,853), **Central Indiana** (\$100,000) and **Southwest** (\$98,601).

Grants Submitted During Period (29 - \$ 9,433,154)

- **Northwest** requested \$279,840 through the Department of Education's Talent Search program, with funding to support low-income students.
- **North Central** submitted a \$20,000 request to the National Endowment for the Humanities' Big Read program to support a community-wide "One Book, One Campus" initiative.
- **Northeast** requested \$300,000 from the PNC Bank Foundation to support the construction of a greenhouse incorporating sustainable design elements.
- **East Central** and **Richmond** partnered with UC San Diego on a \$240,622 proposal to the National Science Foundation focused on improving performance in STEM through an exploration of teacher and student incentives.
- **Central Indiana** partnered with Volunteers of America on a proposal to the Department of Labor's Strengthening Working Families Initiative, with Ivy Tech's \$1.5 million portion requested to support entry for the targeted population into career pathways.
- **Office of the President**, on behalf of the **Northwest, Northeast, Central Indiana, and Southwest** regions and statewide employer partners, submitted a \$2,622,679 proposal to the Department of Labor's TechHire H-1B grant program, with funding to support job training for young adults aged 17-29 leading to employment or advancement in either information technology or advanced manufacturing.

Proposals Declined During Period (40 - \$11,937,430)