



**IVY TECH COMMUNITY COLLEGE  
STATE BOARD OF TRUSTEES MEETING  
THURSDAY, August 3, 2017  
1:00PM – 3:00PM**

**TABLE OF CONTENTS**

MEETING NOTICE..... ii

AGENDA ..... 1

MINUTES:

*Regular Board Meeting, June 8, 2017*..... 3

PROPOSED RESOLUTIONS:

**Resolution 2017-32**, Approval Requesting the Ivy Tech Foundation Sell the Lung Building in Elkhart Region 2/South Bend..... 16

**Resolution 2017-33**, Approval of Request to Sell Anderson North Property in Alexandria, Region 6/ Anderson..... 17

**Resolution 2017-34**, Approval to Enter into Lease with WorkOne at Noblesville Location, Region 8/ Noblesville..... 18

**Resolution 2017-35**, Approval to Enter into Lease with Indiana University for Space Located in the New Art and Science Building on the Indiana University Northwest Campus Region 1/Gary ..... 19

**Resolution 2017-36**, Approval of Contract with Hagerman, INC. for Construction Manager as Constructor (CMC) Services for 2017-2019 Capital Project at Kokomo Main Campus ..... 20

**Resolution 2017-37**, Approval of Contract with pepper Construction for Construction Manager as Constructor (CMC) Services for 2017-2019 Capital Project at Muncie Campus Locations ..... 21

**Resolution 2017-38**, Approval of a Contract for Statewide Digital Advertising with Statwax ..... 22

**Resolution 2017-39**, Approval of a Three-Year Agreement with Hobsons, INC. to Provide the College with Academic Advising Software ..... 23

**Resolution 2017-40**, Resolutions of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Issuance and Sale of Ivy Tech Community College Student Fee Bonds, Series U ..... 24

**Resolution 2017-41**, Resolutions of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Executive Committee of the Board of Trustees to Authorize the Issuance of One of More Series of Student Fee Bonds for the Purpose of Financing New Projects ..... 27

**Resolution 2017-42**, Approval of Formation of Ivy Ventures, INC, A Nonprofit Public Benefit Corporation ..... 30

**Resolution 2017-43**, Reappointment and Appointment of Regional Trustees ~ Southern Indiana ..... 32

**Resolution 2017-44**, Reappointment and Appointment of Regional Trustees ~ Wabash Valley ..... 33

BUILDING, GROUNDS, CAPITAL COMMITTEE REPORT .....	34
BUDGET AND FINANCE COMMITTEE .....	44
PLANNING AND EDUCATION COMMITTEE REPORT .....	68
AUDIT COMMITTEE REPORT .....	86
WORKFORCE ALIGNMENT COMMITTEE REPORT .....	87
TREASURER'S REPORT .....	96
PRESIDENT'S REPORT .....	106
GRANTS REPORT .....	107

**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 Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana

**Wednesday, August 2, 2017**

**1:00 pm**

**Executive Session of the State Board of Trustees**

The State Trustees will meet in Executive Session at the Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana 46901 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.

**Thursday, August 3, 2017**

**7:30 am – 8:30 am    Audit Committee**

**8:30 am- Noon        Board Committee Meetings (*open to the public*)**

The State Trustees will hold the regular committee meetings at the Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana

8:30 am – 9:30 am	<b>Planning and Education</b>
9:30 am – 10:00 am	<b>Building, Grounds &amp; Capital</b>
10:00 am – 10:30 am	<b>Workforce Alignment</b>
10:30 am – 10:45 am	<b>Break</b>
10:45 am – Noon	<b>Budget and Finance</b>

**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 Kokomo Campus, 1815 E. Morgan Street, Kokomo, Indiana to consider and take action on such items as may be brought before them.

Secretary  
Dated this 25 July 2017



## **Preliminary Agenda as of July 26, 2017\***

**Meeting of the State Board of Trustees**

**August 3, 2017**

- I. Roll Call**
- II. Report of Secretary on Notice of Meeting**
- III. Approval of Minutes**

Regular Meeting June 8, 2017

- IV. Reports of Board Committees**

- a) Executive Committee, Michael Dora, Chair**

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

- Resolution 2017-32**, Approval Requesting the Ivy Tech Foundation Sell the Lung Building in Elkhart Region 2/South Bend

- Resolution 2017-33**, Approval of Request to Sell Anderson North Property in Alexandria, Region 6/Anderson

- Resolution 2017-34**, Approval to Enter into Lease with WorkOne at Noblesville Location, Region 8/Noblesville

- Resolution 2017-35**, Approval to Enter into Lease with Indiana University for Space Located in the New Art and Science Building on the Indiana University Northwest Campus Region 1/Gary

- Resolution 2017-36**, Approval of Contract with Hagerman, INC. for Construction Manager as Constructor (CMC) Services for 2017-2019 Capital Project at Kokomo Main Campus

- Resolution 2017-37**, Approval of Contract with pepper Construction for Construction Manager as Constructor (CMC) Services for 2017-2019 Capital Project at Muncie Campus Locations

- c) Budget and Finance Committee, Jesse Brand, Chair**

- Resolution 2017-38**, Approval of a Contract for Statewide Digital Advertising with Statwax

**Resolution 2017-39**, Approval of a Three-Year Agreement with Hobsons, INC. to Provide the College with Academic Advising Software

**Resolution 2017-40**, Resolutions of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Issuance and Sale of Ivy Tech Community College Student Fee Bonds, Series U

**Resolution 2017-41**, Resolutions of the State Board of Trustees of the Trustees of Ivy Tech Community College of Indiana Authorizing the Executive Committee of the Board of Trustees to Authorize the Issuance of One of More Series of Student Fee Bonds for the Purpose of Financing New Projects

**Resolution 2017-42**, Formation of Ivy Ventures, INC., a non- profit public benefit corporation

**d) Planning and Education Committee, Kaye Whitehead, Chair**

**e) Audit Committee, Stewart McMillian, Chair**

**f) Workforce Alignment Committee, Darrel Zeck, Chair**

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

**VI. State of the College, Sue Ellspermann, PhD President**

**VII. Old Business**

**VIII. New Business**

**Resolution 2017-43**, Reappointment and Appointment of Regional Trustees ~ Southern Indiana

**Resolution 2017-44**, Appointment of Regional Trustee~ Wabash Valley

**IX. Adjournment**

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

IVY TECH COMMUNITY COLLEGE

**June 8, 2017**

Chair Michael Dora called the June 8, 2017 regular meeting of the State Board of Trustees to order at 1:00 pm at the South Bend Campus, 220 Dean Johnson Blvd, South Bend, Indiana

**ROLL CALL**

Trustee Darrel Zeck called the roll and the presence of a quorum was announced.

The following State Trustees were present:

**Mr. Michael R. Dora, Chairperson**  
**Mr. Terry Anker**  
**Mr. Jesse Brand**  
**Mr. Larry Garatoni**  
**Mr. Steve Schreckengast**  
**Ms. Kaye H. Whitehead**  
**Mr. Darrel Zeck**

The following State Trustees were unable to attend:

**Ms. Paula Hughes, Vice Chair**  
**Ms. Lillian Sue Livers, Secretary**  
**Mr. Lee J. Marchant**  
**Mr. Stewart McMillan**  
**Ms. Kimra Schleicher**

Student Representatives:

**Ms. Trisha Norfleet**  
**Ms. Terri Sanders**

**A. 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 June 7, 2017 at 1:00 pm at 220 Dean Johnson Blvd, South Bend, Indiana

Members present were:,Mr. Michael Dora, Mr. Jesse Brand, Mr. Larry Garatoni, Mr. Stewart McMillan, Mr. Steve Schreckengast, and Mr. Darrell Zeck

Members absent were: Ms. Paula Hughes, Ms. Lillian Sue Livers, Mr. Lee J. Marchant, Ms. Kimra Schleicher, and Ms. Kaye H. Whitehead

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

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

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

**B. NOTICES OF MEETING MAILED AND POSTED:**

Trustee Darrel Zeck serving as secretary confirmed that notices of the June 8, 2017, regular meeting were properly mailed and posted.

**C. APPROVAL OF BOARD MINUTES:**

Trustee Larry Garatoni moved for approval of the minutes of the April 6, 2017, regular board meeting. Trustee Jesse Brand seconded the motion and the motion carried unanimously.

**D. COMMITTEE REPORTS:**

**Item 1** Chair Michael Dora reported that the Executive Committee met, and were provided updates on ongoing legal matters, employee issues and updates on President's job performance

**Item 2** Chair Michael Dora called upon Trustee Schreckengast, Chair of the Committee, to give the **Building, Grounds and Capital Committee Report**. Trustee Schreckengast reported four action item for approval.

Trustee Schreckengast moved for approval of

**Resolution 2017-14**, Authorize the College to Submit a Request to Proceed with the Renovation Projects of up to \$2,952,000, Region 7/Terre Haute Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-15**, Authorize the College to Submit a Request to Proceed with the Renovation & Construction Project of up to \$43,169,360 Region 5/Kokomo Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-16**, Authorize the College to Submit a Request to Proceed with the Construction & Renovation Project of Up to \$43,027,234, Region 6/Muncie Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-17**, Approval of Contract with American StructurePoint, Inc, for Architecture & Engineering Services for 2017-2019 Capital Project at Kokomo Main Campus, Region 5/Kokomo Indiana

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

Trustee Schreckengast moved for approval of

**Resolution 2017-18**, Approval of Contract with Ratio Architects, Inc. for Architecture & Engineering Services for 2017-2019 Capital Project at Muncie Main Campus Locations, Region 6/Muncie Indiana

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

The committee received an update on the proposed timeline for bringing on Construction Manager as Constructor (CMc) and the financial strategy for funding capital projects approved in 2017-2019 biennium. We also received an introduction to Jon Barefoot, New Executive Director of Statewide Safety & Security.

**Item 3**

Chair Dora called upon Trustee Jesse Brand, Chair of the Committee, for a report from the **Budget and Finance Committee**. Trustee Brand reported there were five action items to be considered by the Finance committee. We did receive an update on employee benefits, consumable fees along with foundation and grants.



Trustee Brand moved for approval of

**Resolution 2017-19**, Approval of a Three-Year Agreement Volume EES License Agreement with Microsoft Reseller SHI (formerly Software House International)

Trustee Anker seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-20**, Approval of a Three-Year Agreement with Dell Marketing, L.P. to Provide the College with Computing and Peripheral Equipment

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-21**, Approval of a One-Year Agreement with Oracle America, Inc. to Provide the College with the Database Required for Banner

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-22**, Approval of the Student Fees Rates for Fiscal Years 2018-2019

Trustee Whitehead seconded the motion, and the motion carried unanimously

Trustee Brand moved for approval of

**Resolution 2017-23**, Approval of the College 2017-2018 Fiscal Year Operating Budget

Trustee Zeck seconded the motion, and the motion carried unanimously

**Item 4**

Chair Dora called upon Trustee Kaye Whitehead, Chair, for a report from the **Planning and Education Committee**. Trustee reported there is four action items for approval.

Trustee Whitehead moved for approval of

**Resolution 2017-24**, Approval to Enter into a Statement of Work for Student Coaching Programs, Office of the President/Statewide

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

**Resolution 2017-25**, Approval of Degree Programs

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

**Resolution 2017-30**, Approval of Degree Program

Trustee Garatoni seconded the motion, and the motion passed unanimously

Trustee Whitehead moved for approval of

**Resolution 2017-31**, Approval of Degree Program

Trustee Garatoni seconded the motion, and the motion passed unanimously

Steve Tinchler specifically addressed the proposal to establish a new Associate of Science in Psychology. The degree would provide an educational pathway in psychology beginning at the community college. Job placement is recognized at the minimum of a bachelor degree with a graduate degree needed for many of the psychology related professional positions. The proposed AS in Psychology is a Single Articulation Pathway (TSAP) degree. TSAPs were initiated by legislation and are coordinated by the Indiana Commission for Higher Education. A workforce alignment analysis was also reviewed.

Sue Smith presented a proposal to establish a separate Associate of Applied Science degree in Diesel Technology. Currently the certificates in the diesel area link to the Associate of Applied Science in Automotive Technology. A workforce alignment analysis for the proposed Associate of Applied Science in Diesel Technology was also reviewed.

Aaron Baute also presented a proposal to establish a separate Associate of Applied Science degree in Fire Science. Currently the Fire Fighter certificate links to the Associate of Applied Science in Automotive

Technology. A workforce alignment analysis for the proposed Associate of Applied Science in Fire Science was also reviewed.

Aaron also presented a proposal to establish a separate Associate of Applied Science degree in Environmental Health and Safety. Currently the Environment Certificate links to the Associate of Applied Science in Public Safety. A workforce alignment analysis for the proposed Associate of Applied Science in Fire Science was also reviewed.

Sue also presented a proposal to establish an Associate of Applied Science in Professional Flight. Currently Ivy Tech offers a Certificate in Aviation Operations and a Technical Certificate in Aviation Flight. The Associate of Applied Science in Professional Flight degree is built from these two degrees and provides the additional programming to produce trained, qualified pilots to address the emerging needs in the aviation industry. This degree is workforce aligned and in response to industry demand.

The Aviation Technology Flight Technical Certificate at Ivy Tech is a general Aviation Technology Technical Certificate focused on flight and piloting a single engine aircraft in the field of Aviation Technology. There are currently three Aviation Technology Programs being offered at the Ivy Tech Columbus Campus; 1.) Aviation Technology Flight Certificate, 2.) Aviation Technology Technical Certificate, and 3) Aviation Technology Management Associate of Applied Science degree.

Dr. Cory Clasemann-Ryan presented an update on InsideTrack coaching. The retention rate for 21st Century Scholar students continues to exceed the historical average, with coaching for the 16-17 year having also been expanded to all first-time, non-Scholar African American students statewide. A new pilot will be conducted during the upcoming year coaching online students through InsideTrack's Strong Start program.

Dr. Kara Monroe provided an update on the IvyLearn roll out. IvyLearn is the College's new Learning Management System. The transition from the College's previous learning management system to IvyLearn was completed in just five months. This included over 1000 hours of training and the migration of twenty-six terabytes of content – mostly by individual instructors and instructional designers. The College's faculty and staff are to be commended for the incredibly hard work done to complete this monumental undertaking.

Anne Valentine and Kara Monroe provided an update on the College's Structured Scheduling initiative. The Structured Scheduling project began

with identifying student goals and needs through a survey that touched more than 4800 students. Faculty and staff built on this data and their own experience using the Simplex methodology to identify the problem to be solved and develop potential solutions. From that process, four work paths emerged to address the need for structured scheduling for students.

First, is the development of structured schedules in several key programs at a small number of campuses. Initial program selections were guided in each region by the workforce needs of the region and focus on those program areas where the region has high need and available capacity to serve students (i.e. Quadrant 1 programs). Four regions: Central Indiana, Northwest, Bloomington, and East Central will develop structured schedules in three or more pilot programs each. The focus for these initial pilots is on building a toolkit for other regions and other programs to use as they build out structured schedules in future programs. The first round of programs will launch Spring 2018.

The other three work paths identified through the Simplex model likely dovetail with the development of the pilot programs, but may also have standalone implications for the College's broader development of structured schedules. Those additional work paths are development of metrics and dashboards to aid campuses as they schedule classes; to continue to investigate alternatives to the traditional sixteen week class delivery and to address sequencing issues from the start of each pilot.

Kelsey Batton: We received an update on summer enrollment numbers. As of Sunday, overall revenue generating enrollment for the College is 9 percent lower than last summer, as around 3,000 less students are taking classes this summer term than last summer term. We saw a decrease in guest students due to IU Bloomington not accepting a course that we've seen hundreds of students take at Ivy Tech in the past.

Our statewide digital campaign will continue to run through the summer and drive numbers for fall. Early indicators show success with ad clicks, applications and program engagement on the website.

## **Item 5**

Chair Dora called upon Trustee Brand, Committee Member, for a report from the **Audit Committee**. Trustee Brand reported there are no action items from the Audit Committee. We discussed the exit conference related to the federal compliance audit that took place in February. As part of the discussion of the federal compliance audit, it was noted that this was the

6th consecutive year where there were no federal findings. We discussed the reports to the confidential hotline and an update on pending litigation. Reviewed and approved the estimated Internal Audit Department budget for fiscal year 2017-18. Reviewed and approved the Audit Committee Charter, the Internal Audit Department Charter, the Internal Audit Mission Statement, the Trustees Code of Conduct Policy, Trustees Conflict of Interest Policy, and the procedures for confidential, anonymous submissions by employees. Reviewed the audit schedule for 2016-17, 2017-18 and the three-year audit plan, the Enterprise Wide Risk Assessment performed by Clifton Larson Allen. Reviewed internal audit reports that had been issued since our last meeting.

**Item 6**

Chair Dora called upon Trustee Zeck, Chair of the Committee, for a report from the **Workforce Alignment Committee**. Trustee Zeck reported there were no action items for the board to consider. Trustee Zeck reported the committee heard updates on:

**Four Quadrants Update**

Plans being developed in each region

Increase enrollment in Quadrant 1 programs

Evaluate resource and facilities allocation

Increase employer engagement

Align K-12 outreach & dual enrollment

Targeted marketing of Quadrant 1 programs

**Advanced Manufacturing - Apprenticeships**

Proven best strategy for training highly skilled professionals  
High completion and retention rates; Certification and degree credential outcomes

Plan to Increase Registered Apprenticeships

Meet strategically with employers in all sectors to develop and register programs

Need to dispel myths about apprenticeships & youth apprenticeships

Remove barriers of union stigma and registration difficulty

Current Industry Participation

**Information Technology**

Infosys

Ivy Tech planning to partner with IT multinational Infosys to create an intern and graduate pipeline to supply a large number of their 2000 new IT jobs by 2021 commitment

Cybersecurity and IT Support will be the primary focus but likely all Ivy Tech IT programs could be incorporated into the Infosys partnership due to the

technology services & consulting business model of Infosys

Noblesville Innovation Center

For the K-12 to Ivy Tech pipeline there will be aggressive IT recruitment and enrollment statewide in 2018; test pilot in Noblesville in Hamilton County in Fall 2017

Noblesville Campus already aligned with Hamilton County High Schools to provide high demand and high wage IT industry certifications.....in High School!

Plan supported and funded from vast array of partners including Ball State, Hamilton County School Superintendents, DWD, IT companies like Cisco and Oracle, private industry, non-profits, etc.

### **Supply Chain and Logistics**

CDL+

Challenge

CDL is one of the highest demand jobs in the state

Training is cost prohibitive for students

Career entry is restrictive for those under the age of 21 or those without experience

Opportunity

Create a solution that is better funded and addresses the minimum age and experience requirements

Plan

Create CDL+ training program in conjunction with DWD and Conexus for academic credit  
Track students to demonstrate value of training to Insurance Standards Organization to ease insurance restrictions for 18-21 year olds and those with little to no experience

Outcome/Metric

CDL completions against state demand  
Safety record of cohorts

### **Health Care**

Achieve Your Degree

2<sup>nd</sup> statewide agreement signed with Cardon & Associates

AYD receives endorsement from Indiana Assisted Living Association

272 licensed facilities; 30+ additional facilities pending  
Need for Practical Nursing, leading to training for other roles

Current Discussions with St. Vincent Health  
General Studies to Medical Assisting Direct Admission  
Summer program in Central Indiana for up to 20  
students  
Hybrid Online/Classroom Model for CNA Training  
Fort Wayne & Wabash Pilot  
Nursing Program FAQs for High School Students  
Pre-Nursing Studies Certificate  
Bridge from CNA to Nursing programs  
Practicing CNAs have 5/17 credits toward certificate  
Dual credit and CTE pathway  
Workforce credential

CHE Meeting update on the presentation made, we are in the right direction without completion rates but have a ways to go

#### **E. TREASURER'S REPORT:**

Chair Dora called upon Senior Vice President Chris Ruhl for the Treasurer's Report

Fiscal Year 2017 through May 31 (9 months)

##### **Income**

\$13.7 million below budget due to decline in enrollment  
State appropriation ion budget  
Investment and other income modestly above budget  
Total Revenue – 1% vs prior year and \$10.2 Million below budget

##### **Expenses**

Salaries and benefits are 1% higher than prior year; slightly below budget  
Total expenses are 0.8% higher than prior year. Expenses were budgeted to increase 3% as compared to 2016. Thus, expenses are below budget by approximately \$25 million; driven primarily by S&E, utilities and leases

##### **Year end**

Projecting operating surplus of \$10 million/2.2%  
Operating surplus enables long-term liabilities to remain fully funded. E.g. compensated absences, pensions and retiree health  
Plan to retire energy conservation savings note of \$1.5 million  
Four (4) regions likely to miss budget. Seven (7) breakeven. Three (3) regions, OIT and the Office of the President will generate modest operating surpluses

##### **Looking forward**

Strongest financial position in College history  
Unrestricted net assets have tripled over the past decade  
Long term debt has declined \$75 million over the last five years  
Long term liabilities are 100% funded  
Well positioned as we proceed with new strategic plan and organizational structure

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

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

## **F. STATE OF THE COLLEGE**

Chair Dora called upon President Ellspermann for State of the College. President Ellspermann mentioned May-Our Month of Celebration graduating an estimated 20,000 graduates. Providing an Enrollment Overview, Express Enrollment Events on June 24, Regions on-site at K-12 and Community Events, Digital Campaign targeting specific audiences such as guests, dual credit seniors, non-returns. We are finding challenges in enrollment, supporting student from start to finish and filling high-demand, high wage jobs with this are many opportunities to focus on enrollment services and student support, Employers need employees in middle skill jobs, promoting certificates and degrees, data driven decisions for quadrant analysis and aligning campus and communities.

The Student Government Association (SGA) selects a topic of issue that is relevant to student in all regions, research's the topic throughout the year and offers

recommendations to College Administration. **Current Legacy Project is Wrap –**

**Around Services;** A comprehensive range of services to support student success by removing external barriers. This includes the College providing, locating, partnering, coordinating, and assisting students to access services that are aligned with uplifting them, allowing a more clear focus on academic success. **SGA provided**

**recommendations:** Establish a college-wide, wrap-around services committee and include the student voice, Define a minimum baseline of wrap-around services to be made available to all students regardless of the region they attend classes, Develop a wrap-around service implementation plan with a timeline to guide future action and inform the college community on next steps and progress, Explore national best practices regarding wrap-around services, Develop a college-wide communication plan to inform students about the services that are available. Develop and implement strategies to reduce the negative stigma student's associate when asking for help and/or utilizing wrap-around services.

**Project Early Success Round Two Updates:** Round 2 (Initial launch in Fall 2016), adjusted metrics from fall based on feedback from regions, measured both participation by region in project and impact on students, Wabash Valley top region for Spring 2017, and next round Fall 2017 due to large guest student population in summer.

**Through a new Strategic Plan, we hope to:** Communicate our mission, vision and values with clarity to stakeholders, align daily operations with strategy, and prioritize key objectives and initiatives to narrow the focus around student success and workforce alignment and measure progress toward the College's goals

**Several teams have been established to facilitate the process:** Process planning team to ensure the activities are moving according to the timeline and that the appropriate people are engaged, strategic planning team which is charged with developing the plan, President's Advisory Council of key constituents (students, faculty and staff) to provide input from stakeholder groups throughout the process and trained facilitators to help gather information from stakeholders. Next Steps: **Strategic planning team** consisting of the Executive Council and currently developing vision, mission, values and goal for consideration, **President's Advisory Council**, Meets again in September and December to review the work being done, **Vetting process**, begins with Discipline Dialogue Day on August 10 with the "wet cement" version and continues through September

**Plan finalized in December of 2017**



## **G. OLD BUSINESS**

Chair Dora called for old business, and there was none.

## **H. NEW BUSINESS**

Chair Dora called for new business.

Trustee Zeck moved for approval of:

**Resolution 2017-26**, Approval of Student Representative Liaisons to the Ivy Tech State Trustees

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

Trustee Brand moved for approval of:

**Resolution 2017-27**, Reappointment of Regional Trustees ~ Columbus

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

Trustee Whitehead moved for approval of:

**Resolution 2017-28**, Reappointment of Regional Trustees ~ Southeast

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

Trustee Zeck moved for approval of:

**Resolution 2017-29**, Appointment of Regional Trustee ~ Wabash Valley

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

Chairman Dora appointed nominating Committee for the election of officers for 2017-2018 Fiscal Year those members are Steve Schreckengast, Kaye Whitehead and Larry Garatoni.

## **ADJOURNMENT**

With no further business to come before the Board, Chairman Dora adjourn the meeting.

**STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE**

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated June 9, 2017**

**Prepared by Gretchen L. Keller, Recording Secretary**

**APPROVAL REQUESTING THE IVY TECH FOUNDATION  
SELL THE LUNG BUILDING IN ELKHART  
REGION 2/ SOUTH BEND**

**RESOLUTION NUMBER 2017-32**

**WHEREAS**, Community Enterprises Properties, LLC, the Ivy Tech Foundation, Inc.’s member managed limited liability company (“Ivy Tech Foundation”), is the owner of a building located at 2521 Industrial Parkway in Elkhart (“Lung Building”), and

**WHEREAS**, the Lung Building was acquired by gift from the Community Foundation of Elkhart County (“Community Foundation”) in early 2011, and

**WHEREAS**, the Community Foundation had received the Lung Building from the family of Mervin and Dorothy Lung, and

**WHEREAS**, the College no longer has need for the space in the Lung Building to be used by the College and has requested the Ivy Tech Foundation list the property for sale, and

**WHEREAS**, the Ivy Tech Foundation has received an offer to purchase the Lung Building for the amount of \$995,000.00, and

**WHEREAS**, the Regional Board for the North Central Region has approved the sale of the Lung Building for this price, and

**WHEREAS**, pursuant to the donation agreement entered into by the Ivy Tech Foundation and the Community Foundation of in the fall of 2010, the property can be sold and the proceeds used for the benefit of students attending the Elkhart campus, and

**WHEREAS**, the North Central Region will work with the Community Foundation and Dorothy Lung and/or representatives of Dorothy Lung on specific use of the funds for the Elkhart Campus, including consideration of all or a portion of the funds to be used for the Mervin and Dorothy Lung Scholarship Account, and

**WHEREAS**, before approving the sale of the property the Ivy Tech Foundation Board requires the State Trustees approve and request that the property be sold for the offered price.

**NOW THEREFORE BE IT RESOLVED**, that the State Trustees do hereby request that the Ivy Tech Foundation Board of Directors approve the sale of the Lung Building for the sales price of \$995,000 and used for the benefit of students attending the Elkhart Campus.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**APPROVAL OF REQUEST TO SELL ANDERSON NORTH PROPERTY IN ALEXANDRIA,  
REGION 6/ANDERSON**

**RESOLUTION NUMBER 2017-33**

**WHEREAS**, Ivy Tech Community College owns real estate located at 6061 North State Road 9, Alexandria consisting of 4.887 acres and a building of 8,035 square feet (“Property”), and

**WHEREAS**, the College acquired the Property in a land swap in which the College transferred ownership in land located near the College’s 53<sup>rd</sup> Street Campus in Anderson in exchange for the Property, and

**WHEREAS**, the East Central Region administration has determined that the Property is not needed for any purposes of the College and it would be advantageous for the College to sell the Property to reduce the maintenance and costs associated with the continued use of the Property, and

**WHEREAS**, the College has received an offer to purchase the Property for \$250,000, and

**WHEREAS**, the Region 6/East Central Region Board of Trustees has reviewed the request of the Regional administration to dispose of the Property and Regional Trustees recommend that the State Trustees approve the sale of the Property.

**NOW THEREFORE BE IT RESOLVED**, that it will serve the best interests of Ivy Tech Community College to dispose, sell and convey the Property for the offered price of \$250,000, and

**FURTHER BE IT RESOLVED**, the State Trustees do hereby authorize and direct the President and any other appropriate, designated College employee to execute the necessary documents to convey the Property after the documents have been approved by the College General Counsel.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**APPROVAL TO ENTER INTO LEASE WITH WORKONE AT NOBLESVILLE LOCATION,  
REGION 8/NOBLESVILLE**

**RESOLUTION NUMBER 2017-34**

**WHEREAS**, Ivy Tech Community College (“College”) leases space at the Noblesville campus to third parties whose mission and services are complimentary to the College, and

**WHEREAS**, InterLocal Association (d/b/a WorkOne) has been leasing space at the Noblesville campus and would like to increase their space within the building from 1,000 square feet to 6,452 square feet, and

**WHEREAS**, the lease term would be four (4) years and the rent amount will be \$50,778 to be paid annually, and

**WHEREAS**, the lease period exceeds two years therefore requiring State Trustee approval;

**NOW THEREFORE BE IT RESOLVED**, that the State Trustees of Ivy Tech Community College do hereby authorize and direct the President and any other appropriate, designated College employee to negotiate and execute all necessary documents for the above stated lease with rent in the amount of \$50,778 annually for the term of 4 years with InterLocal Association (dba WorkOne) after the documents have been approved by the College General Counsel.

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

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**APPROVAL TO ENTER INTO LEASE WITH INDIANA UNIVERSITY FOR SPACE LOCATED IN  
THE NEW ART AND SCIENCE BUILDING ON THE INDIANA UNIVERSITY NORTHWEST  
CAMPUS REGION 1/GARY**

**RESOLUTION NUMBER 2017-35**

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

**WHEREAS**, \$45 million in funding was approved for the joint project and the building has been built and is owned by IU and will be operated by IU, and

**WHEREAS**, Ivy Tech will lease space in the building with being determined by the costs of operating and maintenance of the building on a pro rata basis, and

**WHEREAS**, Ivy Tech will occupy \_\_\_\_\_ square feet of dedicated space in the building, and

**WHEREAS**, an estimated annual operating lease amount of \$\_\_\_\_\_ to be paid to IU in equal monthly installments \$\_\_\_\_\_, and

**WHEREAS**, the cost of the operating lease will be reconciled and adjusted to reflect actual operating costs on an annual basis, and

**WHEREAS**, the lease term is for four (4) years with renewal options for five (5) successive 4 year terms, and

**WHEREAS**, the lease term exceeds two years and therefore requires approval by the State Board of Trustees.

**NOW THEREFORE BE IT RESOLVED** that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the lease with Indiana University in the amount of \$\_\_\_\_\_, with a lease term of four (4) years with renewal options for five (5) successive four year terms and

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

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**APPROVAL OF CONTRACT WITH HAGERMAN, INC. FOR CONSTRUCTION MANAGER AS  
CONSTRUCTOR (CMC) SERVICES FOR 2017-2019 CAPITAL PROJECT AT KOKOMO MAIN  
CAMPUS**

**RESOLUTION NUMBER 2017-36**

**WHEREAS**, the Kokomo Renovation and Addition project approved in 2017-2019 biennium capital budget includes an addition to two current buildings and renovation to four buildings on the Kokomo Campus, and

**WHEREAS**, the total estimated cost for the project is \$43,163,360, and

**WHEREAS**, after an evaluation process and staff review, Hagerman, Inc. has been selected as the preferred bid for construction manager as constructor (CMc) services in the amount of \$2,670,654, and

**WHEREAS**, the bid process has been completed in accordance with Indiana law related to Construction Manager as Constructor (CMc) practices, and

**WHEREAS**, contracts exceeding \$500,000 require approval by State Board of Trustees, and

**NOW THEREFORE BE IT RESOLVED** that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with Hagerman, Inc. in the amount of \$2,670,654, and

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

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

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**APPROVAL OF CONTRACT WITH PEPPER CONSTRUCTION FOR CONSTRUCTION  
MANAGER AS CONSTRUCTOR (CMC) SERVICES FOR 2017-2019 CAPITAL PROJECT AT  
MUNCIE CAMPUS LOCATIONS**

**RESOLUTION NUMBER 2017-37**

**WHEREAS**, the Muncie Construction and Renovation project approved in 2017-2019 biennium capital budget includes an addition to Cowan Road, Renovation and Construction at Downtown location, and

**WHEREAS**, the total estimated cost for the project is \$43,027,234, and

**WHEREAS**, after an evaluation process and staff review Pepper Construction has been selected as the preferred bid for construction manager as constructor (CMc) services in the amount of \$2,472,491, and

**WHEREAS**, the bid process has been completed in accordance with Indiana law related to Construction Manager as Constructor (CMc) practices, and

**WHEREAS**, contracts exceeding \$500,000 require approval by State Board of Trustees, and

**NOW THEREFORE BE IT RESOLVED** that the State Trustees of Ivy Tech Community College of Indiana do hereby approve the contract with Pepper Construction in the amount of \$2,472,491, and

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

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**



**APPROVAL OF A CONTRACT FOR STATEWIDE DIGITAL ADVERTISING WITH STATWAX**

**RESOLUTION NUMBER 2017-38**

**WHEREAS**, the College desires to continue to maximize targeted digital marketing opportunities with the goal of increasing inquiries and applicants to the College, and

**WHEREAS**, the College will benefit from partnering with an Indiana agency with expertise in the field to purchase digital media and maximize buying power and optimization, and

**WHEREAS**, during the spring of this year College staff reviewed Indiana companies that specialize in digital media and piloted digital buying with Statwax,

**WHEREAS**, based on this review College staff recommends entering into an annual agreement with Statwax, to manage digital media buying and

**WHEREAS**, the costs to the College associated with this agreement and utilizing Statwax in purchasing digital media advertising shall not exceed \$2,000,000 per fiscal year, and

**WHEREAS**, a review of the partnership will take place by March 31<sup>st</sup> of each year and if both parties agree the partnership may be extended through the next year and this review process shall happen each year;

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President, or her designee, to execute an agreement with Statwax, with the costs associated with the agreement and the purchasing of digital media advertising not to exceed \$2,000,000 per fiscal year, after review by the College's General Counsel.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated: August 3, 2017**

**APPROVAL OF A THREE-YEAR AGREEMENT WITH HOBSONS, INC. TO  
PROVIDE THE COLLEGE WITH ACADEMIC ADVISING SOFTWARE**

**RESOLUTION NUMBER 2017-39**

**WHEREAS**, the College will enter into a three-year Agreement with Hobsons, Inc., to provide the College with academic advising software;

**WHEREAS**, the current software solution agreement with Hobsons, Inc. expires on September 30, 2017;

**WHEREAS**, the College has successfully negotiated a new agreement with Hobsons, Inc. for Starfish Retention Solutions; this technology is fundamental to the academic advising process;

**WHEREAS**, based on the negotiations with Hobsons, Inc., the Office of Technology has determined that the price the College negotiated with Hobsons, Inc. is the lowest possible cost to the College for the software that will meet the College's ongoing needs;

**WHEREAS**, the term of this new Agreement would be three years commencing on October 1, 2017 and continuing through September 30, 2020 for a cost not to exceed \$1,100,000;

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

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President, or his designee, to enter into a three-year Agreement with Hobsons, Inc. to provide the College with academic advising software consistent with the terms described above after the Agreement has been approved by the College General Counsel.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated: August 3, 2017**

**RESOLUTIONS OF THE  
STATE BOARD OF TRUSTEES OF  
THE TRUSTEES OF IVY TECH COMMUNITY COLLEGE OF INDIANA  
AUTHORIZING THE ISSUANCE AND SALE OF  
IVY TECH COMMUNITY COLLEGE  
STUDENT FEE BONDS, SERIES U**

**RESOLUTION NUMBER 2017-40**

WHEREAS, The Trustees of Ivy Tech Community College of Indiana (the “College”) has full power and authority under and by virtue of the laws of the State of Indiana (the “State”), including Indiana Code 21-34-6 through 10 and Indiana Code 5-1-5 (collectively, the “Act”), to issue bonds secured by student fees, for the purpose of financing and refinancing educational facilities authorized under the Act; and

WHEREAS, the College has heretofore executed and delivered to U.S. Bank National Association (as successor to National City Bank of Indiana), as trustee (the “Trustee”), a Trust Indenture dated as of November 1, 1985, which has previously been supplemented and amended (the “Indenture”), for the purpose of securing its student fee bonds issued from time to time thereunder; and

WHEREAS, the Indenture authorizes the issuance of additional student fee bonds by the College to provide funds for any lawful purpose under the Act, including the refunding of all or a portion of its outstanding student fee bonds; and

WHEREAS, the State Board of Trustees (the “State Board”) now desires to authorize the advance refunding, in whole or in part and in one or more series, of its remaining Ivy Tech Community College Student Fee Bonds, Series L (the “Series L Bonds”); and

WHEREAS, there has now been submitted to this State Board a form of Eighteenth Supplemental Indenture (the “Eighteenth Supplemental Indenture”), a form of Escrow Deposit Agreement (the “Escrow Agreement”), the form of Bond Purchase Agreement (the “Bond Purchase Agreement”), and a form of preliminary Official Statement (the “Official Statement”), all in connection with the issuance of the Ivy Tech Community College Student Fee Bond or Bonds, Series U (the “Series U Bonds” or “Bonds”);

NOW, THEREFORE, BE IT RESOLVED by this State Board as follows:

Section 1. The issuance of the Series U Bonds by the College on the terms and conditions set forth in the Eighteenth Supplemental Indenture is hereby authorized. The Series U Bonds shall be designated “Ivy Tech Community College Student Fee Bonds, Series U,” with such additions thereto or deletions therefrom as the officer executing the same shall approve. The Series U Bonds shall be issued in an aggregate principal amount that does not exceed the amounts necessary to defease the Series L Bonds to be refunded, plus amounts necessary to provide money for debt service reserves, credit enhancement or other costs incidental to the issuance of the Series U Bonds. The Series U Bonds shall be issued in the form and upon the terms and conditions, at the rate or rates of interest and in the authorized denomination set forth in the Eighteenth Supplemental Indenture and acceptable to the Treasurer or the Assistant Treasurer.

Section 2. The true interest cost of the Series U Bonds shall not exceed **[4.25%]** with a maximum aggregate underwriters’ discount of 1.0%, together with original issue discount or premium, if any, as permitted by law, and with such serial or term maturities and redemption features as the executing officers shall approve. The final maturity of the Series U Bonds shall not extend beyond July 1, 2027. The College will enter into a contract of purchase for the Series U Bonds (the “Bond Purchase Agreement”) with the financial institution(s) listed in Exhibit A hereto (the “Underwriter”).

Section 3. The Treasurer or the Assistant Treasurer shall make necessary findings required by statute, on behalf of this State Board, that (i) the Series U Bonds, as issued, shall produce a net savings to the College, and (ii) the term of the Series U Bonds shall not extend beyond the term of the Series L Bonds.

Section 4. The Eighteenth Supplemental Indenture is approved, in substantially the form submitted to this State Board. The Chairman or Vice Chairman of the College are, and each of them is, hereby authorized to execute and deliver, and the Secretary or Assistant Secretary of the College are, and each of them is, hereby authorized to attest the signature of and, if required, to affix, imprint, engrave or otherwise reproduce the corporate seal of the College on, the Eighteenth Supplemental Indenture, in substantially the form submitted to this State Board, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 5. The Treasurer or the Assistant Treasurer of the College is hereby authorized, to prepare the bond forms, as approved by this State Board, required for use in the issuance of the Series U Bonds, and to cause the same to be executed manually or by facsimile by the proper officers of the College as provided in the Eighteenth Supplemental Indenture. Upon execution of the Series U Bonds, the Treasurer or the Assistant Treasurer of the College shall deliver the Series U Bonds to the Trustee for authentication and, upon authentication, the Treasurer or the Assistant Treasurer is authorized and directed to deliver the Bonds, upon payment of the purchase price, to the Purchasers.

Section 6. The Bond Purchase Agreement is approved in substantially the form as submitted to this Board. The Chairman, Vice Chairman, Treasurer or the Assistant Treasurer of the College are, and each of them is, hereby authorized to execute and deliver the Bond Purchase Agreement, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and deliver thereof.

Section 7. The Escrow Agreement for the Series U Bonds, providing for the defeasance of the Series L Bonds to be refunded until the first call date thereof, between the College and the trustee bank serving in the capacity as Escrow Trustee, is approved in substantially the form submitted to this State Board. The Chairman, Vice Chairman, Treasurer or the Assistant Treasurer of the College are, and each of them is, hereby authorized to execute and deliver, and the Secretary or Assistant Secretary of the College are, and each of them is, hereby authorized to attest the signature of and, if required, to affix, imprint, engrave or otherwise reproduce the corporate seal of the College on the Escrow Agreement, in substantially the form submitted to this State Board, with any changes in form or substance that the officer executing that document shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 8. The Official Statement is approved in substantially the same from as such document utilized in connection with the issuance of the Series T Bonds, with appropriate changes and modifications to reflect series designation, and is made a part of these Resolutions as if fully set forth herein. The Treasurer or Assistant Treasurer of the College are each hereby authorized and directed to make those changes in form or substance as are necessary or appropriate, to authorize the distribution of a preliminary Official Statement, to deem an Official Statement to be final or nearly final for purposes of applicable Securities and Exchange Commission rules, to execute and deliver the form or any final Official Statement with those changes in form or substance that the Treasurer (or Assistant Treasurer) shall approve, and to cause copies of the preliminary and final Official Statements to be provided to those prospective purchasers, investors and other persons as he may deem advisable in order to market the Series U Bonds, and any such prior actions are hereby ratified and confirmed.

Section 9. As alternatives to the public offering of Series U Bonds described in paragraphs 2 through 8 above, the State Board hereby authorizes the private placement of a Series U Bond or Bonds, with Barclays Capital, Inc. serving as the placement agent.

The Treasurer or the Assistant Treasurer is authorized to use his or her best judgment regarding the most beneficial method for the issuance of a Series U Bond or Bonds, giving due consideration to all relevant circumstances, either through a public sale or private placement with Barclays Capital, Inc. serving as the placement agent, each as described in this Resolution.

If the private placement method described in (ii) above is selected as the method of issuing the Series U Bond or Bonds, the State Board authorizes the conversion of the Bond Purchase Agreement, which is approved in Section 5 herein, into a bond placement agreement, and the conversion of the Official Statement, which is approved in Section 8 herein, into a Private Placement Memorandum, in substantially the form submitted to this State Board.

The Chairman, Vice Chairman, Treasurer, Assistant Treasurer, Secretary, Assistant Secretary, or any staff of the College directed by the officers of the College are, and each of them is, hereby authorized and directed to execute and deliver the documents described in paragraphs 5 through 8 above, any agreements, certificates or instruments, including a Supplement to a Continuing Disclosure Undertaking Agreement, or to do any other acts necessary or convenient in order to complete each and either of the transactions contemplated by this Resolution, the Bond Purchase Agreement, the Escrow Agreement and the Eighteenth Supplemental Indenture. The Secretary and Assistant Secretary are authorized to certify to any minutes, resolutions or other official records of this Board or the College.

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

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**RESOLUTIONS OF THE  
STATE BOARD OF TRUSTEES OF  
THE TRUSTEES OF IVY TECH COMMUNITY COLLEGE OF INDIANA  
AUTHORIZING THE EXECUTIVE COMMITTEE OF  
THE BOARD OF TRUSTEES TO  
AUTHORIZE THE ISSUANCE OF ONE OR MORE SERIES OF  
STUDENT FEE BONDS FOR THE PURPOSE OF  
FINANCING NEW PROJECTS**

**RESOLUTION NUMBER 2017-41**

The Trustees of Ivy Tech Community College of Indiana (the “College”) has full power and authority under and by virtue of the laws of the State of Indiana (the “State”), including Indiana Code 21-34-6 through 10 and Indiana Code 5-1-5 (collectively, the “Act”), to issue bonds from time to time in order to acquire, construct, renovate and equip various facilities of the College; and

WHEREAS, the College has heretofore executed and delivered to U.S. Bank National Association (as successor to National City Bank of Indiana), as trustee (the “Trustee”), a Trust Indenture dated as of November 1, 1985, which has previously been supplemented and amended (the “Indenture”), for the purpose of securing its Student Fee Bonds, as issued from time to time; and

WHEREAS, the College desires to provide funding to acquire, construct, renovate and equip projects on various campuses of the College (all as described more particularly in Exhibit A hereto and collectively referred to as, the “New Projects”); and

WHEREAS, the New Projects were specifically authorized by the Indiana General Assembly in 2017; and

WHEREAS, the College intends to acquire, construct, equip, renovate and/or rehabilitate the New Projects, and reasonably expects to make advances for such purposes, and to reimburse advances made for certain costs of the New Projects with proceeds of debt to be incurred by the College; and

WHEREAS, the State Board of Trustees (the “Board”) of the College now desires to authorize its Treasurer (the “Treasurer”) to investigate, develop and evaluate a proposed plan, including the advisability of bond issuance and the selection of underwriters (the “Plan of Financing”) for submission to either the Board or to the Executive Committee of the Board (the “Committee”) for the financing of all or a portion of the New Projects, in one or more series of student fee bonds (the “Financing”) and to delegate to the Committee the authority to approve the Financing, if appropriate;

NOW THEREFORE, BE IT RESOLVED by the Board as follows:

Section 1. The College hereby declares its official intent to acquire, construct, equip and/or rehabilitate the New Projects described in Exhibit A; to advance, on an interim basis, certain costs of the New Projects, to reimburse such advances for costs of acquiring, constructing, equipping and/or rehabilitating the New Projects with proceeds of debt to be incurred by the College; and to issue debt not exceeding amounts authorized by the Indiana General Assembly for purposes of financing, refinancing or reimbursing costs of the New Projects.

Section 2 The Treasurer is hereby authorized to solicit expressions of interest or proposals from commercial banks and investment banks and to investigate, develop and evaluate a Plan of Financing and to present that Plan of Financing, including recommendations regarding banks for consideration by the Committee or this Board.

Section 3. The Board hereby authorizes the Committee to approve the Plan of Financing or any portion thereof, to authorize the Financing and to authorize the execution and delivery of bonds in one or more series (the “Bonds”) and the documents referred to in Sections 4, 5, 8, 9, 10 and 11 hereinafter, provided that the following conditions are met:

(a) The total issued amount of the Bonds shall not exceed the sum of amounts authorized by the Indiana General Assembly for each of the New Projects and amounts necessary to provide money for debt service reserves, cost of issuance, credit enhancement, capitalized interest, or other costs incidental to the issuance of the Bonds, all as permitted by law;

(b) The Bonds shall be sold at a rate or rates fixed to maturity producing a true interest cost of 4.75% per annum or less; and

(c) The final maturity on the Bonds shall not exceed 25 years from the date of first principal payment.

Section 4. Subject to the conditions in Section 3 hereof, the Chairman of the College (the “Chairman”), Vice Chairman of the College (the “Vice Chairman”) or the Treasurer, or any of them acting individually, is hereby authorized to execute and deliver a Bond Purchase Agreement in substantially the form approved by the Committee, with those changes that the officers so executing shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 5. Subject to the conditions in Section 3 hereof, the Chairman or the Vice Chairman, or either of them, is hereby authorized to execute and deliver, and the Secretary of the College (the “Secretary”) or the Assistant Secretary of the College (the “Assistant Secretary”), or either of them, is hereby authorized to attest the signature of and to imprint the corporate seal of the College on, a supplemental indenture (the “Supplemental Indenture”), which may supplement and amend the Indenture, as necessary in substantially the form approved by the Committee, with those changes that the officers so executing shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 6. The Treasurer is hereby authorized to obtain all necessary approvals from the Indiana General Assembly, the Commission for Higher Education, the State Budget Agency and the Governor of the State of Indiana along with any other approval necessary to implement the Plan of Financing.

Section 7. Subject to the conditions in Section 3 hereof, the Treasurer is hereby authorized to execute and deliver the form of any final Official Statement as approved by the Committee, with those changes that the Treasurer shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 8. Subject to the conditions in Section 3 hereof, the Chairman, the Vice Chairman or the Treasurer, or any of them, is hereby authorized to execute and deliver the form of any Construction and Rebate Agreement and Continuing Disclosure Undertaking or Supplement to the Continuing Disclosure Undertaking, in substantially the form approved by the Committee, with those changes that the Treasurer shall approve, such approval to be conclusively evidenced by the execution and delivery thereof.

Section 9. Subject to the conditions in Section 3 hereof, the Treasurer is hereby authorized to prepare forms of the Bonds as approved by the Committee and to cause the same to be executed by the proper officers of the College as provided in the Supplemental Indenture and the Indenture. Upon execution of the Bonds, the Treasurer shall deliver the Bonds to the purchasers thereof upon payment of the purchase price, which price shall reflect the Underwriters’ discount of not more than 1.0%, and an original issue discount or premium, if any, as permitted by law.

Section 10. Subject to the conditions in Section 3 hereof, the Chairman, the Vice Chairman, Secretary, Assistant Secretary and Treasurer are hereby authorized and directed to perform any and all further acts, to execute any and all further documents or certificates and to publish any notice required to implement the Plan of Financing and to complete the execution and delivery of the Bonds, the Supplemental Indenture, the Bond Purchase Agreement, the Preliminary Official Statement, the Continuing Disclosure Undertaking, the Construction and Rebate Agreement, the Official Statement and the other matters referred to herein.

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

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated: August 3, 2017**



**APPROVAL OF FORMATION OF IVY VENTURES, INC, A NONPROFIT  
PUBLIC BENEFIT CORPORATION**

**RESOLUTION NUMBER 2017-42**

**WHEREAS**, the board of trustees (“Board”) of Ivy Tech Community College of Indiana (the “College”) has determined pursuant to applicable legal authority, including, but not limited to the authority granted to it under IC 21-27-1, IC 21-27-6-4 and IC 21-31-2-5, that it is in the best interests of the College to more actively evaluate and commercialize intellectual property and research of the College;

**WHEREAS**, the Board has determined that such commercialization activities involve unique operational challenges and potential liabilities that would be more likely to thrive in a separate legal entity and, at the same time, a separate legal entity would help to insulate the College from the liabilities attributable and associate with such activities;

**WHEREAS**, the Board has determined that the formation of a non-profit public benefit corporation for purposes of evaluating and commercializing intellectual property and research of the College is in the best interests of the College as well as its students, faculty, staff and administrators;

**WHEREAS**, the Board has determined that a nonprofit public benefit corporation named Ivy Ventures, Inc. should be formed pursuant to the Indiana Nonprofit Corporation Act of 1991, as amended, to undertake the commercialization activities; and

**WHEREAS**, the Board wishes to authorize the officers of the College to commence with the formation and initiation of such nonprofit corporation under the name of Ivy Ventures, Inc.

**NOW, THEREFORE, BE IT RESOLVED**, that the College shall form Ivy Ventures, Inc. as a nonprofit public benefit corporation pursuant to the Indiana Nonprofit Corporation Act of 1991, as amended (“Ivy Ventures”), with a primary purpose of furthering the College’s educational, charitable, and scientific purposes by facilitating the evaluation and commercialization of intellectual property and research of the College to the extent such activities are not inconsistent with applicable federal tax law, including intellectual property developed by faculty, staff and employees of the College, and all activities relating to or resulting therefrom;

**RESOLVED, FURTHER**, that the College shall engage the law firm Faegre Baker Daniels to form Ivy Ventures, including drafting articles of incorporation, bylaws, initial resolutions, and such other documents and instruments consistent with these resolutions and otherwise as may be required thereunder;

**RESOLVED, FURTHER**, that each of Dr. Sue Ellspermann, the College’s President and J.D. Lux, the Assistant Secretary of the Board are hereby authorized to and is hereby designated to serve as the incorporator of Ivy Ventures and to direct the work of Faegre Baker Daniels to form Ivy Ventures and approving and executing the documents be required thereunder;

**RESOLVED, FURTHER**, that the articles of incorporation of Ivy Ventures shall provide that the board of directors of Ivy Ventures shall consist of one to seven members at least one of whom shall be appointed by the Board and which shall initially be appointed by the Board prior to the incorporation of Ivy Ventures;

**RESOLVED, FURTHER**, that the Board approves of Ivy Ventures seeking exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1986, as amended;

**RESOLVED, FURTHER**, that the Board hereby authorizes the College to pay the expenses relating to the formation and federal income tax exemption application of Ivy Ventures, including the filing fees and fees and expenses of Faegre Baker Daniels;

**RESOLVED, FURTHER**, that the fees, expenses and other costs incurred by the College shall, to the extent permitted, be treated as a contribution to or on behalf of Ivy Ventures and, to the extent not so permitted shall be considered a loan;

**RESOLVED, FURTHER**, that the Board directs the officers of the College to prepare a draft technology transfer policy for the College and Ivy Ventures (such policy subject to final Board approval or ratification);

And

**RESOLVED, FURTHER**, that the officers of the College are, and each of them hereby is, authorized, for and on behalf of the College, to execute, deliver, file, acknowledge, and record any and all such documents and instruments, and to take or cause to be done any and all such other things as they, or any of them, may deem necessary or desirable to effectuate and carry out the resolutions adopted hereby and that any actions taken by any of them in furtherance of the foregoing on or prior to the date hereof are hereby ratified and affirmed.

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

---

**Michael Dora, Chairman**

---

**Lillian Sue Livers, Secretary**

**Dated: August 3, 2017**

**REAPPOINTMENT AND APPOINTMENT OF REGIONAL TRUSTEES  
SOUTHERN INDIANA**

**RESOLUTION NUMBER 2017-43**

**WHEREAS**, the Southern Indiana Regional Board would like to reappoint one member and appoint one member to the Southern Indiana Regional Trustees, and

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

<b>NAME</b>	<b>CONSTITUENCY</b>
Martin Padgett	Commerce
Alan Taylor	Education

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

**NOW THEREFORE BE IT RESOLVED**, that Martin Padgett and Alan Taylor are hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Southern Indiana, effective immediately,

**AND FURTHER BE IT RESOLVED**, Martin Padgett and Alan Taylor will serve through June 30, 2020, or the date, on which successors are duly appointed, whichever is later.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

**REAPPOINTMENT OF REGIONAL TRUSTEES  
WABASH VALLEY**

**RESOLUTION NUMBER 2017-44**

**WHEREAS**, the Wabash Valley Regional Board would like to reappoint one member to the Wabash Valley Regional Trustees, and

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

<b>NAME</b>	<b>CONSTUTUENCY</b>
Mick Newport	Education

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

**NOW THEREFORE BE IT RESOLVED**, that Mick Newport is hereby appointed as regional trustees for Ivy Tech Community College of Indiana – Wabash Valley, effective immediately,

**AND FURTHER BE IT RESOLVED**, Mick Newport will serve through June 30, 2020, or the date, on which successors are duly appointed, whichever is later.

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

\_\_\_\_\_  
**Michael Dora, Chairman**

\_\_\_\_\_  
**Lillian Sue Livers, Secretary**

**Dated August 3, 2017**

# **Building, Grounds and Capital Committee**

**August 3, 2017**



**CHANGING LIVES  
MAKING INDIANA GREAT**

# Buildings Grounds and Capital Discussions

## Construction and Land Acquisition Topics (Resolutions)

- A. South Bend/Elkhart Campus; Sale of Lung Building
- B. Anderson Campus; Sale of Anderson North Property
- C. Indianapolis Campus; WorkOne Lease (Noblesville Building)
- D. Lake County Campus; IUN Gary Lease
- E. Kokomo Capital Project; CMc Contract
- F. Muncie Capital Project; CMc Contract

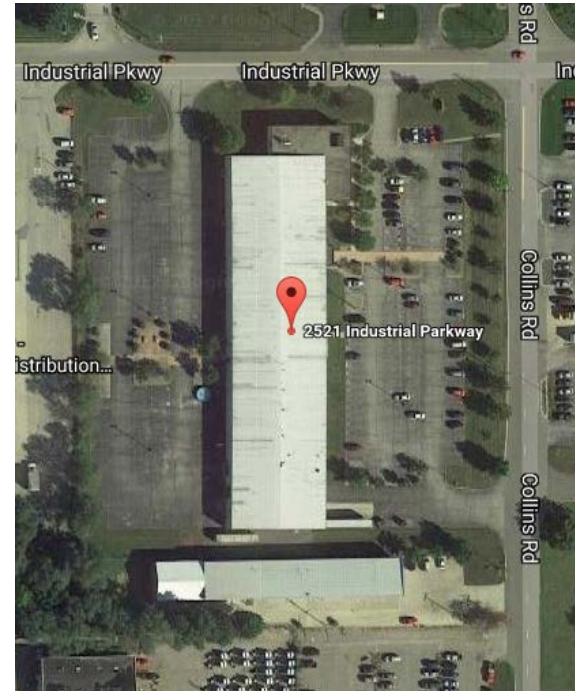
## Discussion or Information Items

Capital Timeline Update



# A. South Bend/ Elkhart Campus; Approval Requesting the Ivy Tech Foundation Sell the Lung Building

- Building located at 2521 Industrial Parkway in Elkhart, IN
- Donated to the College in 2011 through the Community Foundation of Elkhart County by the Mervin and Dorothy Lung
- Build is no longer used by the College
- Offer received from private business owner in the amount of \$995,000
- Recommended for approval by Regional Board of Trustees



REQUEST: Approval for Ivy Tech Foundation to Sell the Lung Building  
Located at 2521 Industrial Parkway



## B. Anderson Campus; Request Approval to Sell Anderson North Property



- Located at 6061 North State Road 9, Alexandria, Total 4.887 acres
- Total 8,305 GSF, formally used as Corporate College Space
- Required Governor Deed to Sale
- Agreement has been recommended for approval by the Facilities and Design Council and Regional Board of Trustees.

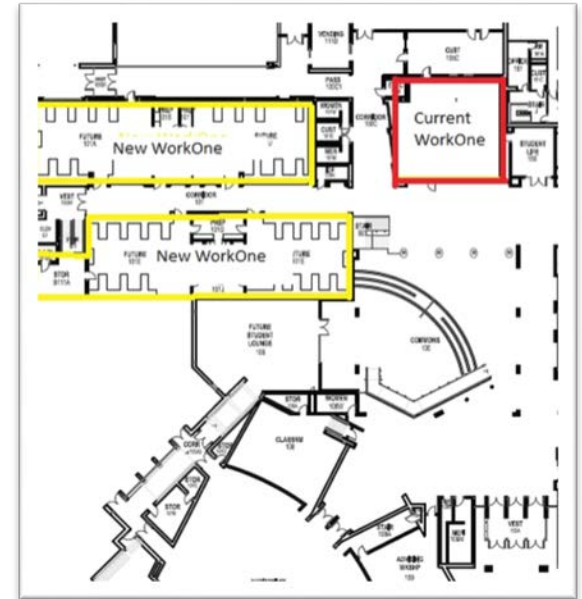
REQUEST: Approval to Sell Anderson North Property located at 6061 North State Road 9 in Alexandria





# C. Indianapolis Campus; Request Approval for Ivy Tech to Enter into Lease with WorkOne at Noblesville Location

- Currently WorkOne leases 1,000 square feet in the amount of \$6,000/year at Noblesville Location (300 N 17<sup>th</sup> Street).
- Proposed new lease;
  - Increase presence to 6,452 square feet
  - Lease Amount: \$50,778 annually  
\$203,122, over 4 year term
- Benefits to College:
  - Creates revenue from currently available space
  - Increases community awareness of location and offerings
  - Strengthen our relationship with industries and governmental services in the community
- Recommended for approval by Regional Board of Trustees

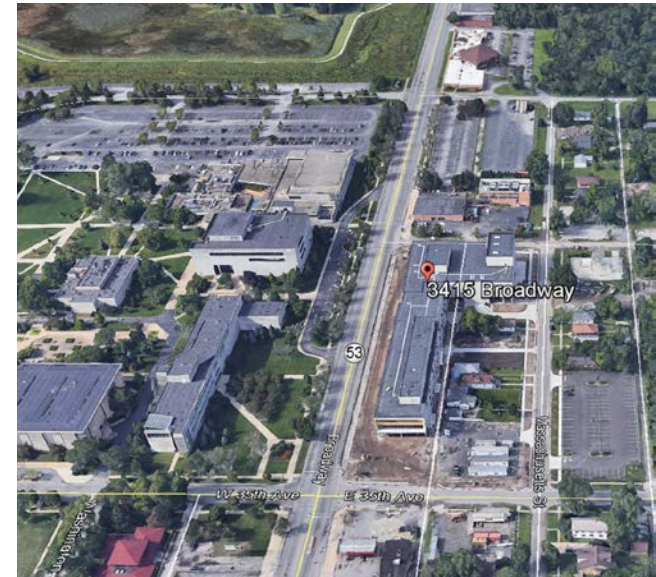


REQUEST: Approval for Ivy Tech to Lease 6,452 square feet to WorkOne at Noblesville Location



# D. Lake County Campus; Request Approval for Ivy Tech to Enter into Lease with Indiana University Northwest in Gary, Indiana

- 2013-2015 Capital request for new building in Gary was combined with IU request for new space in State review process
- Proposed lease;
  - Term; \_\_\_\_\_
    - Renewal
  - Space; \_\_\_\_\_ square feet
    - Located at \_\_\_\_\_ Broadway Ave, Gary
  - Rent Amount: Based on \_\_\_\_\_ % share
    - Estimated at \$\_\_\_\_\_ annually
- Benefits to College:
  - Provided updated science lab space
  - Strengthens relationship with IUN and community



REQUEST: Approval for Ivy Tech to Enter into Lease with Indiana University Northwest in Gary



# E. Approval of Construction Manager as Constructor (CMc) Contract with Hagerman, Inc., Kokomo Capital Project

## RFP Process

- Step #1- Reviewed Firms Qualifications & Experiences
  - Shortlisted
- Step #2- Fee Proposals and Interviews
  - Selection Committee Ranked Firms
- Requested BAFO
- Total project cost estimate \$43,169,360
- Services estimated at 6.19% of project

REQUEST: Approval of contract for Construction Manager as Constructor (CMc) Contract with Hagerman, Inc. in the amount of \$2,670,654



# F. Approval of Construction Manager as Constructor (CMc) Contract with Pepper Construction, Muncie Capital Project

## RFP Process

- Step #1- Reviewed Firms Qualifications & Experiences
    - Shortlisted
  - Step #2- Fee Proposals and Interviews
    - Selection Committee Ranked Firms
  - Requested BAFO
  - Total project cost estimate \$43,027,234
  - Services estimated at 5.75% of project
- REQUEST: Approval of contract for Construction Manager as Constructor (CMc) Contract with Pepper Construction in the amount of \$2,472,491



# Informational Items

## Proposed Project Schedule Milestones

(Subject to change with team Kickoff of all parties)

State Board of Trustees Contract Approval  
Commission for Higher Education Review  
State Budget Committee Review

August 3, 2017  
August 2017  
September 2017

Programing  
Start of Schematic Design Adjustments

July- August 2017  
August- September 2017

Design Development  
- Determine phases or project, need for multiple GMPs

November 2017



# Questions?





# Budget & Finance

August 3<sup>rd</sup>  
Meeting





# Agenda:

## Action Items:

1. Approval of a Statewide Digital Advertising Contact with Statwax.
2. Approval of Three-Year Agreement with Hobsons, Inc. to Provide the College with Academic Advising Software.
3. Bond Refinancing – Series U
4. Reimbursement & Delegation Resolution– Series V
5. Ivy Venture



# 2017 August SBOT Presentation

## Statwax Contract

Jeff Fanter

Sr. Vice President of Student Experience /  
Communication Marketing



# Statwax Contract

- August 15, 2017 contract start date.
- Statwax will help to maximize targeted digital marketing.
- Allows all digital media buying and production efforts to be managed by one agency.
- Partnering with an Indiana agency with expertise in the field of digital media.
- Utilized Statwax Spring 2017 after the unexpected cancelling of the advertising contract with the former agency of record.
- Statwax will not exceed \$2,000,000 per fiscal year.
- No guaranteed annual spend requirement.
- Partnership review will take place by March 31 of each year and if both parties agree, will extend throughout the next year.

# 2017 August SBOT Presentation

## Hobsons Inc. Contract

Emily Styron

Vice President of Finance and Chief Procurement Officer

# Hobsons Inc. Contract

- Three year agreement, a multi-year deal fixes the annual cost at \$330,000 per year.
- There is a 1.5% increase from FY17 annual contract cost to the new annual contract FY18 cost.
- There is no competitive process; Hobsons has customized their software to meet our needs. Ivy Tech is heavily invested in the Starfish product.

# 2017 August SBOT Presentation

## Bond Refinancing – Series U

Emily Styron

Vice President of Finance and Chief Procurement Officer

# 2017 August SBOT Presentation

## Reimbursement & Delegation Resolution– Series V

Emily Styron

Vice President of Finance and Chief Procurement Officer

# 2017 August SBOT Presentation

Ivy Ventures

Anne Brinson

Chief Information Officer

# Objective

- Ivy Tech has the opportunity to differentiate ourselves from most Community Colleges and be a leader in innovation and idea incubation.
  - Create value
  - Increase flexibility
  - Act more entrepreneurially
  - Leverage the innovations of faculty and staff
  - Enhance our brand



# Why a new entity and not the Foundation

- Forming Ivy Ventures provides the following benefits:
  - Allows Ivy Tech Foundation to continue its mission.
  - Ivy Ventures could attract directors and advisors with appropriate backgrounds to better lead a separate undertaking.
  - Commercialization activities that Ivy Ventures will undertake involve unique business risks and potential liabilities, Ivy Ventures as a separate company insulates the college and foundation's assets from these risks.

# How do we proceed?

- Concept needs State Board approval
- Form a Board for this entity with members of the SBOT, Foundation Board and industry
- Formation of Ivy Ventures as an Indiana nonprofit
- Develop Intellectual Property policies
- Develop an evaluation process for use of Ivy Ventures

## **Contract for Statewide Digital Advertising**

The College administration would like to enter into an annual partnership with Statwax starting August 15, 2017. The partnership requires no guaranteed spend on an annual basis and only services provided will be paid for.

The agreement allows the College to utilize the expertise and buying power of Statwax to purchase and optimize digital advertising on behalf of the College. This allows all digital media buying and production efforts to be managed by one agency statewide, creating efficiencies and cost-savings for the College. The annual cost for the partnership will not exceed \$2,000,000 statewide. This spend includes actual media buys which pass through Statwax to the actual outlet where media is placed. This amount is a collective number across the entire state as Statwax will be utilized by all marketing departments. Dollars allocated by campuses across the state are combined together to increase buying power and Statwax purchases digital advertising in each market based on the dollars allocated by the campus. Advertising is targeted by the programs campuses which to feature (see attached target program marketing list).

All creative for the digital advertising is included in the partnership, something in the past the College had to pay for, but today will result in no additional charge saving additional money.

The College will provide a set budget for digital media buying for Statwax to utilize when making media buys throughout the state.

Statwax was selected by the College after unexpectedly having to utilize its services last spring. Miller Brooks, the College's former agency of record, and the College ended their partnership sooner than expected while the College was in the midst of a campaign. After reviewing agencies that specialized in digital advertising buying, a void left by the change with Miller Brooks, the College arranged for Statwax to assume digital buying for the College and continue the campaign. The College was pleased with the results from Statwax and its ability to track results (see attached Statwax report) and conversions and provide excellent customer service to leadership and the campus marketing departments.

There is great efficiency and cost-savings in continuing to move forward with a single digital media buyer who specializes in this mean of advertising.

The marketing dollars to be spent with Statwax are part of the College's annual budget (both office the president marketing and regional marketing). The maximum spend with Statwax is not a guaranteed spend and College does not commit to spending that amount.

As noted earlier most of the dollars spent on digital advertising buys end up going to the various outlets where ads are placed and not all to Statwax as Statwax must payout for the advertising that it purchases on behalf of the College.

Thank you for your support in these efforts.

### **Bloomington**

Supply Chain Management/Logistics

Computing Careers (vs. specific areas, Informatics, Network Infrastructure, etc.)

Health Careers (vs. Nursing, etc.)

Advanced Automation/Robotics Technology

Culinary Careers (vs. Hospitality)

### **Columbus**

Informatics

Industrial Technology

Business Administration

Supply Chain/Logistics

### **Lawrenceburg**

Informatics

Industrial Technology

Business Administration

Supply Chain/Logistics

### **Batesville**

Informatics

Industrial Technology

Business Administration

Supply Chain/Logistics

### **Madison**

Informatics

Industrial Technology

Business Administration

Supply Chain/Logistics

### **Lafayette**

Industrial Technology

Aviation Maintenance Technology

Supply Chain Management/Logistics

Business Administration/Business Operations, Applications, and Technology

Advanced Automation/Robotics Technology

### **Logansport**

Information Technology/Computing

Industrial Technology/Welding

Business Administration/Business Operations, Applications, and Technology

Medical Assisting

Human Services

### **Kokomo**

Industrial Technology

Advanced Automation/Robotics Technology

Computing/Informatics

Business Administration/Business Operations, Applications, and Technology

Agriculture

### **Ft. Wayne (Northeast region)**

Manufacturing/ Industrial Technology-includes Industrial Technology, Machine Tool Technology, and Advanced Automation and Robotics

Building Construction Technology

Health Sciences-includes Health Care Support , Medical Assistants, Respiratory Therapy Assistants, Nursing and Licensed Practical Nurses.

Automotive Technology

Information Technology- includes Informatics, Network Infrastructure, Electronics and Computer Support.

**Evansville**

Industrial Technology

Automotive Technology

Informatics

**Terre Haute**

Informatics

Advanced Automation

Precision Agriculture

**Indianapolis**

Industrial Technology

Advanced Automation and Robotics Technology

Supply Chain/Logistics

Informatics

**Hamilton County**

Building Construction Technology

Informatics

**Greencastle Campus**

Practical Nursing

Business Operations, Applications and Technology

**Avon Site**

Business Operations, Applications and Technology

**Franklin Campus**

Information Technology Support/Informatics

Supply Chain/Logistics

**Shelbyville Site**

Advanced Automation and Robotics Technology

**Mooreville Site**

Business Admin.

**East Chicago**

Industrial Technology

Informatics

Automotive Technology

**Gary**

Industrial Technology

Informatics

**Elkhart County**

Medical Assisting

Welding

Informatics

Network Infrastructure

**Crown Point**

Cyber Security  
Medical Assisting  
Entrepreneurship

**Michigan City**

Elementary Education  
Retail Certificate  
Medical Assisting  
Supply Chain Management/Logistics  
Business, Operations, Applications and Technology

**South Bend**

Industrial Technology  
Business, Operations, Applications and Technology  
Advanced Automation/Robotics Technology  
Informatics

**Valparaiso**

Paramedic  
Business, Operations, Applications and Technology  
Industrial Technology  
Informatics  
Machine Tool Technology

**Warsaw**

Industrial Technology  
Business, Operations, Applications and Technology  
Informatics

June 26th – July 2nd, 2017

Client: Ivy Tech CC – Fall Buy

## Campaign to Date

	Impressions	Clicks	CTR	CPC	Avg. Position	Completed Applications*	Application Starts	Cost
AdWords Search Ads	636,594	79,697	12.52%	\$1.83	1.2	1,297	2,838	\$146,201.11
Facebook Ads	6,919,386	16,693	0.24%	\$2.53	N/A	4	28	\$42,315.75
AdWords Display Ads	20,516,250	34,968	0.17%	\$0.87	N/A	2	14	\$30,437.59
Bing Search Ads	137,472	1,830	1.33%	\$6.52	1.2	21	29	\$11,930.01
<b>Campaign Total</b>	<b>28,209,702</b>	<b>133,188</b>	<b>0.47%</b>	<b>\$1.73</b>	<b>1.2</b>	<b>1,324</b>	<b>2,909</b>	<b>\$230,884.46</b>
<b>Conversion Costs</b>						<b>\$174.38</b>	<b>\$79.37</b>	
<b>Assisted Conversions</b>						<b>353</b>	<b>1,925</b>	

\*These metrics did not begin tracking fully until May 15th

## This Week

	Impressions	Clicks	CTR	CPC	Avg. Position	Completed Applications	Application Starts	Cost
AdWords Search Ads	110,920	15,517	13.99%	\$1.88	1.1	336	626	\$29,172.85
Facebook Ads	848,454	1,847	0.22%	\$2.83	N/A	-	3	\$5,229.40
AdWords Display Ads	2,439,171	2,640	0.11%	\$1.26	N/A	-	1	\$3,334.97
Bing Search Ads	6,085	709	11.65%	\$1.98	1.5	11	14	\$1,401.24
<b>Campaign Total</b>	<b>3,404,630</b>	<b>20,713</b>	<b>0.61%</b>	<b>\$1.89</b>	<b>1.1</b>	<b>347</b>	<b>644</b>	<b>\$39,138.46</b>
<b>Conversion Costs</b>						<b>\$112.79</b>	<b>\$60.77</b>	
<b>Assisted Conversions</b>						<b>71</b>	<b>318</b>	

## Budget Per Region

	Spend	Total Budget	Budget Remaining	Search Impression Share
Region 1	\$23,462.79	\$37,941.31	\$14,478.52	44.64%
Region 2	\$11,160.28	\$37,941.31	\$26,781.03	96.96%
Region 2B	\$3,265.37	\$15,000.00	\$11,734.63	98.24%
Region 3	\$58,429.05	\$87,357.29	\$28,928.24	98.86%
Region 4	\$5,531.89	\$10,541.13	\$5,009.24	93.20%
Region 5	\$3,156.69	\$4,053.22	\$896.53	69.73%
Region 6	\$8,141.46	\$11,352.11	\$3,210.65	55.71%
Region 7	\$9,084.09	\$38,002.59	\$28,918.50	97.40%
Region 8	\$90,276.91	\$131,783.94	\$41,507.03	81.23%
Region 9	\$3,158.98	\$8,108.16	\$4,949.18	91.19%
Region 10	\$11,848.88	\$16,218.05	\$4,369.17	87.53%
Region 11	\$7,228.59	\$12,163.10	\$4,934.51	74.69%
Region 12	\$14,844.43	\$38,002.59	\$23,158.16	98.09%
Region 13	\$9,814.32	\$20,273.00	\$10,458.68	96.56%
Region 14	\$3,512.73	\$4,864.20	\$1,351.47	67.48%
Statewide	\$15,400.82	\$32,225.11	\$16,824.29	87.24%
<b>All Regions</b>	<b>\$278,317.28</b>	<b>\$505,827.11</b>	<b>\$227,509.83</b>	<b>74.07%</b>

Prospect Conversion Report Fall 2017					
	Prospect	Applicant	%	Registered	%
6/6/2017	156	59	38%	3	5%
6/14/2017	204	70	34%	6	9%
6/20/2017	263	106	40%	11	10%
6/27/2017	331	145	44%	28	19%

Applicant Conversion Report Fall 2017			
	Applicant	Registered	%
6/6/2017	274	16	6%
6/13/2017	285	28	10%
6/20/2017	485	50	10%
6/27/2017	643	101	16%

- This week we experienced a tremendous bounce back in traffic and conversions in comparison to the previous week. This was expected due to a large portion of branded searches being driven to the Express Enrollment page during the previous week. We expect to see these high levels continue throughout the campaign and continue into the next Express Enrollment campaign.
- The assisted conversions rows were added this week in the above tables. These numbers represent the number of users who visited Ivy.edu through an ad, however then took the conversion action during a later session through another source to the website (application starts) and users who first visited the application through an ad driven session however later completed the application on a sessions from a different source (completed applications). While the tracking on these is not perfect and mildly tracks users across different devices, we measure these metrics in order to look for the true value the ad campaign is having. These conversions are not reflected in the below tables.
- This week we saw a large increase in the number of user applying and a significant drop in cost per application start and application complete. The \$112.79/completed application was the lowest we have had in any single week despite the 4<sup>th</sup> of July holiday. We do expect the holiday to impact next weeks results however are looking to continue and ramp things up as we move through the month of July heading for the end of this campaign and the next Express Enrollment campaign.



	Campus	Imp.	Clicks	CTR	CPC	Avg. Position	Completed Apps.	App. Starts	Cost	
Region 1	East Chicago	5,341	1,130	21.16%	\$0.97	1.0	16	31	\$1,101.29	
	Gary	4,400	823	18.70%	\$1.03	1.0	13	27	\$848.94	
	Michigan City	3,879	854	22.02%	\$1.05	1.0	14	31	\$893.46	
	Valparaiso	3,197	641	20.05%	\$0.99	1.0	9	23	\$633.46	
	<b>Region 1 Total</b>	<b>16,817</b>	<b>3,448</b>	<b>20.50%</b>	<b>\$1.01</b>	<b>1.0</b>	<b>52</b>	<b>112</b>	<b>\$3,477.15</b>	
Region 2	South Bend	4,792	888	18.53%	\$1.87	1.1	30	41	\$1,659.72	
	Warsaw	1,165	210	18.03%	\$1.58	1.1	6	9	\$332.41	
	<b>Region 2 Total</b>	<b>5,957</b>	<b>1,098</b>	<b>18.43%</b>	<b>\$1.81</b>	<b>1.1</b>	<b>36</b>	<b>50</b>	<b>\$1,992.13</b>	
Region 2B	<b>Elkhart County</b>	<b>1,062</b>	<b>226</b>	<b>21.28%</b>	<b>\$2.01</b>	<b>1.1</b>	<b>-</b>	<b>9</b>	<b>\$454.60</b>	
Region 3	Fort Wayne	11,713	1,629	13.91%	\$2.40	1.0	17	62	\$3,913.58	
	Wabash	1,425	164	11.51%	\$2.41	1.1	3	9	\$395.64	
	<b>Region 3 Total</b>	<b>13,138</b>	<b>1,793</b>	<b>13.65%</b>	<b>\$2.40</b>	<b>1.0</b>	<b>20</b>	<b>71</b>	<b>\$4,309.22</b>	
Region 4	<b>Lafayette</b>	<b>2,042</b>	<b>23</b>	<b>1.13%</b>	<b>\$14.61</b>	<b>1.2</b>	<b>-</b>	<b>-</b>	<b>\$335.92</b>	
Region 5	Kokomo	414	8	1.93%	\$6.33	1.3	-	-	\$50.61	
	Logansport	95	1	1.05%	\$15.08	1.6	-	-	\$15.08	
	<b>Region 5 Total</b>	<b>509</b>	<b>9</b>	<b>1.77%</b>	<b>\$7.30</b>	<b>1.4</b>	<b>-</b>	<b>-</b>	<b>\$65.69</b>	
Region 6	Anderson	851	25	2.94%	\$6.93	2.4	1	1	\$173.30	
	Henry County	365	13	3.56%	\$6.43	2.4	2	2	\$83.61	
	Marion	378	10	2.65%	\$4.76	1.2	-	-	\$47.57	
	Muncie	1,344	10	0.74%	\$5.82	1.8	-	-	\$58.17	
	<b>Region 6 Total</b>	<b>2,938</b>	<b>58</b>	<b>1.97%</b>	<b>\$6.25</b>	<b>2.0</b>	<b>3</b>	<b>3</b>	<b>\$362.65</b>	
Region 7	<b>Terre Haute</b>	<b>4,201</b>	<b>831</b>	<b>19.78%</b>	<b>\$1.59</b>	<b>1.0</b>	<b>27</b>	<b>43</b>	<b>\$1,325.36</b>	
Region 8	Avon	714	112	15.69%	\$6.36	1.2	-	2	\$712.19	
	Indy	22,067	3,815	17.29%	\$1.82	1.0	86	161	\$6,926.30	
	Franklin	6,275	295	4.70%	\$3.16	1.1	2	9	\$932.39	
	Greencastle	173	35	20.23%	\$4.10	1.0	1	1	\$143.60	
	Hamilton County	2,982	347	11.64%	\$2.17	1.1	1	7	\$751.28	
	Mooresville	2,341	297	12.69%	\$4.15	1.1	2	10	\$1,233.49	
	Shelbyville	441	72	16.33%	\$2.81	1.1	6	5	\$202.65	
	<b>Region 8 Total</b>	<b>34,993</b>	<b>4,973</b>	<b>14.21%</b>	<b>\$2.19</b>	<b>1.0</b>	<b>98</b>	<b>195</b>	<b>\$10,901.90</b>	
	Region 9	<b>Richmond</b>	<b>507</b>	<b>50</b>	<b>9.86%</b>	<b>\$3.02</b>	<b>1.3</b>	<b>3</b>	<b>3</b>	<b>\$150.81</b>
	Region 10	<b>Columbus</b>	<b>2,233</b>	<b>353</b>	<b>15.81%</b>	<b>\$1.75</b>	<b>1.1</b>	<b>2</b>	<b>9</b>	<b>\$616.88</b>
Region 11	Batesville	215	5	2.33%	\$5.88	1.2	-	-	\$29.42	
	Lawrenceburg	9,242	49	0.53%	\$16.83	1.2	-	-	\$824.72	
	Madison	269	7	2.60%	\$10.24	1.2	-	-	\$71.70	
	<b>Region 11 Total</b>	<b>9,726</b>	<b>61</b>	<b>0.63%</b>	<b>\$15.18</b>	<b>1.2</b>	<b>-</b>	<b>-</b>	<b>\$925.84</b>	
Region 12	Evansville	4,352	723	16.61%	\$1.65	1.0	13	27	\$1,195.31	
	Tell City	160	32	20.00%	\$2.90	1.0	1	1	\$92.82	
	<b>Region 12 Total</b>	<b>4,512</b>	<b>755</b>	<b>16.73%</b>	<b>\$1.71</b>	<b>1.0</b>	<b>14</b>	<b>28</b>	<b>\$1,288.13</b>	
Region 13	<b>Sellersburg</b>	<b>3,874</b>	<b>595</b>	<b>15.36%</b>	<b>\$2.15</b>	<b>1.1</b>	<b>8</b>	<b>11</b>	<b>\$1,277.93</b>	
Region 14	<b>Bloomington</b>	<b>1,054</b>	<b>21</b>	<b>1.99%</b>	<b>\$10.01</b>	<b>1.6</b>	<b>-</b>	<b>-</b>	<b>\$210.26</b>	
All Regions	<b>All Campuses</b>	<b>103,563</b>	<b>14,294</b>	<b>13.80%</b>	<b>\$1.94</b>	<b>1.1</b>	<b>263</b>	<b>534</b>	<b>\$27,694.47</b>	
Statewide	NA	7,357	1,223	16.62%	\$1.21	1.0	73	92	\$1,478.38	
All Campaigns	<b>Total</b>	<b>110,920</b>	<b>15,517</b>	<b>13.99%</b>	<b>\$1.88</b>	<b>1.1</b>	<b>336</b>	<b>626</b>	<b>\$29,172.85</b>	

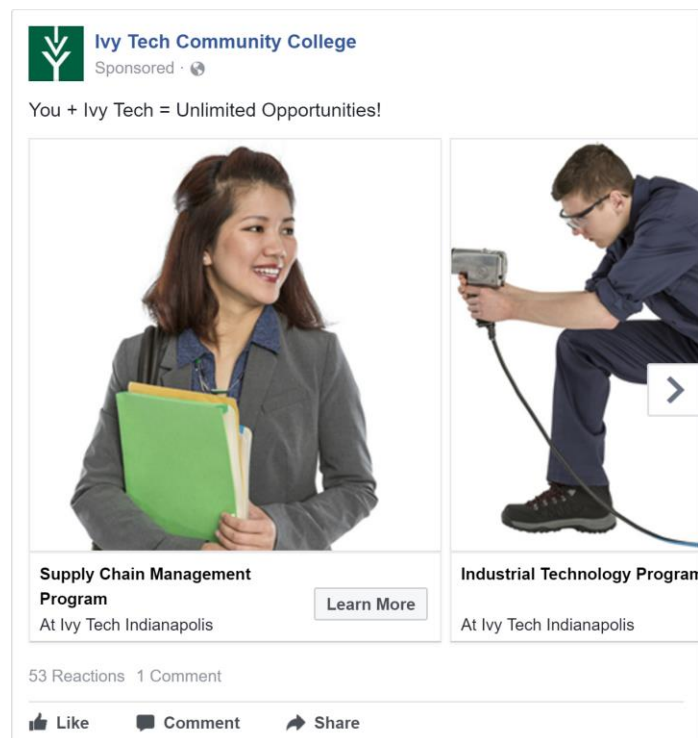
	Campus	Impressions	Clicks	CTR	CPC	Completed Applications	Application Starts	Cost
Region 3	<b>Fort Wayne</b>	<b>2,066,946</b>	<b>1,941</b>	<b>0.09%</b>	<b>\$1.49</b>	-	-	<b>\$2,898.15</b>
Region 7	<b>Terre Haute</b>	<b>112,346</b>	<b>86</b>	<b>0.08%</b>	<b>\$1.46</b>	-	-	<b>\$125.30</b>
Region 10	<b>Columbus</b>	<b>142,391</b>	<b>503</b>	<b>0.35%</b>	<b>\$0.38</b>	-	<b>1</b>	<b>\$190.70</b>
Region 12	Evansville	100,554	90	0.09%	\$0.96	-	-	\$86.78
	Tell City	16,934	20	0.12%	\$1.70	-	-	\$34.04
	<b>Region 12 Total</b>	<b>117,488</b>	<b>110</b>	<b>0.09%</b>	<b>\$1.10</b>	-	-	<b>\$120.82</b>
<b>All Regions</b>	<b>All Campuses</b>	<b>2,439,171</b>	<b>2,640</b>	<b>0.11%</b>	<b>\$1.26</b>	-	<b>1</b>	<b>\$3,334.97</b>

	Campus	Impressions	Clicks	CTR	CPC	Completed Apps.	Application Starts	Cost
Region 1	East Chicago	13,794	33	0.24%	\$2.13	-	-	\$70.30
	Gary	16,922	26	0.15%	\$1.94	-	-	\$50.52
	Michigan City	23,838	49	0.21%	\$1.66	-	-	\$81.13
	Valparaiso	23,886	72	0.30%	\$1.87	-	-	\$134.64
	<b>Region 1 Total</b>	<b>78,440</b>	<b>180</b>	<b>0.23%</b>	<b>\$1.87</b>	-	-	<b>\$336.59</b>
Region 2	South Bend	32,877	68	0.21%	\$1.85	-	-	\$125.95
	Warsaw	20,601	36	0.17%	\$1.98	-	-	\$71.13
	<b>Region 2 Total</b>	<b>53,478</b>	<b>104</b>	<b>0.19%</b>	<b>\$1.90</b>	-	-	<b>\$197.08</b>
Region 2B	<b>Elkhart County</b>	<b>25,840</b>	<b>57</b>	<b>0.22%</b>	<b>\$4.66</b>	-	-	<b>\$265.82</b>
Region 3	Fort Wayne	108,733	220	0.20%	\$5.28	-	1	\$1,160.56
	Wabash	14,298	27	0.19%	\$5.16	-	-	\$139.33
	<b>Region 3 Total</b>	<b>123,031</b>	<b>247</b>	<b>0.20%</b>	<b>\$5.26</b>	-	<b>1</b>	<b>\$1,299.89</b>
Region 4	<b>Lafayette</b>	<b>25,503</b>	<b>51</b>	<b>0.20%</b>	<b>\$1.88</b>	-	-	<b>\$95.80</b>
Region 5	Kokomo	36,048	72	0.20%	\$1.86	-	-	\$133.78
	Logansport	18,669	56	0.30%	\$2.06	-	-	\$115.53
	<b>Region 5 Total</b>	<b>54,717</b>	<b>128</b>	<b>0.23%</b>	<b>\$1.95</b>	-	-	<b>\$249.31</b>
Region 6	Anderson	20,043	46	0.23%	\$2.08	-	-	\$95.65
	Henry County	16,435	30	0.18%	\$1.95	-	-	\$58.41
	Marion	17,836	40	0.22%	\$2.37	-	-	\$94.62
	Muncie	5,196	14	0.27%	\$1.96	-	-	\$27.50
	<b>Region 6 Total</b>	<b>59,510</b>	<b>130</b>	<b>0.22%</b>	<b>\$2.12</b>	-	-	<b>\$276.18</b>
Region 7	<b>Terre Haute</b>	<b>18,838</b>	<b>40</b>	<b>0.21%</b>	<b>\$1.66</b>	-	-	<b>\$66.32</b>
Region 8	Avon	20,732	46	0.22%	\$3.73	-	-	\$171.72
	Indy	85,992	246	0.29%	\$2.39	-	1	\$588.83
	Franklin	31,419	71	0.23%	\$3.13	-	1	\$222.00
	Greencastle	20,612	30	0.15%	\$3.26	-	-	\$97.76
	Hamilton County	7,174	16	0.22%	\$2.34	-	-	\$37.49
	Mooresville	7,490	18	0.24%	\$3.60	-	-	\$64.82
	Shelbyville	2,249	7	0.31%	\$6.96	-	-	\$48.72
	<b>Region 8 Total</b>	<b>175,668</b>	<b>434</b>	<b>0.25%</b>	<b>\$2.84</b>	-	<b>2</b>	<b>\$1,231.34</b>
	Region 9	<b>Richmond</b>	<b>18,993</b>	<b>44</b>	<b>0.23%</b>	<b>\$2.07</b>	-	-
Region 10	<b>Columbus</b>	<b>33,684</b>	<b>56</b>	<b>0.17%</b>	<b>\$1.94</b>	-	-	<b>\$108.91</b>
Region 11	Batesville	8,643	14	0.16%	\$2.57	-	-	\$36.00
	Lawrenceburg	7,042	22	0.31%	\$2.16	-	-	\$47.41
	Madison	23,496	56	0.24%	\$2.02	-	-	\$113.01
	<b>Region 11 Total</b>	<b>39,181</b>	<b>92</b>	<b>0.23%</b>	<b>\$2.14</b>	-	-	<b>\$196.42</b>
	Region 12	Evansville	71,460	140	0.20%	\$4.03	-	-
Tell City		23,222	42	0.18%	\$2.61	-	-	\$109.72
<b>Region 12 Total</b>		<b>94,682</b>	<b>182</b>	<b>0.19%</b>	<b>\$3.71</b>	-	-	<b>\$674.49</b>
Region 13	<b>Sellersburg</b>	<b>28,129</b>	<b>70</b>	<b>0.25%</b>	<b>\$2.23</b>	-	-	<b>\$156.19</b>
Region 14	<b>Bloomington</b>	<b>33,058</b>	<b>59</b>	<b>0.18%</b>	<b>\$2.09</b>	-	-	<b>\$123.28</b>
All Regions	<b>All Campuses</b>	<b>848,454</b>	<b>1,847</b>	<b>0.22%</b>	<b>\$2.83</b>	-	<b>3</b>	<b>\$5,229.40</b>

	Campus	Imp.	Clicks	CTR	CPC	Avg. Position	Completed Apps.	App. Starts	Cost	
Region 2	South Bend	882	246	27.89%	\$1.21	1.3	7	11	\$298.59	
	Warsaw	291	77	26.46%	\$1.45	1.6	1	3	\$111.87	
	<b>Region 2 Total</b>	<b>1,173</b>	<b>323</b>	<b>27.54%</b>	<b>\$1.27</b>	<b>1.4</b>	<b>8</b>	<b>14</b>	<b>\$410.46</b>	
Region 3	Fort Wayne	1,379	24	1.74%	\$7.11	1.3	-	-	\$170.53	
Region 4	Lafayette	191	3	1.57%	\$4.44	2.2	-	-	\$13.32	
Region 7	Terre Haute	513	172	33.53%	\$1.25	1.1	2	3	\$214.25	
Region 8	Avon	136	4	2.94%	\$11.65	2.4	-	-	\$46.61	
	Indy	1,013	19	1.88%	\$5.64	1.4	1	1	\$107.22	
	Franklin	61	3	4.92%	\$5.85	1.7	-	-	\$17.55	
	Greencastle	28	0	0.00%	\$0.00	2.3	-	-	\$0.00	
	Hamilton County	44	4	9.09%	\$7.89	1.3	-	-	\$31.57	
	Mooresville	553	12	2.17%	\$11.53	2.1	-	-	\$138.38	
	Shelbyville	0	0	0.00%	\$0.00	0.0	-	-	\$0.00	
	<b>Region 8 Total</b>	<b>1,835</b>	<b>42</b>	<b>2.29%</b>	<b>\$8.13</b>	<b>1.7</b>	<b>1</b>	<b>1</b>	<b>\$341.33</b>	
	Region 10	Columbus	209	6	2.87%	\$5.75	1.9	-	-	\$34.50
	Region 11	Batesville	17	0	0.00%	\$0.00	2.6	-	-	\$0.00
		Lawrenceburg	77	2	2.60%	\$11.20	1.5	-	-	\$22.39
		Madison	39	0	0.00%	\$0.00	3.7	-	-	\$0.00
	<b>Region 11 Total</b>	<b>133</b>	<b>2</b>	<b>1.50%</b>	<b>\$11.20</b>	<b>2.3</b>	<b>-</b>	<b>-</b>	<b>\$22.39</b>	
Region 12	Evansville	32	1	3.13%	\$12.96	1.3	-	-	\$12.96	
	Tell City	2	0	0.00%	\$0.00	1.0	-	-	\$0.00	
	<b>Region 12 Total</b>	<b>34</b>	<b>1</b>	<b>2.94%</b>	<b>\$12.96</b>	<b>1.3</b>	<b>-</b>	<b>-</b>	<b>\$12.96</b>	
Region 13	Sellersburg	618	136	22.01%	\$1.33	1.7	-	-	\$181.50	
All Regions	<b>All Campuses</b>	<b>6,085</b>	<b>709</b>	<b>11.65%</b>	<b>\$1.98</b>	<b>1.5</b>	<b>11</b>	<b>14</b>	<b>\$1,401.24</b>	

- In the upcoming month, we are aiming to wrap up the statewide campaign as the next Express Enrollment campaign launches, while continuing program support through the end of the month. This tactic will allow for us to focus branded searches in the days leading up to the next Express Enrollment Event while maximizing applications before then.
- AdWords search ads in Indianapolis focused traffic much more heavily on the program specific landing pages to test traffic performance from each. For this test, the baseline metrics we have been seeing are 1.90 pages per session, 1:44 minutes average session duration, and a 2.99% conversion rate to application starts. Overall, onsite engagements have increased with slight decreases in conversion rates, however the differences have not become large enough to be considered statistically significant. We are monitoring each of these metrics closely as page per session and time on site increases could be due to users needing to take an additional step to reach the landing page they first expected.
  - The Industrial Tech landing page sessions averaged 2.30 pages per session, 2:00 minutes on site and a 1.37% conversion rate.
  - The Supply Chain landing page sessions averaged 2.36 pages per session, 2:09 minutes on site and a 1.38% conversion rate.
  - The AART landing page sessions averaged 2.67 pages per session, 1:54 minutes on site and a 2.05% conversion rate.
  - The Informatics page sessions averaged 2.37 pages per session, 2:00 minutes on site and a 1.63% conversion rate.
- Paid search ads produced 21,634 website sessions on IvyTech.edu, a large increase as branded searches were shifted back to this campaign. These sessions averaged of 2.13 pages and an average sessions duration of 1:56 minutes. Paid Search sessions increased in conversion rate to the apply now conversion metric once again this week.
- Display campaigns produced 4,423 sessions on the site with an average 1.13 pages per session and an average session duration of 19 seconds. Both of these metrics are similar in comparison to last week, despite a significant increase in traffic.
- Bing search ads increased significantly this week, producing 768 website sessions and 15 application starts. Of these 14 users, 11 went on to complete the application, by far the best conversion rate of any ad platform we have tested. These numbers and conversion rates are very similar to what were produced during the previous week. These sessions engaged on the site with an average of 2.24 pages per sessions and an average session duration of 1:59 minutes, both slight increases from last week.

- Facebook ads produced 810 website sessions with 664 new users being driven to IvyTech.edu site. These sessions produced an average of 1.30 pages per session and an average session duration of 35 seconds.
  - This week, users reacted (likes, loves, etc.) 202 times, produced 11 comments, and shared ads 12 times. In addition to these metrics, an additional 123 users went on to like the Ivy Tech Facebook page, bringing the campaign total to 1,460 new page likes.
- The below ad was our best performing ad this week, its first week as our top performing ad. While being slightly lower in volume, ad engagement metrics, especially the low CPC made it our most efficient ad. Engagements were produced at a 1.36% CTR and a low CPC of \$0.45/click.





# Planning and Education Committee

August 3<sup>rd</sup> Meeting





# Agenda:

1. Announcing the New Student State Board Liaisons
2. Ivy Tech Community College Statewide Dual Credit Trends and Impact
3. Enrollment/Marketing Update
4. Reverse Transfer Update



# 2017 August SBOT Presentation

## Announcing the New Student State Board Liaisons

Jeff Fanter

Sr. Vice President of Student Experience / Communication Marketing



# 2017 August SBOT Presentation

## Ivy Tech Community College Statewide Dual Credit Trends and Impact

John Newby

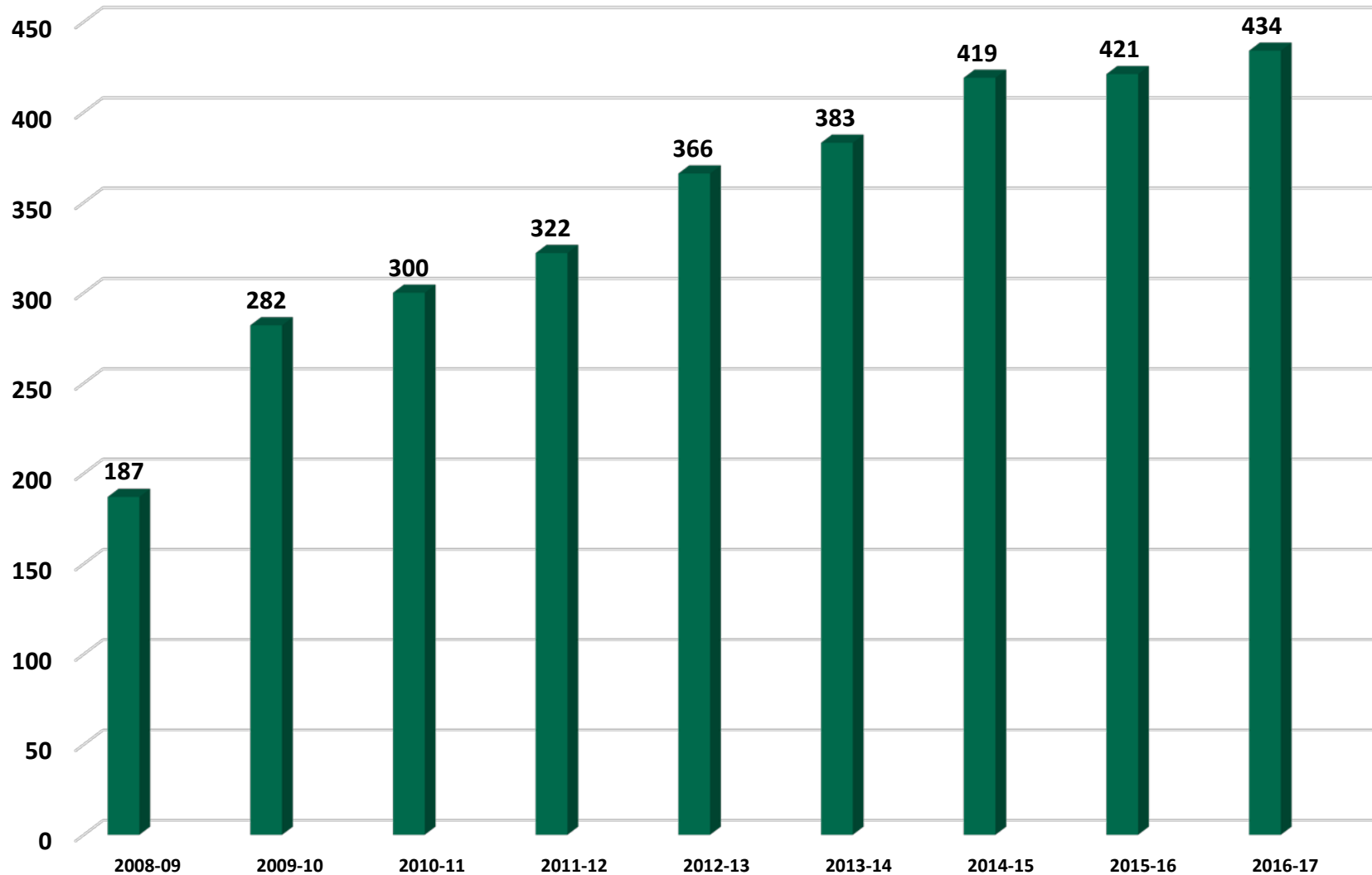
Assistant Vice President of K12 Initiatives



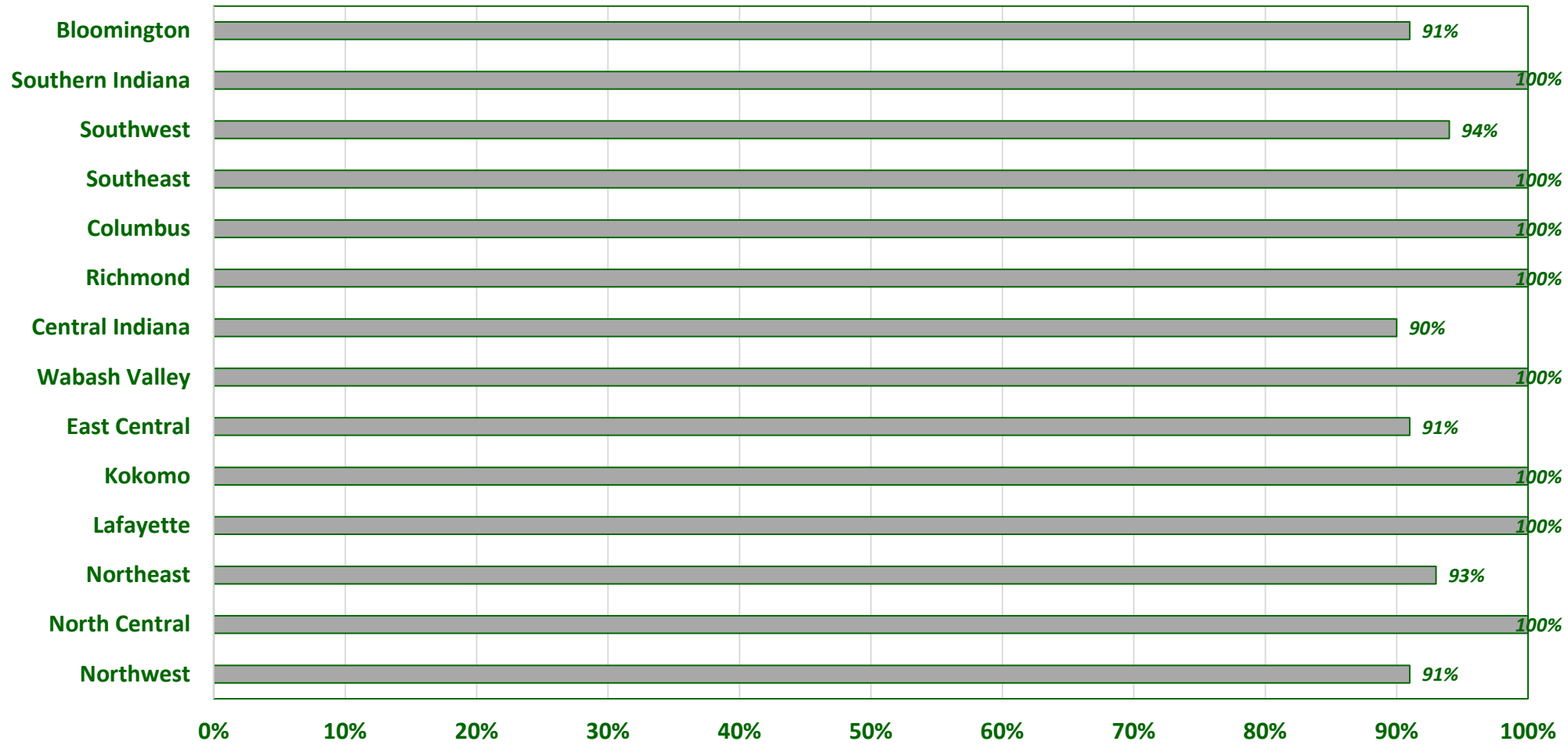
# Dual Credit Basics

- Dual credit in Indiana is defined and implemented through state statute and Commission for Higher Education policy.
- All postsecondary institutions offering dual credit must adhere to specific, rigorous standards.
- Ivy Tech became the first institution reviewed under Indiana standards and earned ICHE's "preferred provider" status beginning in 2011.
- Every Indiana high school must offer dual credit (Academic/Technical Honors diploma, A-F Accountability).
- Ivy Tech offers the majority of dual credit in Indiana.
- 434 high schools and career centers were served during 2016-17 (95% of all traditional public high schools included).

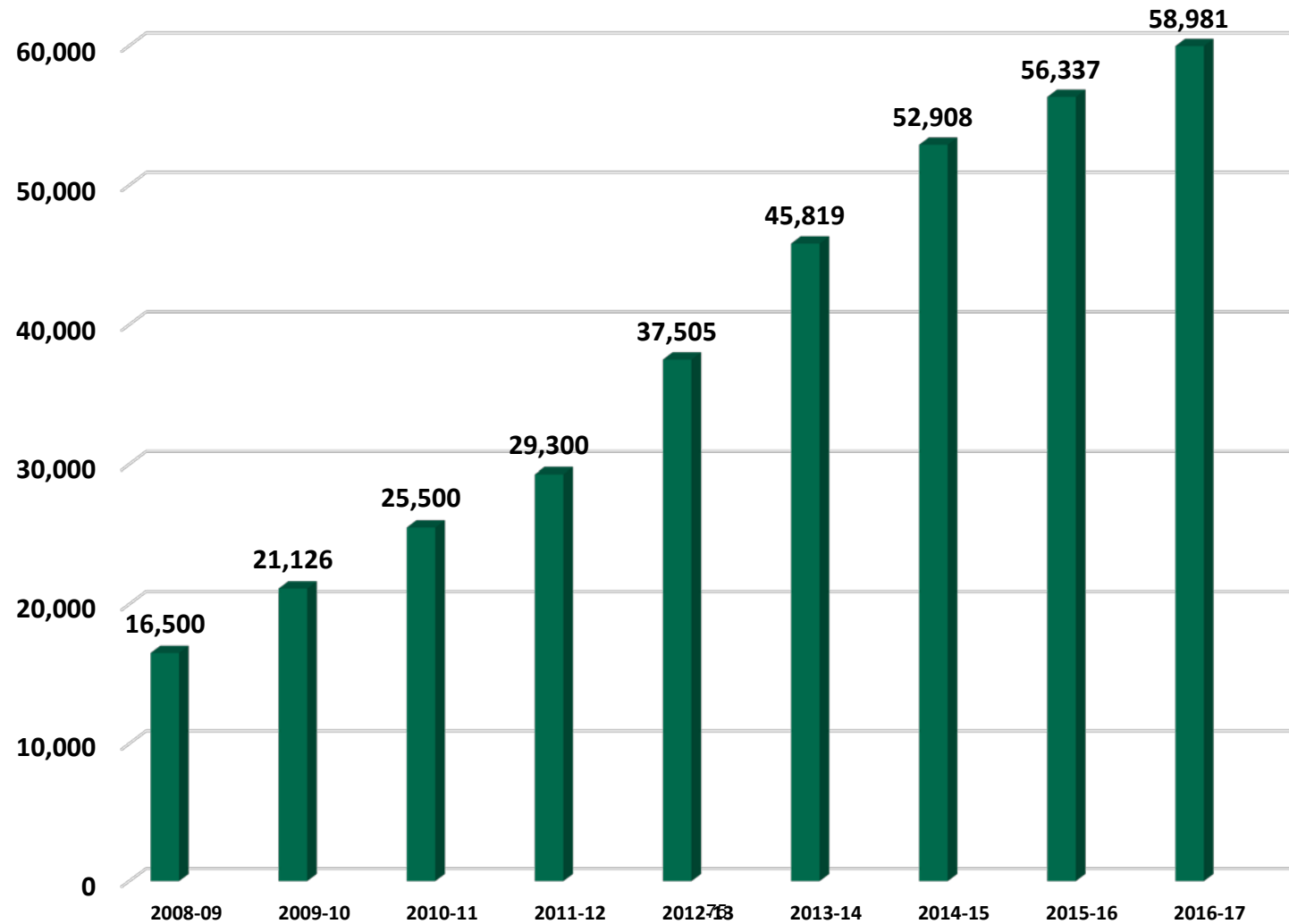
# High Schools Served



# Percent of Public High Schools Served by Region 2016-17



# Dual Credit Enrollments



# Overview: Benefits of Dual Credit Programming

- Assist students to aspire to a college education.
- Substantial cost savings for college tuition (\$50m+ savings for Ivy Tech dual credit alone).
- Provides meaningful academic challenge for students.
- Establishes an understanding of college-level rigor.
- Eases the transition from high school to college.
- Allows Ivy Tech to build more meaningful relationships with students and the K-12 community.

# Expanding Scope of Dual Credit

- The primary focus of dual credit programming at Ivy Tech in earlier years was in technical fields, consistent with the mission of the institution. Now, as Indiana's comprehensive community college, Ivy Tech has expanded its dual credit efforts to focus on general education courses from Indiana's Core Transfer Library (CTL).
- During 2016-17, 45%+ of Ivy Tech's dual credit agreements were for CTL/Liberal Arts offerings.



# Emphasis on Early High Schools

- Many high schools are working to incorporate certificate (Statewide Transfer General Education Core, etc.) or associate degree options into their programming. (See handout)

# Questions?

# 2017 August SBOT Presentation

## Enrollment / Marketing Updates

Jeff Fanter

Sr. Vice President of Student Experience /  
Communication Marketing



# 2017 August SBOT Presentation

## Reverse Transfer Update

Mary Jane Michalak

Vice President of Government Relations



# Reverse Transfer Updates

- CHE is required by statute to produce a Reverse Transfer report and recommendations for the General Assembly by November 1.
- They have held 2 meetings for the state institution representatives (government relations, academic, and registrars)
- Goal has been to determine areas of agreement, create common definitions, and see where there is still work to be done
  - Working definition of Reverse Transfer: “Reverse transfer is the practice of awarding a degree to an individual who transferred out of an institution before earning the degree, but who, after transferring, fulfilled the degree requirements from that institution. In other words, credit is transferred back (“in reverse”) to the former institution for the purpose of awarding a degree. The reverse transfer degree should be lower than the degree the student has or is currently pursuing: a student who has or is currently pursuing an associate degree should not be a candidate for a reverse transfer associate, but a student currently pursuing a bachelor’s could receive a reverse transfer associate.”

# Reverse Transfer Updates

- Areas of agreement:
  - 15 credits are needed for residency.
  - Students should have more than 60 hours earned before Ivy Tech begins reverse transfer mapping.
  - Purdue-Ivy Tech model allows free transcripts.
- Areas of disagreement
  - Should students be currently enrolled in an institution?
    - Commission and Ivy Tech believe no.
    - Four year partners expressed the tie to You Can. Go Back.
      - CHE indicated there may be room to qualify those students.

# Reverse Transfer Updates

- Purdue Process:
  - Purdue “invites” students using a data pull three times per year and then uses that data pull as a list for student invitations.
  - Purdue believes that student needs to initiate the process.
  - Students invited to send a transcript to Ivy Tech or Vincennes.
    - Paper and electronic transcripts are free; they do not charge. They do not use a vendor.
    - Advocate for a statewide html that we could all us.
    - Must be meeting SAP.
- USI sends transcripts in envelope at the end of the term.
- ISU sends transcripts in envelope at the end of the term.
- CHE would like to have a separate discussion about those students who are not currently enrolled.
- Purdue discussed which institution awards the degree.
  - IU relayed they want to be as student centric as possible.
  - IU points out that IU can issue associate degree for You Can. Go Back.
  - IU relays that there seems to be consensus around excluding reverse transfer from performance funding.

# Reverse Transfer Updates

- Dual enrollment
  - Do we want to count dual enrollment toward residency requirement?
  - Four-years think it should only be for a true “transfer student”
- Transcripts – we need to think about ROI on transcript system?
- Discussing opt-in vs. opt-out (next meeting).
- Broad consensus on definition, performance funding
  
- Issues:
  - You Can. Go Back.
  - Dual Credits
  - HTML transcript



## **AUDIT COMMITTEE**

Report will be given at the State Board of Trustees Meeting August 3, 2017



# Workforce Alignment

# State Board of Trustees Update

# Right Program, Right Size, Right Place

**Quadrant 1:**  
Demand > Supply

Ivy Tech has  
Excess Capacity,  
High Workforce  
Demand

**Quadrant 2:**  
Demand > Supply

Ivy Tech at Capacity,  
High Workforce  
Demand

**Quadrant 3:**  
Supply > Demand

Ivy Tech High  
Enrollment,  
Low Workforce  
Demand

**Quadrant 4:**  
Supply  $\approx$  Demand

At equilibrium

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Workforce Ready Grants - \$2 Million

- Focus on utilizing Workforce Ready Grants funding to increase enrollment in high-demand, high-wage, middle-skills certificate programs and noncredit offerings
- Further establish Ivy Tech Community College as a key driver of economic development in Indiana
- Lists of programs finalized with CHE and DWD
  - Four and five “flames”
- Working with campus leadership to ensure programs are offered as broadly as possible
  - First focus will be for second eight weeks of fall classes
  - Significant focus on spring
- Marketing and messaging being coordinated with CHE and DWD

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Skill-Up Grants - \$20 Million

- Multiple statewide projects being proposed by key economic sectors, with key partners, including:
  - 3-D printing/additive manufacturing (IMA); construction trades; AS pathway in Supply Chain Management and CDL+ (Conexus); CNA apprenticeship model; Northeast IT pipeline; apprenticeship pilot
- Multiple campus/local proposals with partners, including at least:
  - Evansville, Kokomo, Lafayette, Bloomington, Terre Haute, Columbus
- Significant joint proposal with Indiana Chamber of Commerce
  - K-12 Students: Facilitate the development of career pathways from career awareness in early elementary to career preparation via career-aligned work based learning and dual credit/dual enrollment;
  - College-Age Students: Expand the JAG College Success Program which provides intrusive advising and career development services, work-based learning experiences, in-house tutoring, and barrier removal (referrals and funding); and
  - Employed Adults: Expand the participation of employers and employees in the Ivy Tech Achieve Your Degree tuition deferral program in order to increase the number of adults in Indiana with a postsecondary credential.

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Manufacturing, Engineering, Applied Science

- **Interdisciplinary/Multi-disciplinary Degree Proposal**
  - Employer focused – work directly with employers
  - Designed by companies – technical electives
  - TC and CT outcomes from courses only and new students
  - Stackable into AAS degree
- **Increase number of completions/enrollment**
  - Cummins, ALCOA, Berry Plastics
  - Not open enrollment for students
  - 300 + completions in one company
  - Returning students can complete degrees
- **Supports apprenticeships**
  - Ivy Tech create and hold standards
  - Youth apprenticeships customized by companies - dual credit
  - Journey person upgrades to AAS
- **Supports AYD Model**

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Information Technology Sector

## Salesforce

- Salesforce partnership in final stages of Academic Alliance with Ivy Tech; the largest they have ever done as a company
- Salesforce University Executive Leadership flying in from San Francisco in August to present to faculty for IT and Business schools for Discipline Dialogue Day
- Salesforce entrance into IT and Business curriculum planned for 2018-19 academic year

## K-12 and IT Strategic Partnerships

- Working with IT multinational Cisco Systems from San Jose to grow K-12 enrollment pipeline, industry certifications, and revenue stream for School of Information Technology
- Industry involvement in the development of innovative high school pathways, including TechHire program (20-week program underway being optimized and streamlined on Indianapolis campus to 16 weeks)
- Discussions underway with Cisco and Oracle for large scale K-12 push statewide in 2018; thus ensuring increased enrollment pipeline for Ivy Tech year over year
- Cisco training already being provided to K-12 faculty including Hammond, Elkhart, Carmel, and other High Schools in late June. First of its kind
- Cisco Academy account rep Clydene Stangvik: “No one has ever attempted a K-12 push with Information Technology on the scale of what Ivy Tech is doing”

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Supply Chain & Logistics Sector

## CDL+

- Academic CDL Certificate Program Approved and sent to CHE
  - Can be completed in a 16 week semester
  - Partnership with industry, Conexus and DWD
  - Extreme need for 1-3 simulators at \$115,000 each to increase pipeline at existing sites
- Current annual supply 1,462 on an approximate demand of 2,000 (BMV, ODR and Burning Glass)
- Skill Up 3 Statewide Grant Submission to support funding for CDL students

## Supply Chain/ Logistics Managers

- Annual Demand =407
- Supply Chain AS graduates = 7
- 2 Program Chairs statewide



## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs



# Healthcare Sector

- Search for VP of Healthcare
- Achieve Your Degree
  - 2<sup>nd</sup> statewide agreement signed with Cardon & Associates
  - Magnolia Health Systems - 35 sites
  - Current Discussions with St. Vincent Health
  - Eskenazi Health
- General Studies to Medical Assisting Direct Admission
  - Summer program in Central Indiana for up to 20 students –
    - 8 new students came into program this summer; 47 new students expressed interest for Fall 2017 term
- Hybrid Online/Classroom Model for CNA Training
  - Hybrid model has been completely built out
  - Fort Wayne & Wabash Pilot Model to begin 4-5 week format August 21
- Nursing Program FAQs for High School Students
  - FAQ is on website, distributed to all superintendents across Indiana by July 31
- Pre-Nursing Studies Certificate
  - Approved by Commission and well received by employers
  - Bridge from CNA to Nursing programs
  - Practicing CNAs have 5/17 credits toward certificate
  - Dual credit and CTE pathway

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

# Career Development

- Realignment with Workforce Alignment at Systems Office level
- Indiana Career Explorer
  - Maximizing use by students, faculty, and staff to be aware of high-demand jobs
  - Completed training for all academic advisors
- Workforce Excellence Program
  - Online workforce readiness skills (soft skills) training focusing on critical thinking, communication, teamwork/collaboration, and professionalism/work ethic
  - Over 300 student completions to date
  - Embedded into ASAP enrichments for 2017-18
- Virtual Career Fairs
  - Takes traditional career fair environment online
  - Hosted first virtual fair during spring semester, will host additional fairs this year
- Employer Outreach Teams
  - Supporting collaborative work among Workforce Alignment, Career Development, and Academic Affairs
  - Establishing teams at campus and systems-office levels
- Internship and Placement Data Warehousing
  - Becoming the College's source for systematic collection of data

## Initiatives

- Increase enrollment in Quadrant 1 programs
- Evaluate resource and facilities allocation
- Increase employer engagement
- Align K-12 outreach & dual enrollment
- Targeted marketing of Quadrant 1 programs

**TREASURER'S REPORT**  
**IVY TECH COMMUNITY COLLEGE**  
**SPONSORED PROGRAM FUNDS**  
**May 1, 2017 THROUGH May 31, 2017**

Region	Title or Description	Source	Amount	Original Effective Date	Expiration Date
Central Indiana	181 Summer 2017 Youth Program - Lilly	Lilly Foundation, Inc	\$ 5,500	4/15/2017	8/31/2017
Central Indiana	181 Summer 2017 Youth Program - CICF	Central Indiana Community Foundation Inc	5,500	3/27/2017	8/31/2017
Southeast	211 Perkins 2016-17 2nd Amendment	Indiana Department of Workforce Development	18,359	7/1/2016	6/30/2017
Southwest	221 Perkins 2016-17 2nd Amendment	Indiana Department of Workforce Development	32,578	7/1/2016	6/30/2017
Sellersburg	231 Perkins 2016-17 2nd Amendment	Indiana Department of Workforce Development	21,083	7/1/2016	6/30/2017
Northeast	131 CHE ScholarCorp 2016-2017 - increase	Indiana Commission of Higher Education	2,000	8/1/2016	7/31/2017
Terre Haute	171 Perkins 2016-17 2nd Amendment	Indiana Department of Workforce Development	32,796	7/1/2016	6/30/2017
Columbus	201 SAMS 4926 App - Ag Tool Kits	Walmart Foundation	1,000	5/11/2017	12/31/2017
Central Indiana	181 Indy Women in Tech - Guggenheim	Indy Women in Tech, Inc	150,000	5/1/2017	5/31/2018
Northwest	111 Health and Science Summer Camp	Michigan City Community Enrichment Corporation	1,100	3/22/2017	3/31/2018
Southeast	211 Dearborn Summer Camp 2017	Dearborn Community Foundation Inc	4,237	3/30/2017	9/29/2017
Sellersburg	231 PNC Dev Series & Resource Ctr	PNC Bank	38,000	4/28/2017	12/31/2021
Sellersburg	231 Hoosier Uplands Mini-Grant	Hoosier Upland	575	1/1/2017	3/31/2017
Columbus	201 HAAS Scholarships 2017 - Columbus	The Gene Haas Foundation	13,500	11/4/2016	11/3/2018
TOTAL			<u>\$ 326,228</u>		

**IVY TECH COMMUNITY COLLEGE  
SPONSORED PROGRAM FUNDS  
June 1, 2017 THROUGH June 30, 2017**

<b>Region</b>	<b>Title or Description</b>	<b>Source</b>	<b>Amount</b>	<b>Original Effective Date</b>	<b>Expiration Date</b>
Southeast	HAAS Scholarships 2017 - Southeast	Gene Haas Foundation	\$ 2,000	11/4/2016	11/3/2018
Sellersburg	SCI AHEC Pulmonary Symposium 2017	Hoosier Uplands	1,600	5/5/2017	8/15/2017
Office of the President	SUB Hire Technology Curriculum Maintenance	Central Indiana Corporate Partnership	30,000	2/18/2016	8/31/2017
East Central	ICC Service Learning in English Composition	Indiana Campus Compact	2,250	3/27/2017	8/14/2017
Office of the President	Ft Wayne Public Academy Lease	State Budget Agency	1,000,000	5/1/2006	6/30/2021
Office of the President	Statewide Nursing Partnership	State Budget Agency	85,411	7/1/2015	6/30/2018
Columbus	SUB INSGC 2017-18 -- Columbus Aviation Nation	Purdue University	5,000	4/10/2017	4/9/2018
Bloomington	IEDC/SBDC Mentor Network Project	Indiana Small Business & Entrepreneurship	83,000	6/1/2017	12/31/2017
Office of the President	Southern IN ED Alliance 17-18	State Budget Agency	1,057,738	7/1/2017	6/30/2018
Columbus	Heritage-Vis Com-WellConnect	Community Foundation of Bartholomew County	2,000	5/15/2017	12/1/2017
TOTAL			<u>\$ 2,268,999</u>		

**IVY TECH COMMUNITY COLLEGE  
SPONSORED PROGRAM FUNDS  
July 1, 2016 THROUGH June 30, 2017**

**Grants &  
Contracts**

Total this Report	\$	326,228
2016-2017 YTD-Total to Date		23,357,666
2015-2016 Fiscal Year-End Total		18,906,875
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

**IVY TECH COMMUNITY COLLEGE  
SPONSORED PROGRAM FUNDS  
July 1, 2016 THROUGH June 30, 2017**

**Grants &  
Contracts**

Total this Report	\$	2,268,999
2016-2017 YTD-Total to Date		25,626,665
2015-2016 Fiscal Year-End Total		18,906,875
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

DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF MAY 2017

<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 Health Savings Account	199,301.11	Chard-Snyder	05/01/17	J0192119
	B Life, LTD, & STD Insurance	132,972.08	PNC Bank	05/02/17	J0192163
	C FICA/MQFE/Federal Taxes	671,836.90	PNC Bank	05/04/17	J0192272
	D County and State Taxes	850,003.00	PNC Bank	05/05/17	J0192339
	E FICA/MQFE/Federal Taxes	1,968,274.91	PNC Bank	05/08/17	J0192426
	F Reimbursement for Health Ins. Claims	743,696.51	Anthem Blue Cross Blue Shield	05/09/17	J0192476
	G Rx Payment	172,963.32	Express Scripts	05/09/17	J0192477
	H Retirement	1,160,648.04	Transamerica	05/11/17	J0192611
	I Reimbursement for Health Ins. Claims	406,339.04	Anthem Blue Cross Blue Shield	05/15/17	J0192777
	J Rx Payment	217,170.44	Express Scripts	05/15/17	J0192778
	K Health Savings Account	170,691.51	Chard-Snyder	05/16/17	J0192874
	L Retirement	101,083.52	PERF	05/18/17	J0192975
	M FICA/MQFE/Federal Taxes	704,559.57	PNC Bank	05/18/17	J0192976
	N FICA/MQFE/Federal Taxes	1,937,781.87	PNC Bank	05/23/17	J0193146
	O Reimbursement for Health Ins. Claims	413,522.64	Anthem Blue Cross Blue Shield	05/24/17	J0193206
	P Rx Payment	169,340.98	Express Scripts	05/24/17	J0193207
	Q Retirement	964,089.66	Transamerica	05/25/17	J0193309
	R Reimbursement for Health Ins. Claims	477,028.04	Anthem Blue Cross Blue Shield	05/30/17	J0193436
	S Rx Payment	134,179.15	Express Scripts	05/30/17	J0193437
	T Health Savings Account	114,141.07	Chard-Snyder	05/31/17	J0193606

DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF MAY 2017  
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	557,000.00	Lake City Bank	05/04/17	J0192330
	B Money Market	1,142,000.00	Lake City Bank	05/09/17	J0192544
	C Money Market	304,000.00	Lake City Bank	05/10/17	J0192632
	D Money Market	385,000.00	Lake City Bank	05/11/17	J0192695
	E Money Market	645,000.00	Lake City Bank	05/18/17	J0193060
	F Money Market	767,000.00	Lake City Bank	05/22/17	J0193141
	G Money Market	253,000.00	Lake City Bank	05/23/17	J0193203
	H Money Market	18,418,000.00	Lake City Bank	05/24/17	J0193294
	I Money Market	1,988,135.00	Lake City Bank	05/25/17	J0193373
III. Reported to the Board of Trustees under \$500,000	A Office Furniture and Equipment	116,240.21	RJE Interiors LLC	05/01/17	50-!0133336
	B Instructional Equipment	176,773.20	Patterson Dental Supply	05/02/17	50-!0133442
	C Apprenticeship Contract Expense	115,973.85	Lake County Electricians	05/03/17	50-!0133551
	D Utilities	125,967.34	Telamon	05/03/17	J0192240
	E Inventoried Computers < \$3,000	101,283.51	Dell	05/04/17	50-!0133666
	F Utilities	113,467.36	Telamon	05/08/17	J0192439
	G Utilities	191,188.39	Telamon	05/12/17	J0192693
	H Utilities	136,770.55	Telamon	05/15/17	J0192774
	I Inventoried Computers < \$3,000	105,232.77	Dell	05/15/17	50-!0134729



DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF MAY 2017  
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	J Apprenticeship Contract Expense	391,156.55	IN/KY Region Service Council of Carpenters	05/15/17	50-01980109
	K Apprenticeship Contract Expense	442,308.90	Louisville Electrical JATC	05/15/17	50-01980114
	L Apprenticeship Contract Expense	215,638.50	Plumbers & Steamfitters Local 502 ETF	05/15/17	50-01980116
	M Inventoried Computers < \$3,000	129,579.08	Dell	05/16/17	50-!0134877
	N Utilities	161,478.54	Telamon	05/17/17	J0192940
	O Instructional Equipment	106,637.50	Aidex Corporation	05/17/17	50-!0134992
	P Non ITCC Equipment	134,740.06	Dell	05/17/17	50-!0135005
	Q Apprenticeship Contract Expense	181,911.90	Indianapolis Electrical JATC	05/18/17	50-01980400
	R Apprenticeship Contract Expense	110,552.70	Ironworkers Local 22	05/18/17	50-01980401
	S Meetings and Events	193,681.36	French Lick Resort	05/22/17	50-!0135376
	T Financial Aid Reimbursement	375,077.37	Follett Bookstore	05/22/17	J0193151
	U Apprenticeship Contract Expense	345,552.00	IN/KY Region Council of Carpenters	05/23/17	50-01981083
	V Annual Passport Program Fees	112,501.00	IUPUI	05/24/17	50-01981157
	W Purchasing Card	234,506.06	PNC Bank	05/30/17	J0193438
IV. Approved by the Board of Trustees over \$500,000.	A Services and Fees	547,095.83	Blackboard Inc.	05/25/17	50-!0135733

DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF JUNE 2017

<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 FICA/MQFE/Federal Taxes	348,610.73	PNC Bank	06/02/17	J0193668
	B County and State Taxes	876,874.25	PNC Bank	06/02/17	J0193675
	C Life, LTD, & STD Insurance	107,734.86	PNC Bank	06/02/17	J0193692
	D Reimbursement for Health Ins. Claims	673,419.66	Anthem Blue Cross Blue Shield	06/05/17	J0193746
	E Rx Payment	169,799.51	Express Scripts	06/05/17	J0193747
	F FICA/MQFE/Federal Taxes	1,850,297.61	PNC Bank	06/08/17	J0193914
	G Reimbursement for Health Ins. Claims	502,355.57	Anthem Blue Cross Blue Shield	06/13/17	J0194081
	H Rx Payment	193,736.26	Express Scripts	06/13/17	J0194082
	I Retirement	926,269.13	Transamerica	06/13/17	J0194088
	J FICA/MQFE/Federal Taxes	432,159.48	PNC Bank	06/13/17	J0194284
	K Health Savings Account	113,071.71	Chard-Snyder	06/16/17	J0194295
	L Rx Payment	153,941.72	Express Scripts	06/19/17	J0194350
	M Reimbursement for Health Ins. Claims	416,456.91	Anthem Blue Cross Blue Shield	06/21/17	J0194569
	N FICA/MQFE/Federal Taxes	1,836,103.53	PNC Bank	06/26/17	J0194806
	O Reimbursement for Health Ins. Claims	688,558.94	Anthem Blue Cross Blue Shield	06/27/17	J0194858
	P Retirement	917,748.18	Transamerica	06/27/17	J0194861

DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF JUNE 2017  
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	1,644,858.53	Lake City Bank	06/05/17	J0193805
	B Money Market	741,000.00	Lake City Bank	06/06/17	J0193844
	C Money Market	356,000.00	Lake City Bank	06/07/17	J0193907
	D Money Market	17,224,000.00	Lake City Bank	06/20/17	J0194546
	E Money Market	715,000.00	Lake City Bank	06/22/17	J0194744
III. Reported to the Board of Trustees under \$500,000	A Non ITCC Equipment	119,990.00	Humston Machinery, Inc	06/01/17	50-10136407
	B Instructional Equipment	114,231.18	Haggard & Stocking Associates, Inc	06/05/17	50-10136698
	C Apprenticeship Contract Expense	122,872.94	IN/KY Council of Carpenters	06/05/17	50-01981837
	D Lease Facilities Operating Leases	139,012.86	Ivy Tech Foundation	06/05/17	50-10136709
	E Utilities	145,935.56	Telamon	06/07/17	J0193760
	F Instructional Equipment	183,215.62	Aidex Corporation	06/07/17	50-10136899
	G Insurance	102,000.00	United Educators Insurance	06/07/17	50-10136955
	H Utilities	198,407.56	Telamon	06/07/17	J0193868
	I Apprenticeship Contract Expense	149,539.64	IN/KY Council of Carpenters	06/09/17	50-01982762
	J Lease IT Hosting Agreements	110,121.00	LogMein, Inc	06/12/17	50-10137357
	K Utilities	211,294.89	Telamon	06/12/17	J0194026

DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF JUNE 2017  
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	L Apprenticeship Contract Expense	170,803.05	Plumbers & Steamfitters Local 440 A	06/13/17	50-10137527
	M Apprenticeship Contract Expense	157,314.60	IN/KY Council of Carpenters	06/13/17	50-01983174
	N Utilities	115,166.77	Telamon	06/14/17	J0194157
	O Apprenticeship Contract Expense	145,505.15	Plumbers & Steamfitters Local 157	06/15/17	50-01983431
	P Marketing Services	117,665.90	The Jackson Group LLC	06/22/17	50-10138415
	Q Utilities	112,889.34	Telamon	06/22/17	J0194707
	R RR Buildings and Improvements	127,650.00	Urethane of Kentuckiana, Inc	06/23/17	50-10138568
	S Inventoried Computers < \$3000	244,608.00	Dell	06/28/17	50-10138897
	T Utilities	110,547.45	Telamon	06/28/17	J0195012
U Purchasing Card	271,042.68	PNC Bank	06/28/17	J0195013	
IV. Approved by the Board of Trustees over \$500,000.	A Services and Fees	547,095.83	Blackboard Inc.	06/26/17	50-10138625
	B Principal & Interest Bond Payment	26,747,941.08	US Bank	06/26/17	J0194827
	C Property Purchase	986,237.86	Ivy Tech Foundation	06/27/17	J0194873
	D Financial Aid Reimbursement	882,932.90	Follett Bookstore	06/27/17	J0194875

# **PRESIDENTS REPORT**

Report will be given at the State Board of Trustees Meeting August 3, 2017

## GRANTS REPORT

### **Total Currently Active Grants:**

(131) Competitive Grants: \$50,628,964

(27) Non-Competitive Grants: \$11,339,215

**(158) Total Active Ivy Tech Grants: \$61,968,179**

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

### **Grants Awarded During Period (10 - \$253,554)**

- **North Central** received \$2,800 from the National Society of Leadership and Success (NSLS) to support expansion of the Student Leadership Academy to three campuses.
- **Northeast** was awarded \$35,138 from the Pauline Barker Charitable Trust to expand program offerings on the Wabash campus for the fall 2017 semester, including Healthcare Specialist, Information Technology (IT), and Industrial Technology.
- **Wabash Valley** received \$15,000 from the Duke Energy Foundation to support the Spartan Match stem-based educational opportunity for high school students that will allow for the exploration of technology and engineering.
- **Columbus was awarded** \$5,000 as a part of an Aviation Nation Oshkosh grant partnership to enhance aviation training at the Columbus campus.
- **Bloomington** received \$65,000 through the South Central Indiana Small Business Development Center to assist Zone businesses and residents by providing business support services in the areas of one-on-one counseling and group training sessions.
- **Office of the President** received \$30,000 from Conexus Indiana to redesign the corresponding content and coursework for the Hire Technology Program and the Manufacturing Production and Operations field of study.

### **Grants Submitted During Period (8 - \$1,194,824)**

- **Northeast** requested \$20,000 from the Zollner Foundation to fund scholarships for students who enroll in either the School of Technology or School of Business at the Fort Wayne campus.
- **Wabash Valley** submitted a grant proposal in the amount of \$27,000 to the Greene County Foundation's Community Support Program to assist in implementation of the Ivy Tech Early College Experience program in surrounding communities.
- **Bloomington** submitted a \$55,000 proposal to the Community Foundation of Morgan County to support the expansion of College Coaching program to Martinsville High School.
- **Southwest** requested \$948,724 from the U.S. Department of Education's Child Care Access Means Parents in School program to support childcare programs on campus.
- **The Office of the President** submitted a grant to the STRADA Education Network in the amount of \$50,000 to provide support the pilot Jobs for America's Graduate (JAG) program in Indianapolis and Fort Wayne.

### **Proposals Declined During Period (3 - \$794,270)**