



- I. Roll Call
- II. Report of Secretary on Notice of Meeting
- III. Approval of Minutes – April 8, 2021
- IV. Resolutions
  - a. **Resolution 2021-16**, Approval to Enter into a Statement of Work for Student Coaching Programs with InsideTrack-Systems Office
  - b. **Resolution 2012-17**, Approval of Contract with Instructure to Provide Learning Management System-Systems Office
  - c. **Resolution 2021- 18**, Approval of Entrepreneurship Degree
  - d. **Resolution 2021-19**, Approval of Contract with Regional Innovative Startup Education Inc.-Systems Office
  - e. **Resolution 2021-20**, Approval to Purchase Property-Evansville Campus
  - f. **Resolution 2021-21**, Request for Ivy Tech Foundation to Sell Property-Kokomo Campus
  - g. **Resolution 2021-22**, Approval of Request to Sell Property at the Logansport Site-Kokomo Campus
  - h. **Resolution 2021-23**, Land Acquisition and Use Plan for the Partnership with Family Scholars House and the Ogle Foundation-Sellersburg Campus
  - i. **Resolution 2021-24**, Approval of the Student Fee Rates for Fiscal Years 2022-2023
  - j. **Resolution 2021-25**, Approval of the College 2021-2022 Fiscal Year Operating Budget
  - k. **Resolution 2021-26**, Approval of Contract for Purchase and Sale of Natural Gas-Systems Office
  - l. **Resolution 2021-27**, Approval of Amendment to Contract with Barnes & Noble for Bookstore Operations-Systems Office
- V. Committee Reports
  - a. Academics & Student Experience
  - b. Marketing & Public Relations
  - c. Building & Grounds
  - d. Foundation
  - e. Budget & Finance
  - f. Workforce Alignment
- VI. Treasurer’s Report, Matt Hawkins, Executive Director of Administration & Treasurer
- VII. State of the College, Sue Ellspermann, PhD, President
- VIII. Old Business

**IX.** New Business

- a. **Resolution 2021-28**, Appointment of Campus Board of Trustees
- b. **Resolution 2021-15**, Honoring the Leadership of Julie Lorton-Rowland

**X.** Adjournment

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

Notice is hereby given that the State Board of Trustees of Ivy Tech Community College of Indiana will be holding the following meetings in person and virtually on June 2-3, 2021. These meetings are being held in compliance with IC 5-14-1.5 *et seq* and the Governor's Executive Orders 20-04 and 20-09. The governing body will attend in person; all others may participate remotely.

**Wednesday, June 2, 2021**

The public is invited to attend the meetings open to the public by remote access using this link: <https://ivytech.zoom.us/j/98302672908?pwd=d1QvUIFmV20vaVdIcExvWGZMVFROU09>

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

**2:30 pm**                      **Executive Session of the State Board of Trustees**  
The State Trustees will meet in Executive Session and are permitted under IC 5-14-1.5-6.1(b), to discuss the subjects listed below. For each subject, a reference to the applicable subdivision of IC 5-14-1.5-6.1 (b) and a description of that subject are included.

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

**3:45 pm**                      **Audit Committee**

**Thursday, June 3, 2021**

The public is invited to attend the Committee and Board meetings open to the public by remote access using this link: <https://ivytech.zoom.us/j/98702754031?pwd=d1l1Q3AxV0xVWWMrdzVrcE5FcUtiQT09>

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

8:00 – 9:00 am	Academics & Student Experience
9:00 – 9:15 am	Marketing & Public Relations
9:15 – 9:30 am	BREAK
9:30 – 10:00 am	Building & Grounds
10:00 – 10:15 am	Foundation
10:15 – 10:30 am	BREAK
10:30 – 11:30 am	Budget & Finance
11:30 – Noon	Workforce Alignment

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

Secretary  
Dated this May 26, 2021

**MINUTES OF THE MEETING OF THE  
STATE BOARD OF TRUSTEES  
IVY TECH COMMUNITY COLLEGE  
April 8, 2021**

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

**ROLL CALL**

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

The following State Trustees were present in person:

**Mr. Terry Anker, Chairman**  
**Ms. Stephanie Bibbs, Vice Chair**  
**Mr. Andrew W. Wilson, Secretary**  
**Mr. Jesse Brand**  
**Mr. Michael R. Dora**  
**Ms. Kim Emmert O'Dell**  
**Ms. Gretchen Gutman**  
**Mr. Stewart McMillan**  
**Mr. Steve Schreckengast**  
**Mr. Kerry Stemler**

The following State Trustees were present via Zoom Webinar

**Mr. Larry Garatoni**  
**Ms. Tanya Foutch**  
**Ms. Marianne Glick**

The following Trustees were absent:

**Mr. Harold Hunt**  
**Ms. Paula Hughes-Schuh**

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

Trustee Andrew Wilson, the Secretary, confirmed that notice of the April 8, 2021, regular meetings were properly mailed and posted. This meeting is being held in compliance with IC 5-14-1.5 *et seq* and the Governor's Executive Orders 20-04 and 20-09. Members of the governing body attended both in person and remotely. The public was invited to attend the meetings open to the public by remote access by which a link was shared in the public notice.

## **B. APPROVAL OF BOARD MINUTES:**

Trustee Schreckengast moved for approval of the minutes of the February 4, 2021, board meeting. Trustee Gutman seconded the motion, and the motion carried unanimously.

## **C. COMMITTEE REPORTS:**

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

Rebecca Rahschulte, Vice President of K-14 Initiatives & Statewide Partnerships, provided a K-14 update. We provide College in high school programming through two mechanisms: **Dual Credit**, which represents the programming that we offer in high schools/career centers, taught by high school teachers credentialed to teach at the post-secondary level. Students earn both high school and college credit simultaneously. Students are not charged tuition under a dual credit model. **Dual Enrollment** represents programming that we offer on our campuses, taught by Ivy Tech faculty members. Dual enrollment often comes alongside dual credit programming to help students earn credits and credentials that otherwise would not be available through dual credit alone. Students earn both high school and College credit simultaneously; there are associated tuition fees.

Russ Baker, Vice President for Academic Affairs, provided a Transfer Update. Matthew Pittman, Assistant Vice President of Distance Learning & Educational Technology, provided the trustees with an IvyOnline Update. One of the innovations which helped Ivy Tech through the pandemic is IvyOnline. We began to create a centralized online experience 2.5 years ago. Like most colleges and universities, our students were not succeeding in online courses at the same rates as in-person. We needed to ensure better quality, including faculty development, better technology, and course design. We also knew we could be more efficient by filling up each section to 25-30 students per instructor. So, all of these investments could pay for themselves. And they have. During the pandemic, we served many more students online without adding sections and, in some cases, decreasing sections as filled each section rather than multiple campuses offering the same online course half or 1/3 full.

Even more importantly, we have drastically improved quality. You can see ¾ of all of our courses have seen significant improvements...not lower rigor, but better teaching. And, these students still receive support at their home campus for student services. Really the best of both worlds. Fall 2021 we will have all online courses offered through IvyOnline, where we know how faculty leads for each course to "own" the ongoing quality of the course and faculty development. That will be over 500 courses when completed.

Jo Nahod-Carlin, Vice President of Recruitment & Enrollment Management, provided an enrollment update. 6-weeks into Spring Semester, community colleges reported a -9.5% drop in enrollment. Community colleges were already seeing a drop in enrollment in recent years due to a surging economy. Applications are down at Colleges that serve first-generation, low-income students because those students are most affected by financial downturns.

**Item 2** Chairman Anker called upon Trustee Jesse Brand for a report from the **Budget & Finance committee**.

Trustee Brand reported there is one action item for approval.

Trustee Brand moved for approval of **Resolution 2021-6**, Approval of Contract with Workday for Enterprise Resource Planning Software. Trustee Dora seconded the motion.

The Committee has updates on Enrollment & Revenue During COVID-19, Higher Education Emergency Relief Fund (HEERF), State Budget Development, Fiscal Year 2021 Update.

**Item 3** Chairman Anker called upon Trustee Steve Schreckengast for a report from the **Building and Grounds Committee**. Trustee Schreckengast reported there are two action items for consideration and approval. The Committee received an update on the status of the XBE contract spend.

Trustee Schreckengast moved for approval of **Resolution 2021-9**, Approval of a Contract for Bathroom Renovations, Indianapolis Campus. Trustee Wilson seconded the motion.

Trustee Schreckengast moved for approval of **Resolution 2021-10**, Approval of a Contract for Ivy Hall Chiller Replacement, Lafayette Campus.

Trustee Dora seconded the motion.

Trustee Schreckengast move for approval of **Resolution 2021-11**, Approval of Contract with Amatrol for Purchase of Smart Factory Enterprise System.

Trustee Bibbs seconded the motion

The Committee received information regarding a possible future development in Logansport. We also received an update on the status of XBE contract spend, and Legal shared an update on our East Washington building and the ongoing work with IDEM.

**Item 4**

Chairman Anker called upon Trustee Stemler for a report from the Human Resources & Operations Committee. Trustee Stemler reported there were two presentations from Human Resources and the Office of Information Technology.

Julie Lorton-Rowland, Sr. Vice President for Human Resources, presented a summary of the College's new Performance Management system, the benefits for employees and supervisors, and the phased timeline for a full rollout. She also shared the newest Hub services launch for the College in her area of employee benefits and leaves of absence. Although there remains collaboration with campus HR leaders, the hub team will handle the large majority of employee benefit services and leave of absence processing to increase consistency of administration, improve the management and resolution of complex situations, and provide campus teams the ability to focus their limited resources on other HR functions.

Matt Etchison, Sr. Vice President, and CIO presented the College's recommendation to renew the Oracle Software Maintenance agreement for one year at the cost of \$1,145,465.18. Oracle database software is required to run the backend databases of the Ellucian Banner product, which is the College's ERP system.

Trustee Stemler moved for approval of **Resolution 2021-7**, Approval of a One Year Agreement with Oracle America, INC. to provide the College with Database Software Required for Banner. Trustee Dora seconded the motion

Matt also reported the College had engaged Appirio for a three-month period to support IvyConnect's post-go-live enhancements for production support and issue resolution services.

**Item 5**

Chairman Anker called upon Trustee McMillan for a report from the Marketing & Public Relations Committee. Trustee McMillan reported there are no action items for consideration and approval.

We heard an update from Vice President Jeff Fanter on how things are moving and the rollout of the brand research findings to faculty and staff across the College. That process will be completed at the end of the month. Simultaneously, in the first of many steps in the brand evolution, the Systems Office marketing team sent out an RFP to find an agency to partner with the College on message and creative development and a new website. The Board will likely be presented with a contract for that partner at our August meetings. We also received a high-level overview of the different audiences targeting its recruitment marketing efforts and the different tactics being used. The College's partnership with Statwax and its digital marketing efforts continue to produce good results, with cost per application numbers well below the set goals when the partnership was formed.

**Item 6**

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

Sr. Vice President for Workforce and Careers Chris Lowery and members of his team, VP for Career Coaching and Employer Connections Caroline Dowd-Higgins, VP for Adult Strategy and Statewide Partnerships Dr. Stacy Townsley, VP for Business, Logistics, and Supply Chain Management Aaron Baute, as well as Dr. Ronda Taylor, Dean of Public Affairs & Social Services and Iris Hammel, Executive Director RISE -Regional Innovation & Startup Education, presented updates: Career Coaching and Employer Connections, Adult Strategy update and Workforce – School of Entrepreneurship Model

Trustee Wilson moved for approval of **Resolution 2021-12**, Approval of a Contract with Inside Track for Career Coaching. Trustee Dora seconded the motion

Trustee Wilson moved for approval of **Resolution 2021-13**, Approval of Contract with Skillful Indiana. Trustee Bibbs seconded the motion



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

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

In the morning session, we discussed federal funding allotted to Ivy Tech, how those dollars will be directed towards students both via student grants, and the institutional portion of the funds that we can direct towards students via course materials and other items.

Our revenue is below expectations because of enrollment, but our expenses are lower than our actual revenue through March in FY21 by about \$3.5M.

We are trending to end this year in a strong financial position as an institution, as are all of the campuses. Senior Vice President Hawkins was appreciative of all of the staff systemwide with regard to our financial position.

In our next meeting, we will report on the State's final as-passed budget and present our tuition and fee recommendation for the next two years covering FY22 and FY23.

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

#### **E. STATE OF THE COLLEGE**

Chairman Anker called upon President Ellspermann to provide her State of the College report. President Ellspermann thanked Julie Lorton-Rowland for 41 years of service to Ivy Tech Community College, introduced Interim Richmond Campus Chancellor Lori Handy, and provided updates on the Richmond, Indianapolis, and Lafayette Chancellors searches. Our new Hamilton County Campus will make this Ivy Tech's 10<sup>th</sup> Campus, official as of July 1, 2021. The Hamilton County Campus has a Grand Opening July 30, 2021. President Ellspermann provided updates on the COVID-19 Operations, Strategic Plan Metrics Dashboard, and Taking Hoosiers to the Next Level.

#### **F. OLD BUSINESS**

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

#### **G. NEW BUSINESS**

Chairman Anker called for new business.

Trustee Brand moved for approval of **Resolution 2021-14**, Appointment of Campus Board of Trustees. Trustee Dora seconded the motion.

Trustee Bibbs moved for approval of **Resolution 2021-8**, Approval of Campuses and Campus Service Areas. Trustee Foutch seconded the motion.

**ADJOURNMENT**

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

**STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE**

**Dated April 9, 2021, Prepared by Gretchen L. Keller, Recording Secretary**

**APPROVAL TO ENTER INTO A STATEMENT OF WORK FOR STUDENT  
COACHING PROGRAMS WITH INSIDETRACK  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2021-16**

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

**WHEREAS**, the purpose of the agreement was to increase retention levels of 21st Century scholarship recipients (21st Century Scholars) at Ivy Tech Community College by providing coaching programs and other retention services to the 21st Century Scholars, and

**WHEREAS**, 21st Century Scholars receiving coaching have experienced a fall-to-fall retention rate that is fifteen percentage points higher than the historical average for this group, and

**WHEREAS**, beginning in 2015 the College entered into a Master Services Agreement with InsideTrack to continue the services provided by their 2014 agreement with the CHE, and

**WHEREAS**, the cost of Inside Track's services for the 2021-22 and 2022-23 years will not be greater than \$1,023,250 per year, which includes approximately 1,300 Ivy Tech students for the entire academic year and approximately 4,950 online students in each of the fall and spring terms, and

**WHEREAS**, pursuant to its By-Laws the Board of Trustees must approve any contract imposing a financial obligation on the College in excess of \$500,000, unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees hereby approves the College entering into a contract for student coaching services with InsideTrack for a term ending June 30, 2023, in a total amount not to exceed \$2,046,500, with an option to opt out of the contract after the first year, and

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

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF CONTRACT WITH INSTRUCURE  
TO PROVIDE LEARNING MANAGEMENT SYSTEM  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2021-17**

**WHEREAS**, the College has a contract with Instructure, Inc. (“Instructure”) through March 2022 providing for the Canvas Learning Management System (“Canvas”) for the College, which was approved by the Trustees in Resolution 2016-49, and

**WHEREAS**, the Office of Information Technology and the Procurement Division of the College have negotiated an amendment and renewal of the software maintenance agreement (“Amendment”) for the support of the Canvas systems with Instructure which will also add a new product Studio, and

**WHEREAS**, this Amendment will provide support for an additional five (5) years through March 31, 2027 with a total cost of \$3,844,415.55, and

**WHEREAS**, it is advantageous for the College to enter into this renewal in advance of the contract termination to mitigate any interruptions to service as this is a critical piece of technology allowing Ivy Tech to deliver educational services to our students, and

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

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees hereby approves the College entering into a contract amendment and renewal with Instructure, Inc. for the maintenance and support of the Canvas Learning Management System and Studio for a term of five (5) years beginning April 1, 2022, in an amount not to exceed \$3,844,415.55, and

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

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF ENTREPRENEURSHIP DEGREE**

**RESOLUTION 2021-18**

**WHEREAS**, Ivy Tech Community College of Indiana (“Ivy Tech”) has identified the importance of providing education opportunities for its students, and

**WHEREAS**, Ivy Tech has identified needs for degree and certificate programs to support the continued development of entrepreneurs in the campus service areas, and

**WHEREAS**, Ivy Tech is committed to working together with business and industry to develop more entrepreneurs throughout Indiana, and

**WHEREAS**, the Campus Academic Officers Council, the Provost and the Senior Vice President of Workforce and Careers has reviewed the following proposed degree program(s) and recommended their approval:

**ENTREPRENEURSHIP ASSOCIATES OF APPLIED SCIENCE DEGREE**  
(60 credit hours)

**WHEREAS**, under Indiana law the State Board of Trustees is charged with analyzing the educational needs and opportunities of the State of Indiana, including an analysis of programs and pathways designed to meet workforce and employer demand.

**NOW THEREFORE BE IT RESOLVED** the State Board of Trustees of Ivy Tech Community College does hereby approve the adoption of the Entrepreneurship Degree on campuses throughout the Ivy Tech system, and

**FURTHER BE IT RESOLVED** that the State Board of Trustees authorize the submission of the proposal to the Commission for Higher Education for appropriate action.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF CONTRACT WITH  
REGIONAL INNOVATIVE STARTUP EDUCATION INC.  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2021-19**

**WHEREAS**, Regional Innovative Startup Education Inc. (“RISE”) is an Indiana nonprofit corporation offering an Applied Entrepreneurship course (“Program”) to colleges and universities, and

**WHEREAS**, Ivy Tech Community College currently offers the Program at its South Bend Campus, and

**WHEREAS**, the College desires to establish a system of entrepreneurship courses at the Bloomington, Indianapolis and Fort Wayne Campuses beginning in the Fall 2021 semester using the RISE Program, and

**WHEREAS**, the College will contract with RISE (“Contract”) to provide the curriculum for the Program and to train Ivy Tech employees to teach the Program, and

**WHEREAS**, Ivy Tech will charge and collect fees from students enrolled in the Program and pay those fees to RISE, and

**WHEREAS**, the term of the Contract will be three (3) years and begin July 1, 2021 and run through June 30, 2024 and may be extended for three (3) additional years by the College, and

**WHEREAS**, pursuant to its By-Laws the Board of Trustees must approve any contract imposing a financial obligation on the College in excess of \$500,000, unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees hereby approves the College entering into a contract with RISE to establish a system of entrepreneurship courses to be offered at the Bloomington, Indianapolis, and Fort Wayne Campuses for a term of three (3) years with the option to extend the Contract for an additional three (3) years, and

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

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL TO PURCHASE PROPERTY  
EVANSVILLE CAMPUS**

**RESOLUTION NUMBER 2021-20**

**WHEREAS**, in 2005 the Evansville Campus developed a master plan to purchase homes on the block adjacent to the northern border of the main campus, and

**WHEREAS**, fourteen of the seventeen homes were purchased by the College between 2005 and 2011, and

**WHEREAS**, the homes were leased until May 2010 when the College approved a parking lot project and the homes were razed, and

**WHEREAS**, the one remaining homeowner on the block has contacted the Evansville administration and offered to sell their property at 618 Sheridan Road (“Property”) to the College, and

**WHEREAS**, the Evansville Campus Board of Trustees has requested that the State Trustees purchase the Property in an amount not to exceed \$130,000 and the College’s Facilities and Design Council recommends acquiring the Property, and

**NOW THEREFORE BE IT RESOLVED**, that the State Trustees do hereby approve the acquisition of 618 Sheridan Road, Evansville, for an amount not to exceed \$130,000, and

**FURTHER BE IT RESOLVED**, that the State Trustees do hereby authorize and direct the President, the Assistant Secretary of the Board, and any other appropriate designated College employee to enter into the said purchase of said property and execute all necessary documents after the documents have been approved by the College Counsel.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**REQUEST FOR IVY TECH FOUNDATION TO SELL PROPERTY  
KOKOMO CAMPUS**

**RESOLUTION NUMBER 2021-21**

**WHEREAS**, the Ivy Tech Foundation, Inc. (“Foundation”), owns real estate located at 1942 E. North Street Kokomo consisting of 6.15 acres and three (3) buildings (“Property”), and

**WHEREAS**, the Foundation purchased the Property in May of 2005 and has leased the Property to the College since that time, and

**WHEREAS**, to finance the purchase of the Property in 2005, the Foundation executed a note and Mortgage with the sellers (“Mortgagees”) in which payments toward the purchase price with interest have been made, and

**WHEREAS**, the Mortgagees have agreed to release the Mortgage allowing the Foundation to sell the Property, and

**WHEREAS**, the Kokomo Campus is nearing completion of a total renovation of its campus, and

**WHEREAS**, the Kokomo Campus administration has determined that the Property is no longer needed for any purposes of the College and it would be advantageous to sell the Property to reduce the maintenance and costs associated with the continued use of the Property, and

**WHEREAS**, the Foundation has received an offer of \$675,000, before closing costs, to purchase the Property, and

**WHEREAS**, the Kokomo Campus Trustees recommend the Property be sold for the amount of the offer.

**NOW THEREFORE BE IT RESOLVED**, the Board of Trustees requests the Ivy Tech Foundation dispose of, sell and convey the Property, at the sales price of \$675,000, and that the proceeds of the sale of the Property be used by the Foundation to pay the balance on the note to the Mortgagees and use any remaining proceeds for the benefit of the Kokomo Campus.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**



**APPROVAL OF REQUEST TO SELL PROPERTY  
AT THE LOGANSPORT SITE  
KOKOMO CAMPUS**

**RESOLUTION NUMBER 2021-22**

**WHEREAS**, the Trustees of Ivy Tech Community College of Indiana (“College”) owns 2.37 acres of vacant land at its Logansport Campus that is adjacent to the East Main mini storage units (“Property”), and

**WHEREAS**, the Property is not needed for use by the College, and

**WHEREAS**, the adjoining property owners, George L. Stebbins and Scott A. Stebbins (“Buyers”), have offered \$50,000 to purchase the Property, and

**WHEREAS**, the Kokomo Campus Board of Trustees recommend the sale of the Property, and

**NOW THEREFORE BE IT RESOLVED**, that it will serve the best interests of Ivy Tech Community College to dispose of, sell and convey the Property for \$50,000 in accordance with the law of the State of Indiana, and

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

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

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**Terry W. Anker, Chairman**

**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**LAND ACQUISITION AND USE PLAN FOR THE PARTNERSHIP WITH  
FAMILY SCHOLARS HOUSE AND THE OGLE FOUNDATION  
SELLERSBURG CAMPUS**

**RESOLUTION 2021-23**

**WHEREAS**, Ivy Tech Community College of Indiana (“Ivy Tech”) serves the people of Indiana through accessible and affordable world class education and adaptive learning empowering students to achieve their career and transfer aspirations, and

**WHEREAS**, Family Scholars House (“FSH”), is a nonprofit corporation, with a focus on providing single parents and their children the support services, including housing, so they may have improved opportunities to succeed educationally, and

**WHEREAS**, the Ogle Foundation (“Ogle Foundation”) is a philanthropic nonprofit corporation, with the mission of giving back to the community by strategically funding nonprofits, activities and projects, that directly improve the lives of the citizens of Southern Indiana, and

**WHEREAS**, Ivy Tech, FSH and Ogle Foundation have developed a shared vision of collaboration on having FSH construct a building on property contiguous to the Sellersburg Campus of Ivy Tech and Ivy Tech construct a new primary entrance to the Sellersburg Campus with partial funding being provided by the Ogle Foundation (“Project”), and

**WHEREAS**, initial steps toward the completion of the Project requires Ivy Tech to acquire property from the Indiana State Police so that property may be transferred to FSH for the construction their building and Ivy Tech can construct the new entrance to the Sellersburg Campus, and

**WHEREAS**, Ivy Tech is working with Jacobi, Toombs & Lanze, Engineers and Surveyors, to create descriptions of the properties and to advise with preliminary planning for the Project, and

**WHEREAS**, pursuant to Indiana Code 21-31-2-5, and 21-36-3, real estate acquisitions or transfers of College property must be approved by the State Trustees upon request from the Campus Board of Trustees, and

**WHEREAS**, the Sellersburg Campus Trustees recommend approval of the Project.

**NOW THEREFORE BE IT RESOLVED**, the State Trustees of Ivy Tech Community College support and approve of the Project as described herein and authorize taking the actions necessary to acquire the real estate from the Indiana State Police that is needed for the Project, and

**FURTHER BE IT RESOLVED**, that once the needed property is acquired by Ivy Tech that the State Trustees transfer the appropriately described property to FSH reserving to Ivy Tech a reversion of ownership in the event FSH no longer uses said property for its intended purposes, and

**FURTHER BE IT RESOLVED**, the State Trustees do hereby authorize and direct the President, the Assistant Secretary of the Board, and any other appropriate, designated College employee to execute all necessary documents for the acquisition of property from the Indiana State Police needed for the Project, after the documents have been approved by the College Counsel.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

## **APPROVAL OF THE STUDENT FEE RATES FOR FISCAL YEARS 2022 – 2023**

### **RESOLUTION NUMBER 2021-24**

**WHEREAS**, the State of Indiana requires all State Supported Colleges and Universities to establish tuition and mandatory fees for a two-year period, and

**WHEREAS**, The College's in-state student fees are the lowest amongst all State Supported Colleges and Universities.

**NOW THEREFORE BE IT RESOLVED**, that the general fee will be \$149.55 per credit hour per semester for fewer than 12 credit hours and a flat rate of \$2,243.25 for 12 or more credit hours per semester for the 2021-22 and 2022-2023 Fall, Spring and Summer Semesters. The above general fee is for in-state tuition students, except there will be no general fee charged for senior scholars. Of the credit hour fee for students taking less than 12 credit hours, \$1 per semester credit hour shall be allocated to enrich co-curricular student life activities across the College consistent with Resolution 2013-13, for students taking 12 or more hours, \$15 per semester shall be allocated and

**BE IT FURTHER RESOLVED**, that the general fee will be \$292.57 per credit hour per semester for fewer than 12 credit hours and a flat rate of \$4,388.55 for 12 or more credit hours for the 2021-22 and 2022-2023 Fall, Spring and Summer Semesters for out-of-state students. Of the credit hour fee for students taking less than 12 credit hours, \$1 per semester credit hour shall be allocated to enrich co-curricular student life activities across the College consistent with Resolution 2013-13, for students taking 12 or more hours, \$15 per semester shall be allocated and

**BE IT FURTHER RESOLVED**, that an Ivy + course material fee of \$19 per credit hour will be assessed to all students for the provision of course materials.

**BE IT FURTHER RESOLVED**, that the technology fee will be \$75.00 for both 2021-2022 and 2022-2023 per student per semester, except there will be no technology fee charged for high school-based dual credit and building trades apprentice students, and that the proceeds of the technology fee will be used for the technology needs of the College and technology-driven tools to increase student communication, engagement and experience, and

**BE IT FURTHER RESOLVED**, that there will be a charge of \$20.00 for 2021-2022 and 2022-2023 per semester credit hour for Internet-based distance education courses to be used for the development of statewide distance education programs and other costs associated with providing distance education, and

**BE IT FURTHER RESOLVED**, that there will be a charge of \$125 per semester for students in the Nursing Program, the Practical Nursing Program or Dental Hygiene Program, a charge of \$25 per semester for students in the Paralegal Program, a charge of \$200 per semester for students in the Radiation Therapy Program, a charge of \$900 per semester for students taking 12

or more hours in the Ivy Honors program and a charge of \$750 per semester for students taking under 12 hours in the Ivy Honors program and

**BE IT FURTHER RESOLVED**, that these fees will remain effective for two years or until modified by the State Trustees.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF THE COLLEGE 2021 - 2022 FISCAL YEAR  
OPERATING BUDGET**

**RESOLUTION NUMBER 2021-25**

**WHEREAS**, the 2021-2022 fiscal year internal operating budget for the College needs to be adopted, and

**WHEREAS**, the general fund unrestricted recurring operating revenue estimate for the 2021-2022 fiscal year, as recommended by the administration, totals \$503,148,571 and general fund unrestricted operating reserve totals \$308,608,963, as illustrated on Exhibit A as attached hereto, and

**WHEREAS**, the operating expenditure budget is within this revenue as projected, as illustrated on Exhibit B as attached hereto, and

**WHEREAS**, additional restricted funds are anticipated, and expenditures are to be budgeted within these projections.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees does hereby approve the revenue estimates and budget allocations for the 2021-2022 fiscal year as attached hereto (Exhibits A and B) at a total of \$811,757,534 and

**BE IT FURTHER RESOLVED**, that each budget allocation as hereby approved shall be adjusted by the Senior Vice President/Chief Financial Officer as authorized by the President after the year end 2020-2021 closing to reflect the actual revenue and expense budget of each such unit, and

**BE IT FURTHER RESOLVED**, the Senior Vice President/Chief Financial Officer, as directed by the President, shall affect a reduction or increase to these budget allocations as necessary in order to maintain a balanced budget for the fiscal year. Such action may occur whenever it is determined that budgeted revenue is not being collected as has been projected, or to adjust for a significant shift in enrollment between campuses or sites, or to adjust for changes in other income or expenses. All such budget increases or decreases during the fiscal year shall be reported to the Board by the Senior Vice President Chief/Financial Officer at its next meeting subsequent to such action by the President, and

**BE IT FURTHER RESOLVED**, that the amounts included in the Reserve Accounts may be allocated to the respective campuses and sites as needed for the specified purposes by the Senior Vice President/Chief Financial Officer when approved by the President, and

**BE IT FURTHER RESOLVED**, that the restricted funds awarded to the College may be expended for their intended purposes within the mission of the College, and that addition of such funds will be reported to this Board by the Senior Vice President/Chief Financial Officer at its next board meeting, and

**BE IT FURTHER RESOLVED**, that debt service funds may be expended for the payment of interest, principal reduction, or other related costs, and that expenditures in excess of \$500,000 will be reported to this Board at its next board meeting following such expenditure by the Senior Vice President/Chief Financial Officer, and

**BE IT FURTHER RESOLVED**, that revenues received from Auxiliary Enterprises, may be expended for their intended purpose of paying for the obligations of the Auxiliary Enterprises Fund, and

**BE IT FURTHER RESOLVED**, that the Board approves the annual allocation of funds for all utilities, local phone service and postage, the projected expenditure of \$46,700,000 for employee health savings accounts, health and dental insurances and administrative costs, and the specific contracts listed on Exhibit C that obligates the College to expenditures exceeding \$500,000 and authorizes the President to enter into such contracts with the vendors listed or with alternative vendors if circumstances warrant, with any such changes reported to the Board at its next regularly scheduled meeting.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**EXHIBIT A**

**IVY TECH COMMUNITY COLLEGE OF INDIANA  
2021-22 TOTAL OPERATING REVENUE ESTIMATE**

**State Appropriation:**

General - Operating	\$ 229,890,923	
Dual Credit	17,073,720	
Fee Replacement	<u>28,938,873</u>	
Total State Appropriation		\$ 275,903,516

**Tuition and Mandatory Student Fees:**

In-State - Less than 12 Cr. Hrs. \$149.55/Cr. Hr., 12 or more Cr. Hrs. Flat Rate \$2,243.25	\$ 166,963,189	
Out-of-State - Less than 12 Cr. Hrs. \$297.57/Cr. Hr., 12 or more Cr. Hrs. Flat Rate \$4,388.55	8,656,455	
Out-of-State Distance Education - Summer Only \$175.38 /Cr. Hr.	<u>1,598,005</u>	
Total Student Fees		\$ 177,217,649
(\$1,085,967 - Student Activity Internal Allocation - \$1.00/cr.hr. is included in the \$177,217,649)		
Internet-Based Distance Ed Fee - \$20.00 Per Credit Hour (\$0 Increase)		\$ 11,314,530
Technology Fee - \$75 Per Semester (\$0 Increase)		\$ 10,455,975

**Transfers In:**

Lawrenceburg Project - 2020-21 Gaming Revenue	<u>\$ 100,000</u>	
Total Transfers In		\$ 100,000

**Other Revenue:**

Campus Estimates:		
Miscellaneous Fees		
-- Regular Credit	\$ 11,015,971	
-- Non-Credit & Workforce Alignment Charges	6,849,042	
Other Income (Gifts, Grants, Overhead, etc.)	2,402,431	
College-wide	2,346,469	
Departmental Other Revenue	842,988	
Investment Income	<u>4,700,000</u>	
Total Other Revenue		<u>\$ 28,156,901</u>

**Total Unrestricted Operating Revenue Estimate** **\$ 503,148,571**

2020-21 Year-end Close Reserve Estimates \$ 308,608,963



EXHIBIT B

IVY TECH COMMUNITY COLLEGE OF INDIANA  
SUMMARY OF ALL RECOMMENDED ALLOCATIONS BY SITE

<u>Campus/Site</u>	<u>2021-22 Recommended Budget Allocation</u>	<u>2020-21 Year-end Reserve Estimate</u>	<u>Total</u>
Lake County	\$ 18,016,272	\$ 3,257,000	\$ 21,273,272
Valparaiso	\$ 13,935,562	\$ 2,915,000	\$ 16,850,562
Michigan City	3,089,679	1,361,000	4,450,679
Total Valparaiso	\$ 17,025,241	\$ 4,276,000	\$ 21,301,241
South Bend/Elkhart	\$ 20,284,818	\$ 3,560,000	\$ 23,844,818
Fort Wayne	\$ 32,190,790	\$ 6,944,961	\$ 39,135,751
Warsaw	3,351,930	1,059,967	4,411,897
Total Fort Wayne	\$ 35,542,720	\$ 8,004,928	\$ 43,547,648
Lafayette	\$ 23,185,145	\$ 11,123,635	\$ 34,308,780
Kokomo	\$ 13,220,598	\$ 4,995,420	\$ 18,216,018
Logansport	2,379,201	1,649,928	4,029,129
Total Kokomo	\$ 15,599,799	\$ 6,645,348	\$ 22,245,147
Muncie	\$ 15,162,962	\$ 2,950,865	\$ 18,113,827
New Castle	1,095,542	399,670	1,495,212
Total Muncie	\$ 16,258,504	\$ 3,350,535	\$ 19,609,039
Anderson	\$ 7,235,456	\$ 3,824,444	\$ 11,059,900
Marion	\$ 4,843,640	\$ 2,053,805	\$ 6,897,445
Terre Haute	\$ 20,636,169	\$ 8,416,771	\$ 29,052,940
Greencastle	1,454,439	506,830	1,961,269
Total Terre Haute	\$ 22,090,608	\$ 8,923,601	\$ 31,014,209
Indianapolis	\$ 63,345,691	\$ 17,411,219	\$ 80,756,910
Hamilton County	\$ 5,042,884	\$ 479,890	\$ 5,522,774
Richmond	\$ 9,976,656	\$ 6,362,603	\$ 16,339,259
Columbus	\$ 12,873,475	\$ 7,383,001	\$ 20,256,476
Franklin	2,439,868	809,026	3,248,894
Total Columbus	\$ 15,313,343	\$ 8,192,027	\$ 23,505,370
Madison	\$ 6,210,291	\$ 4,480,840	\$ 10,691,131
Lawrenceburg	\$ 6,768,205	\$ 2,095,950	\$ 8,864,155
Batesville	1,299,809	370,000	1,669,809
Total Lawrenceburg	\$ 8,068,014	\$ 2,465,950	\$ 10,533,964
Evansville	\$ 21,239,811	\$ 6,538,380	\$ 27,778,191
Sellersburg	\$ 17,307,625	\$ 9,836,876	\$ 27,144,501
Bloomington	\$ 20,077,162	\$ 6,314,436	\$ 26,391,598
<b>Total Campuses/Sites</b>	<b>\$ 346,663,680</b>	<b>\$ 117,101,517</b>	<b>\$ 463,765,197</b>
President's Special Projects Fund	\$ 1,000,000		\$ 1,000,000
College-wide Accounts	55,128,348		55,128,348
Office of Information Technology	35,305,461		\$ 35,305,461
Hubs	521,882		521,882
Transfers Out	30,328,911		30,328,911
State-wide Support	34,200,289	191,507,446	225,707,735
<b>Total College</b>	<b>\$ 503,148,571</b>	<b>\$ 308,608,963</b>	<b>\$ 811,757,534</b>

**EXHIBIT C**

**ANNUAL CONTRACTS OBLIGATING THE COLLEGE TO  
EXPENDITURES EXCEEDING \$500,000**

<b>Service/Line of Coverage</b>	<b>Estimated Amount</b>	<b>Vendor</b>
<b>Health Plan</b>		
Employee Group Medical Insurance	\$ 44,400,000	Anthem, CVS Caremark, Chard Snyder
Employee Group Dental Insurance	\$ 2,300,000	Delta Dental
<b>Risk Management</b>		
Risk Mgmt. Broker/Consultant, Property, Crime, Fiduciary, Auto, Fine Arts, Out of State Worker's Comp, General, Umbrella, Professional, Educator's Legal Liability, Internship Professional Liability, Medical Professional, Foreign Liability, Aviation, Cyber Liability, Worker's Compensation (Excess and TPA), Student Accident, International Student, Catastrophic Accident	\$ 2,800,000	Willis Towers Watson, Liberty Mutual, Travelers, United Educators, Old Republic Insurance Co., Beazley (Lloyd's London), ACE American Insurance Co., Midwest Employers Casualty Company, XL Specialty, AIG, Capitol Specialty Insurance Corp, CHUBB, National Union Fire Ins. Company of Pittsburg, FM Affiliated and JWF
Unemployment	\$ 1,000,000	Equifax and Department of Workforce Development

**APPROVAL OF CONTRACT FOR PURCHASE AND SALE OF NATURAL GAS  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2021-26**

**WHEREAS**, pursuant to Resolution 2018-3, the College consolidated and aggregated the purchase of natural gas on a system wide basis to generate cost savings and efficiencies, and

**WHEREAS**, since 2014 the College has solicited proposals for the purchase of natural gas through a reverse auction process, and

**WHEREAS**, the College has engaged PRX Energy, to conduct a reverse auction to procure natural gas for the College and to assist the College with utility and supplier contract negotiation and transition services, and

**WHEREAS**, the College's natural gas volumes have again been pooled with several private independent institutions of higher education operating in Indiana to achieve additional economies of scale and improved pricing, and

**WHEREAS**, it is anticipated that the reverse auction to procure natural gas for the College will be conducted in the Summer of 2021, for purchases commencing October 1, 2021, for a period of up to thirty-six (36) months.

**NOW THEREFORE BE IT RESOLVED**, the Treasurer is hereby authorized to solicit proposals for the College's purchase of natural gas through a reverse auction process, and

**BE IT FURTHER RESOLVED**, the Treasurer is hereby authorized to execute the Base Contract for Sale and Purchase of Natural Gas, Transaction Confirmations and any Special Provisions, and

**BE IT FURTHER RESOLVED**, the Treasurer is hereby authorized to execute any and all further documents, agreements or certificates to effectuate the purchase and sale of natural gas for the College after the documents have been approved by the College General Counsel.

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

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**Terry W. Anker, Chairman**

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**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF AMENDMENT TO CONTRACT  
WITH BARNES & NOBLE FOR BOOKSTORE OPERATIONS  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2021-27**

**WHEREAS**, Resolution 2019-17 approved a five year contract with Barnes and Noble to provide bookstore management operations on the College's campuses throughout the State of Indiana, and

**WHEREAS**, the College will be assessing a \$19 per credit hour inclusive access fee ("Ivy+") to students for course materials beginning in the fall 2021 semester, and

**WHEREAS**, Barnes and Noble will manage Ivy+ on behalf of the College and be responsible for the procurement of textbooks and course materials for students, and

**WHEREAS**, the College has negotiated an amendment to the contract with Barnes and Noble for the management of the Ivy+ program, and

**WHEREAS**, Barnes and Noble will charge the College \$19 per credit for all courses for all students participating in the Ivy+ program, and

**WHEREAS**, the contract amendment will change the compensation for Barnes and Noble from a commission based fee to a management fee, and

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

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President, and any other appropriate College employee, to enter into an amendment to the contract with Barnes and Noble to manage the Ivy+ program such amendment has been approved by the College General Counsel.

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

\_\_\_\_\_  
**Terry W. Anker, Chairman**

\_\_\_\_\_  
**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF CONTRACT FOR CUSTODIAL SERVICES  
KOKOMO CAMPUS**

**RESOLUTION NUMBER 2021-29**

**WHEREAS**, the Kokomo Campus issued a Request for Proposal (RFP) on February 8, 2021, for custodial services in the Kokomo Service Area, and

**WHEREAS**, responses to the RFP were received on March 5, 2021, and

**WHEREAS**, Nishida Services, Inc., was determined to be the lowest and best bid with the following total annual price of \$365,664.00 for two years with an option for a third year in the amount of \$365,664.00 for all custodial services in the Kokomo Service Area, and

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

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees do hereby authorize and direct the President of the College, or any other officer of the College designated by the President, to sign the proposed two year agreement with an option for a third year with Nishida Services, Inc., in an amount not to exceed \$1,096,992.00 to provide the Kokomo Campus and Kokomo Service Area with custodial services with the terms described above after the agreement has been approved by the College General Counsel.

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

\_\_\_\_\_  
**Terry W. Anker, Chairman**

\_\_\_\_\_  
**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

**APPROVAL OF CONTRACT FOR SECURITY SERVICES  
BLOOMINGTON CAMPUS**

**RESOLUTION NUMBER 2021-30**

**WHEREAS**, the Bloomington Campus requests approval to award a contract for security services for three years beginning July 1, 2021 through June 30, 2024, and

**WHEREAS**, G4S Secure Solutions proposed the lowest bid to provide security services for the three-year period for the amount of \$837,567.12, and

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

**NOW THEREFORE BE IT RESOLVED**, the Board of Trustees does hereby recommend that the proposed contract for security services be awarded to G4S Secure Solutions.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees do hereby authorize and direct the President of the College, or any other officer of the College designated by the President, to sign the proposed three year agreement with G4S Secure Solutions, in an amount not to exceed \$837,567.12 to provide the Bloomington Campus and Bloomington Service Area with security services with the terms described above after the agreement has been approved by the College General Counsel.

**STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE**

\_\_\_\_\_  
**Terry W. Anker, Chairman**

\_\_\_\_\_  
**Andrew Wilson, Secretary**

**Dated: June 3, 2021**



IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# Academics & Student Experience



June 3, 2021



# Academics & Student Experience

## AGENDA

1

### **K-14 Update**

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

2

### **InsideTrack Student Success Coaching Contract Renewal**

Cory Clasemann, Vice President for Student Success

3

### **IvyLearn (Canvas) – Contract Renewal**

Matthew Pittman, Assistant Vice President Education Technology





# Academics & Student Experience

## AGENDA

4

### Associate of Applied Science Entrepreneurship

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

5

### Enrollment Update

Jo Nahod-Carlin, Vice President of Recruitment & Enrollment



# K-14 Update

Rebecca Rahschulte

Vice President of K-14 Initiatives &  
Statewide Partnerships

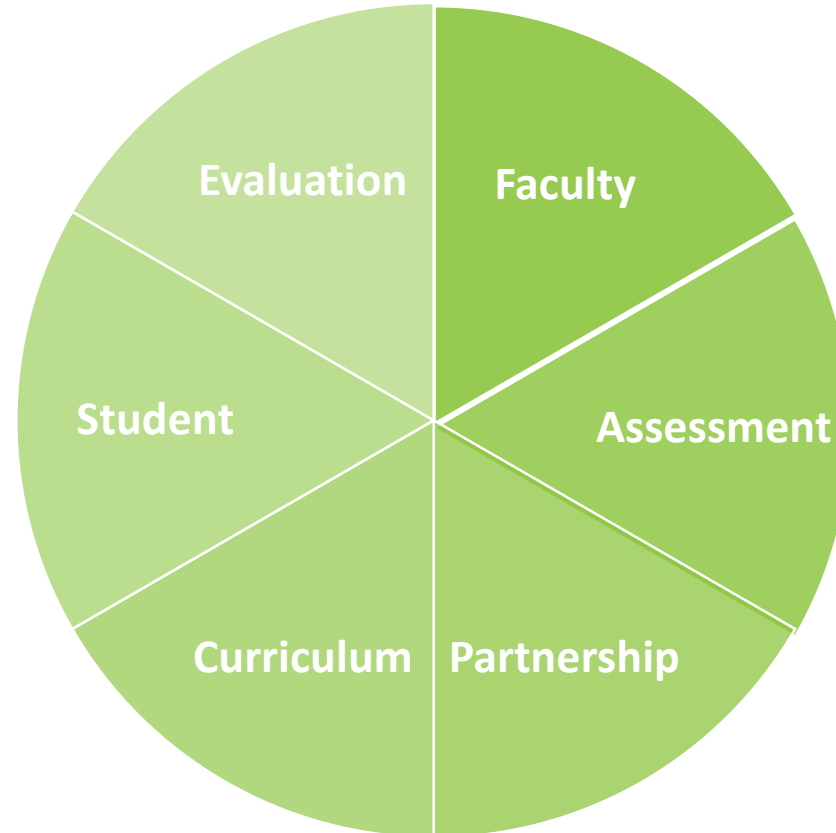


# K-14 Update



## NACEP Accreditation Update

**NACEP is a national accrediting body with standards that ensure the academic rigor of dual credit courses and their alignment with on-campus programming while advancing college in high school initiatives and policy.**





# K-14 Update



## NACEP Accreditation Timeline

<b>Objective</b>	<b>Deadline</b>	<b>Status</b>
<b>Self Study (Continuous Quality Improvement)</b>	<b>Since October 2019</b>	<b>CONTINUOUS</b>
<b>Pre-Application Submission</b>	<b>February 26<sup>th</sup>, 2021</b>	<b>COMPLETED</b>
<b>NACEP "Readiness" Response</b>	<b>April 15<sup>th</sup>, 2021</b>	<b>COMPLETED</b>
<b>Full Application</b>	<b>July 1<sup>st</sup>, 2021</b>	<b>IN PROGRESS</b>
<b>Commissioner &amp; Peer Review Team Assigned</b>	<b>July-August 2021</b>	
<b>Additional Evidence Submission, Phone Conference, &amp; Site Visit</b>	<b>October 2021-March 2022</b>	
<b>Final Determination</b>	<b>May 2022</b>	



# K-14 Update



## Crossing the Finish Line Initiative

- “Crossing the Finish Line” partnership with IDOE & ICHE
- Targeting all high school students who are “near completers”
- Providing tuition, fees, and books for summer 2021 will accelerate their completion of an Ivy Tech credential
- Funding for transcript requests will assist students with transfer for Advanced Placement (AP) credit and dual credits
- Funding for CLEP testing will also be a method to award credit toward a completion



INDIANA COMMISSION for  
HIGHER EDUCATION





# K-14 Update



## Indiana Summer Bridge Program



INDIANA COMMISSION for  
HIGHER EDUCATION



Education  
Strategy  
Group

- “Indiana Summer Bridge” Program is a partnership with IDOE & ICHE
- Targeting graduating high school seniors who have not met pre-determined college readiness benchmarks to help bridge high school to college.
- Students enroll at no cost in student success course (IVYT 111) providing students skills to navigate college.





# InsideTrack Student Success Coaching Contract Renewal

**Cory Clasemann**

Vice President for Student Success



# InsideTrack Contract Renewal



## Student Success Coaching History

- Originated in 2014 with 21<sup>st</sup> Century Scholar students
- \$1,023,250 per year for 1-year with optional second year
- 1,300 21st Century Scholar, African American, Latino, and Multiracial
- 4,950 online students receiving “strong start” coaching through first four weeks of term

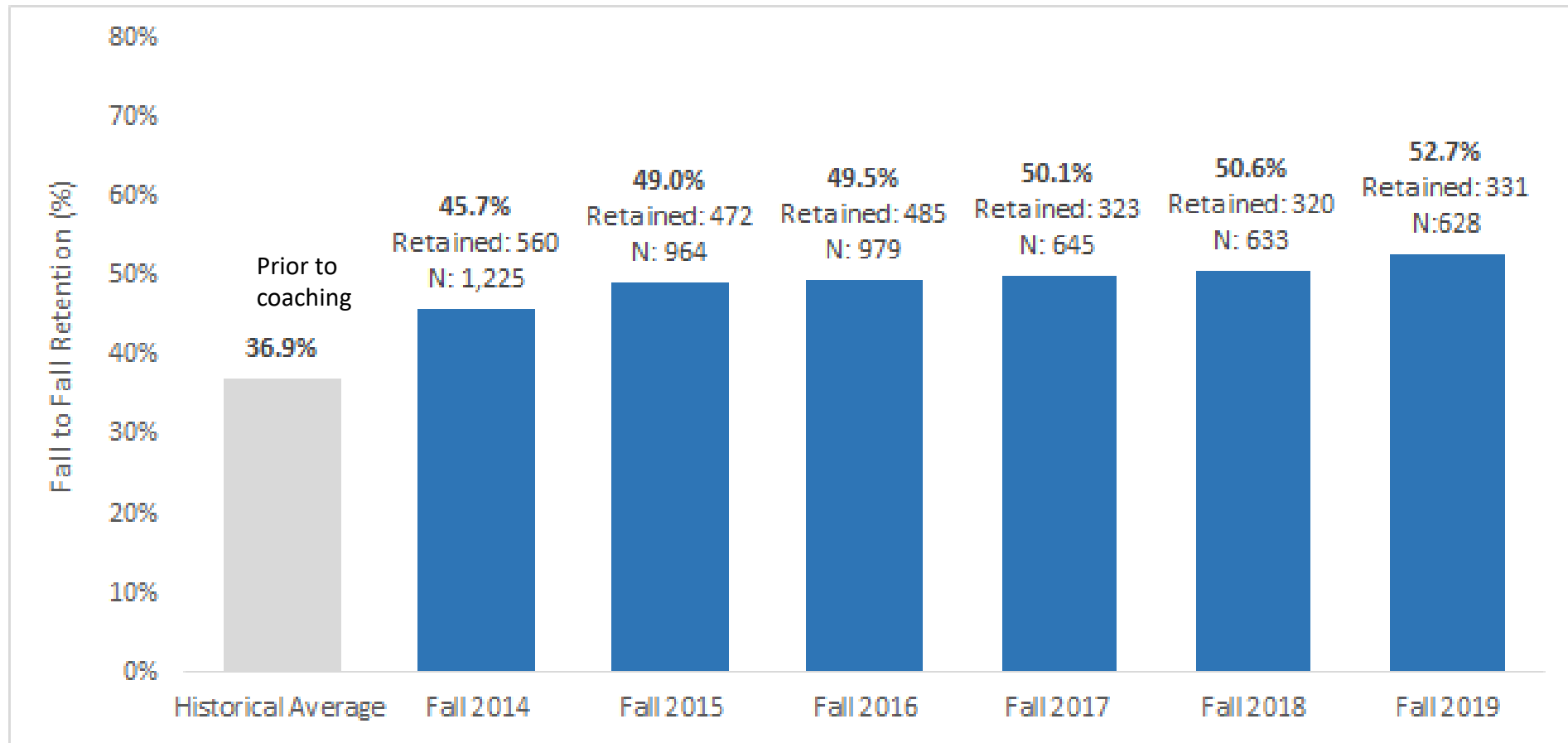




# InsideTrack Contract Renewal



## Results History: First Time, Full Time 21st Century Scholars - Fall to Fall Retention





# InsideTrack Contract Renewal



## Results History: Strong Start Course Past Rates – Fall 2020

	College Algebra (MATH136)	Computing Logic (SDEV120)	Database Design and Management (DMBS110)	English Composition (ENGL111)	Fundamentals of Public Speaking (COMM101)	Hardware/Software Support (ITSP135)	Informatics Fundamentals (INFM109)
Fall 2020 Strong Start Course Pass Rate	48.7%	65.1%	78%	63.9%	69.3%	75.6%	79.2%
3 Year Historical Average	46.6%	54.8%	61%	49.5%	62.8%	68.7%	69.2%

	Introduction to American Government (POLS101)	Introduction to Psychology (PSYC101)	Introductory Biology (BIOL101)	Managerial Accounting (ACCT102)	Medical Terminology (HLHS101)	Music Appreciation (HUMA118)
Fall 2020 Strong Start Course Pass Rate	74%	77.9%	73.6%	79.5%	77%	74.6%
3 Year Historical Average	66%	64.3%	62.4%	73.3%	73%	68.3%



# IvyLearn (Canvas) – Contract Renewal

**Matthew Pittman**

Assistant Vice President Education Technology



# IvyLearn (Canvas) – Contract Renewal



- 5-year contract
  - 3 years + 2 optional 1-year renewals
  - Optional renewals are held at year 3 pricing
  - Includes addition of Canvas Studio
- Total Cost Over 5 years - \$3,844,416
  - Year 1 - \$747,226
  - Year 2 - \$762,219
  - Years 3-5 - \$778,323
- Savings - \$485,804



# IvyLearn (Canvas) – New Features



## Canvas New Analytics

- Metrics to track student progress
- Individual student performance visuals with course activity insights
- Allows immediate interactions with students to provide feedback or encouragement

## Canvas Studio

- New media management and creation platform
- Offer insights into how media is being consumed
- All users now have video creation and editing tools





# Associate of Applied Science in Entrepreneurship

**Aaron Baute**

Vice President of Business, Logistics, and Supply Chain



# AAS Entrepreneurship



## Why an Associate of Applied Science in Entrepreneurship?

- A student who is completing a Software Development Certificate could combine it with the Entrepreneurship CT with both stacking into the Applied Associate Degree in Entrepreneurship.
- Why now?
  - School of Entrepreneurship
  - Partnership with RISE
  - Curriculum restructure





# Enrollment Update

**Jo Nahod-Carlin**

Vice President of Recruitment & Enrollment Management

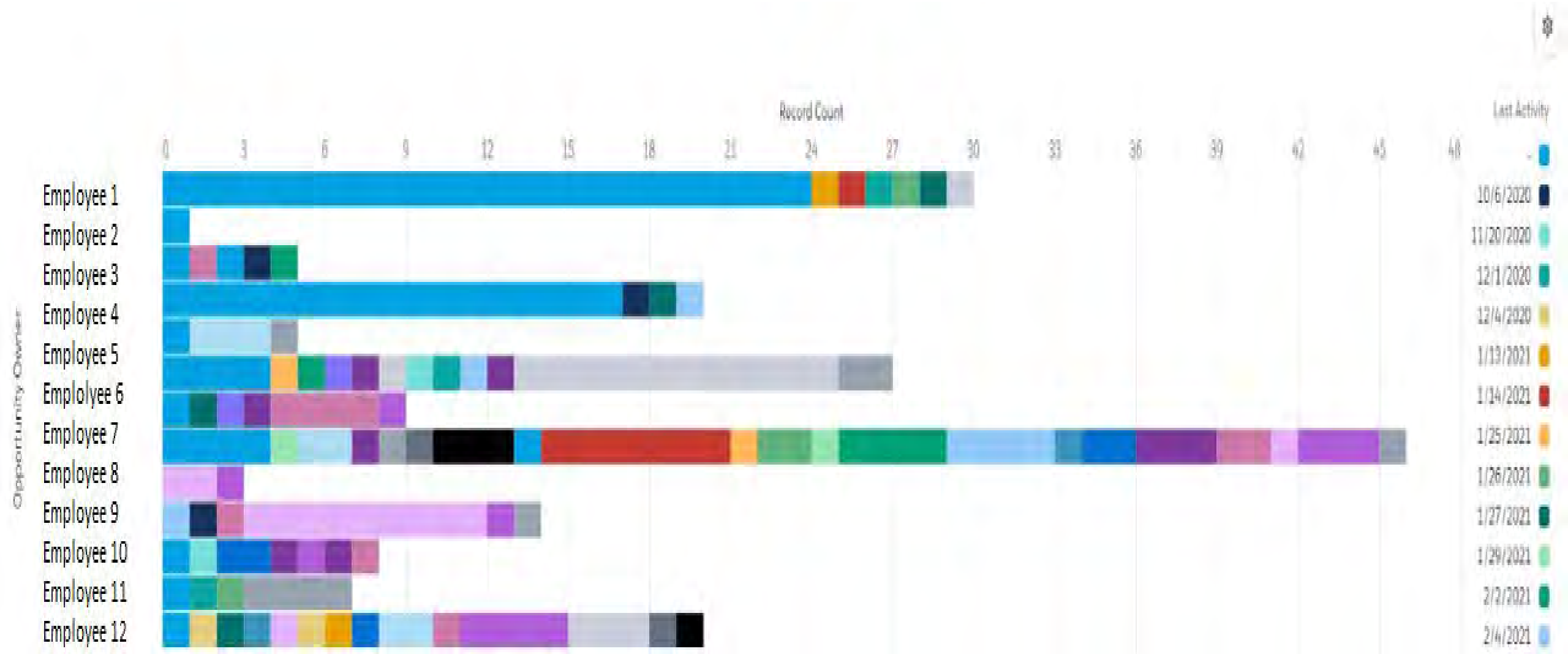




# Enrollment Update



## Recruitment & Enrollment Initiatives





# Enrollment Update



## MEET YOUR COACH

### ERIN BRINDLE



#### ERIN BRINDLE

Hometown: Paris, IN

Where did you attend college? Ball State University

What was your major? Bachelor's Degree: Marketing, Sport Administration (MBA), Social Administration

Interesting fact about me? I can recall the sound of a car horn. I can't go through a red light without crying.

Fun fact: Teaching Business to students will cause me to cry, be angry, and most importantly, bring a mom to two fantastic boys.

What I love about Ivy Tech Kokomo: I love that, as a student at Ivy Tech, you are not just another number. You will have a faculty member who will be recognizing your hard work, celebrating your accomplishments, and helping you through your struggles.

Enough to say goodbye to you? College and Career Connection. Luckily, my main job is to help you get to your end goal. At the end of the day, we are together trying to make sure you are successful.

Let's talk!  
jbrindle@ivytech.edu  
(765) 507-2224



## MEET YOUR COACH

### Tashawnda Brown-Weston



#### TASHAWNDA BROWN-WESTON

Hometown: Kokomo, IN

Where did you attend college? Ivy Tech Community College - Kokomo, IN Kokomo

What was your major? Associate's Degree in Business Administration

Interesting fact about me? I love using social media.

Hobbies: I enjoy spending time with family and trying to recreate what I see on Instagram.

What I love about Ivy Tech Kokomo: As Ivy Tech Kokomo, I just love that the college is growing and we are all excited to watch the growth and success of our students.

Message to my students: There is nothing wrong with asking for help. I am here to help you and I am here to assist you.

Let's talk!  
tbrown@ivytech.edu  
765-252-4590



1875 E. Morgan St.  
Kokomo, IN 47401





# Enrollment Update



## Project Hoosier Recruit – What’s New?

### NEW! Prototype 4 “Continuous Care Network”

#### Team 1

Schools: Health  
Sciences and  
Nursing

1 Recruiter  
1 SSP  
5 Advisors  
Faculty Mentors  
1 Career Coach  
1 Student  
Ambassador

#### Team 2

Schools: Tech  
and IT

1 Recruiter  
1 SSP  
3 Advisors  
Faculty Coaches  
1 Career Coach  
1 Student  
Ambassador

#### Team 3

Schools: SASE

1 Recruiter  
1 SSP  
3 Advisors  
Faculty Advisors  
1 Career Coach  
1 Student  
Ambassador

#### Team 4

Schools:  
Business and  
Public/Social  
Services

1 Recruiter  
1 SSP  
3 Advisors  
Faculty Mentors  
1 Career Coach  
1 Student  
Ambassador



# Enrollment Update



## Adult Student Enrollment: Taking Hoosiers to the Next Level 1.c

### Overview

- Targeted Semester: Summer 2021
- Continued partnership with DWD
- Campuses select programs that are in demand and have capacity to promote

### Outreach Strategy

- SO is engaging those who applied but did not enroll in THNL through campaigns
- Campuses can increase target pool with their own outreach

### Career Coaching as a Key

- 1:1 coaching for individuals seeking and needing additional attention
- Availability and information regarding a variety of tools and services
- Career and job fairs with individual and multiple employers



# Enrollment Update



## Traditional Student Enrollment: Senior Exit Interviews, Crossing the Finish Line, Summer Bridge Program

### **Senior Exit Interview Program: Target Date May**

Statewide initiative to conduct virtual interviews targeting the following high school senior populations:

- For students who have received dual credit
- For students without a plan or students whose plans may have recently changed
- Assist high schools in capturing data

### **Crossing the Finish Line: Target Date Summer Semester 2021**

### **Summer Bridge Program: Target Date Summer Semester**



**THANK YOU!**

**Questions?**



IVY TECH  
COMMUNITY COLLEGE

## AUDIT COMMITTEE

The report will be given at the State Board of Trustees Meeting on June 3, 2021.

The report will be available the week of May 31, 2021.





IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# Finance & Budget Committee Report



June 3, 2021





# State Board of Trustees

## AGENDA

- 1 Ivy+ Tuition & Fee Recommendation
- 2 FY 2022 Budget Development
- 3 FY 2021 Update
- 4 Vacation Policy
- 5 Natural Gas





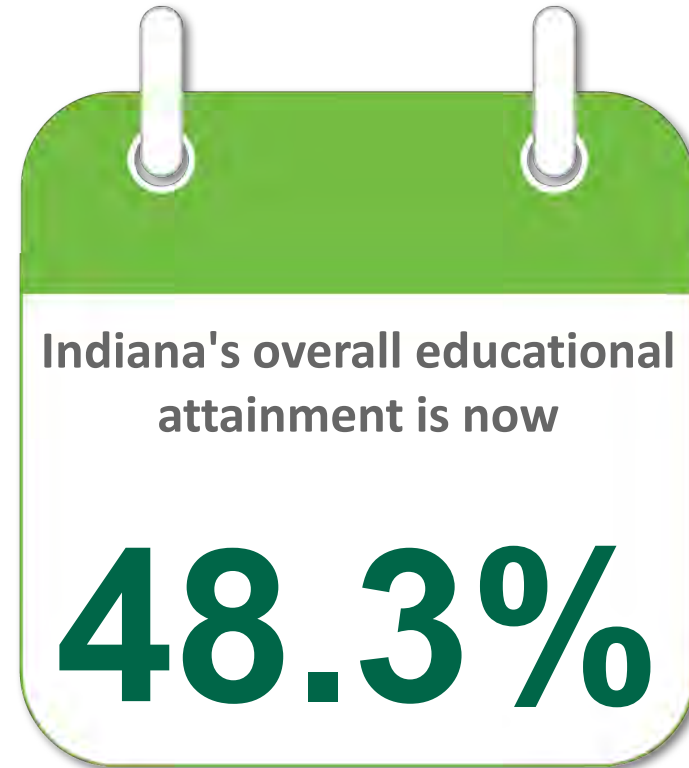
Ivy+

Ivy+ (Banded & Inclusive Tuition)

IVY TECH



# Indiana's Attainment Goal





# Indiana's Workforce



**500,000 jobs will require  
a sub-baccalaureate  
degree by 2025**





# Ivy+ Tuition & Summer-Flex



Banded tuition transforms the way Ivy Tech structures tuition by charging same **full-time rate** for students enrolled in 12 or more credits



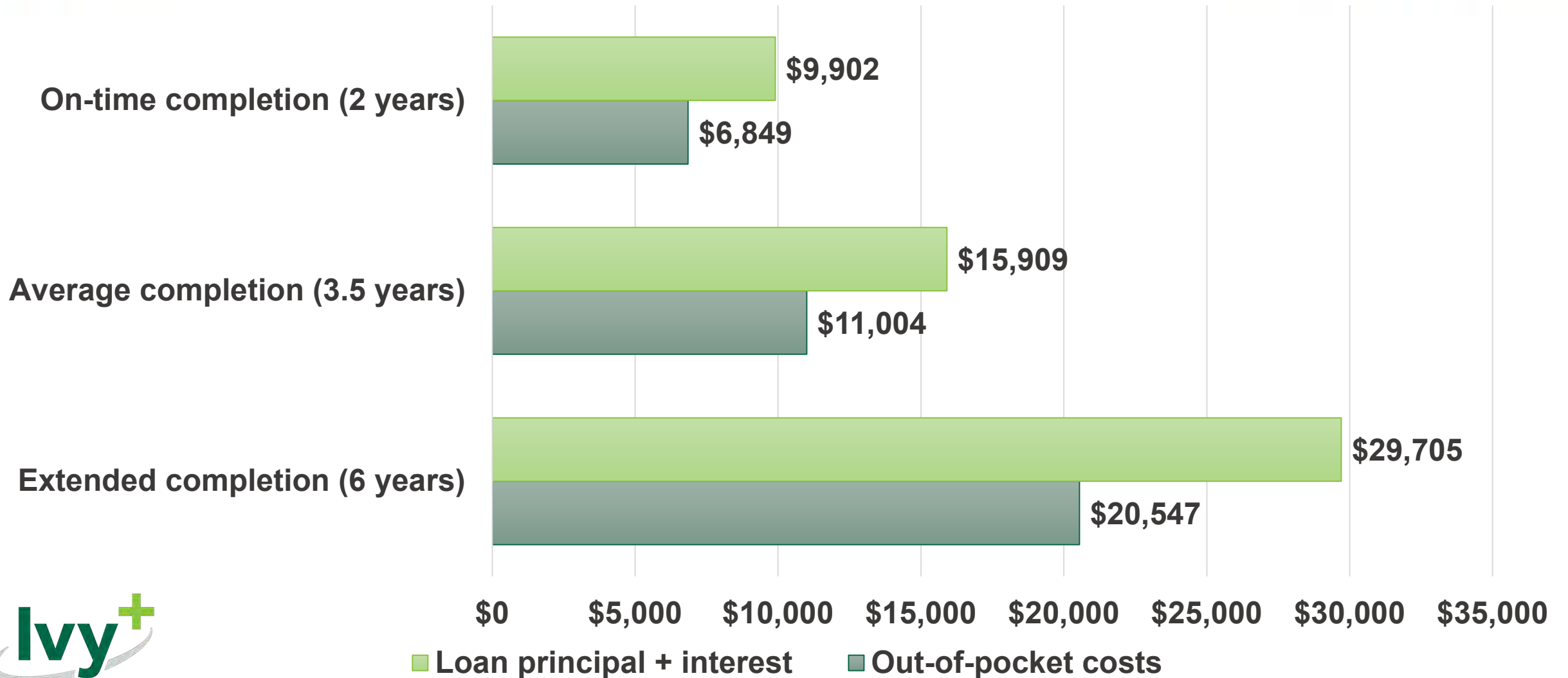
Encourages students to enroll in more courses and **improves persistence and completion rates**



Summer-Flex benefits **full-time students** who do not take 15 credits in Fall and Spring, allowing them to take remaining credits over the summer **reaching 30 credits for the year**



# Saving Students Time & Money







# Credit Completion in Action



*Brandi Lambertson, 21st Century Scholar  
2020 Graduate, Ball State University  
2017 Graduate, Ivy Tech Community College*

The number of 21st Century Scholars completing 30 or more credits **more than doubled** at Indiana's community colleges

Scholars taking 30 or more credits **completed a greater percentage of those credits** compared to students taking a lighter course-load





# Credit Intensity & Student Outcomes



**6.4 percentage points  
more likely to graduate**

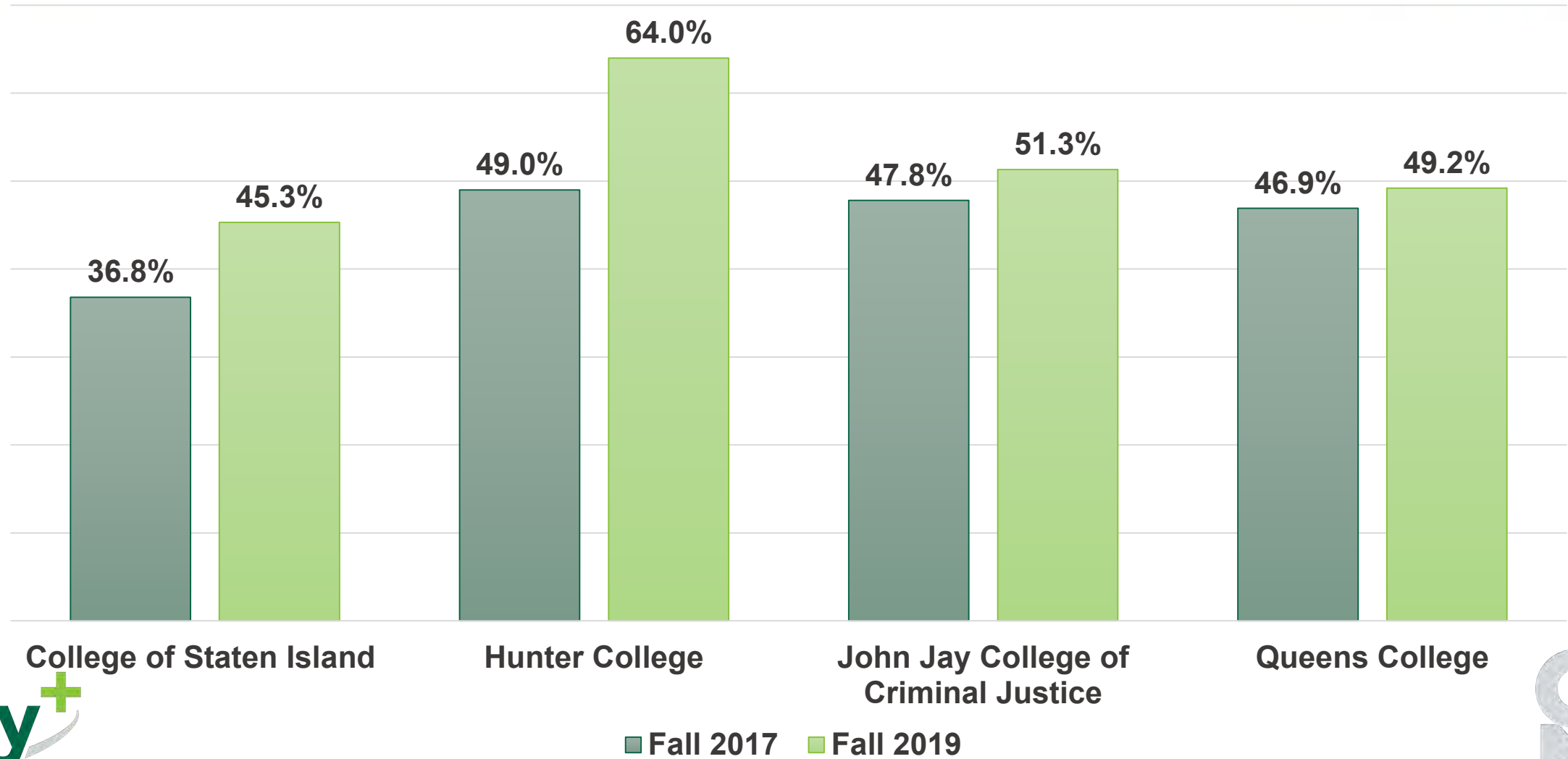
**Improved student retention  
by 15 percentage points**







# Credit Completion in Action



■ Fall 2017 ■ Fall 2019





# Improving Student Outcomes & Fostering Innovation



2-year Model



4-year Model



Indiana Model





# Need for Access & Affordability



**85% of faculty agree students  
achieve higher grades with  
course materials**



**89% of college presidents  
believe course materials cost  
too much**



# Ivy+ Inclusive Tuition



Ivy+ ensures students are **better prepared** and have **access** to their course materials on or before the first day of class



Ivy+ will include **required digital course materials** through Barnes & Noble

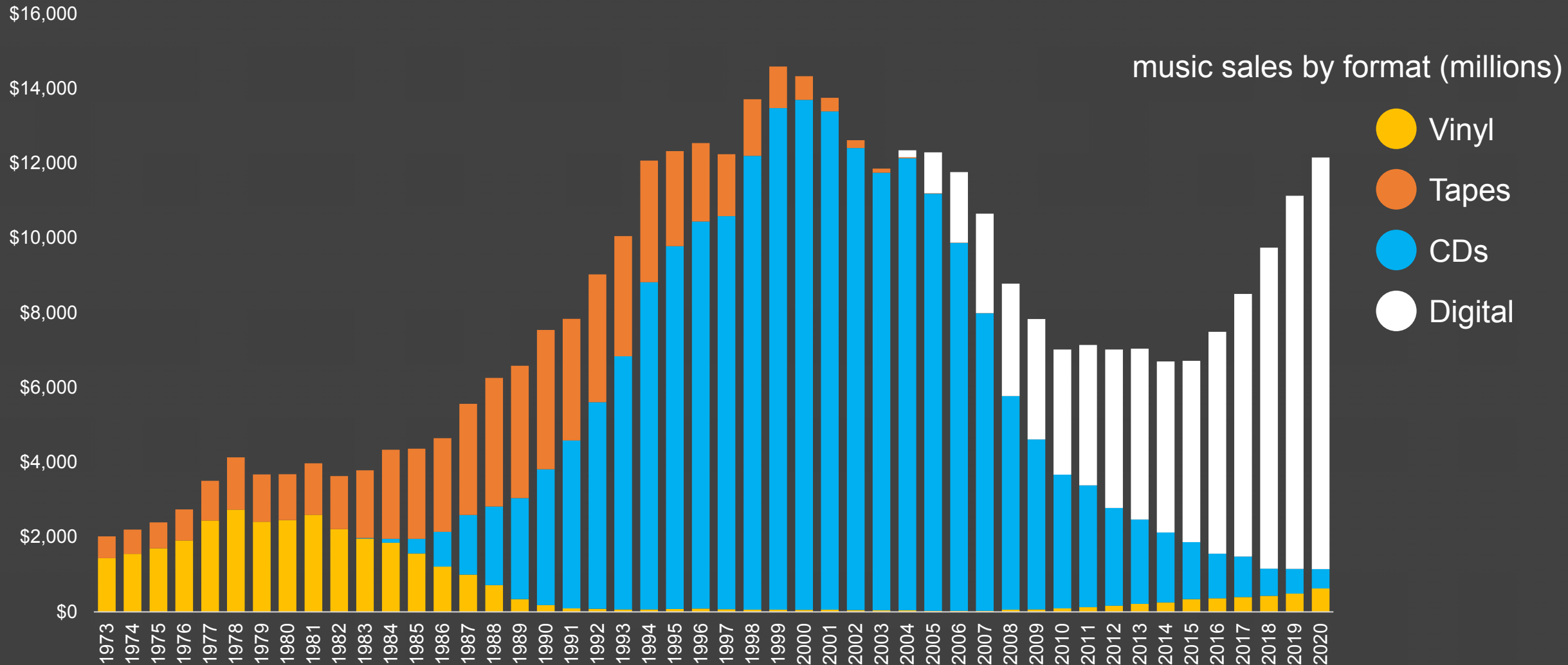


Ivy+ guarantees **equitable access, increased transparency**, and a **seamless** student experience





# Shift to Digital/Streaming



Source: Recording Industry Association of America



# Digital-first Trends



Digital course materials result in **better grades, higher retention rates, and improved learning**

In 2020, **1 in 5** course materials were digital compared to **1 in 7** in 2019

eBook utilization increased **9 percentage points** to **62%** nearly doubling since 2016



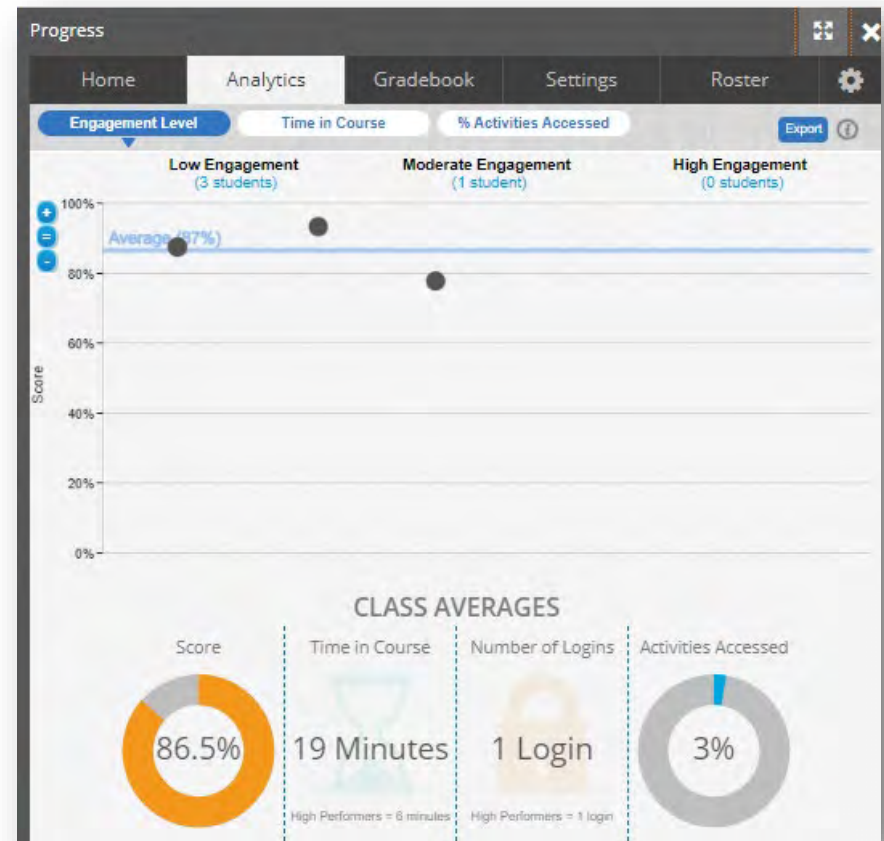


# Improving Student Outcomes



**Analytics** incorporated in digital platforms help instructors **track performance and identify at-risk students**

Cengage Unlimited allows **instant** identification of struggling students and challenging topics with **12 metrics and insights**







# Focus on Equitable Access





# Focus on Equitable Access





# Resolution/Recommendation



## General Fee

- Students taking < 12 hours: \$149.55 per credit hour In-State and \$292.57 Out-of-State Students (Fall 2021 – Summer 2023)
- Students taking 12 hours or more: Flat rate \$2,243.25 In-State and \$4,388.55 Out-of-State Students (Fall 2021 – Summer 2023)

## Technology Fee

- \$75 per student per semester for 2021-22 and 2022-23

## Ivy+ Course Materials Fee

- \$19 per credit hour for Fall 2021 - Summer 2023
- At no cost to student for 2021-22 utilizing HEERF funds



# FY 2022 Budget Development





# FY 2022 Revenue Budget

• Base	\$500.0M
• Debt Service	(\$4.7M)
• Dual Credit	\$3.6M
• Tuition Structure	\$7.5M
• Inclusive Access	(\$3.7M)
• Investment Income	\$2.0M
• Other	(\$1.6M)
<b>TOTAL</b>	<b>= \$503.1M</b>





# FY 2022 Expenditure Budget

• Base	\$500.0M
• 3% Salary and Benefits	\$8.1M
• Debt Service	(\$4.7M)
• Dual Credit	\$3.6M
• Hamilton Co.	\$1.9M
• Inclusive Access	(\$3.7M)
• Other	(\$2.1M)
<b>TOTAL</b>	<b>= \$503.1M</b>



# FY 2021 Update



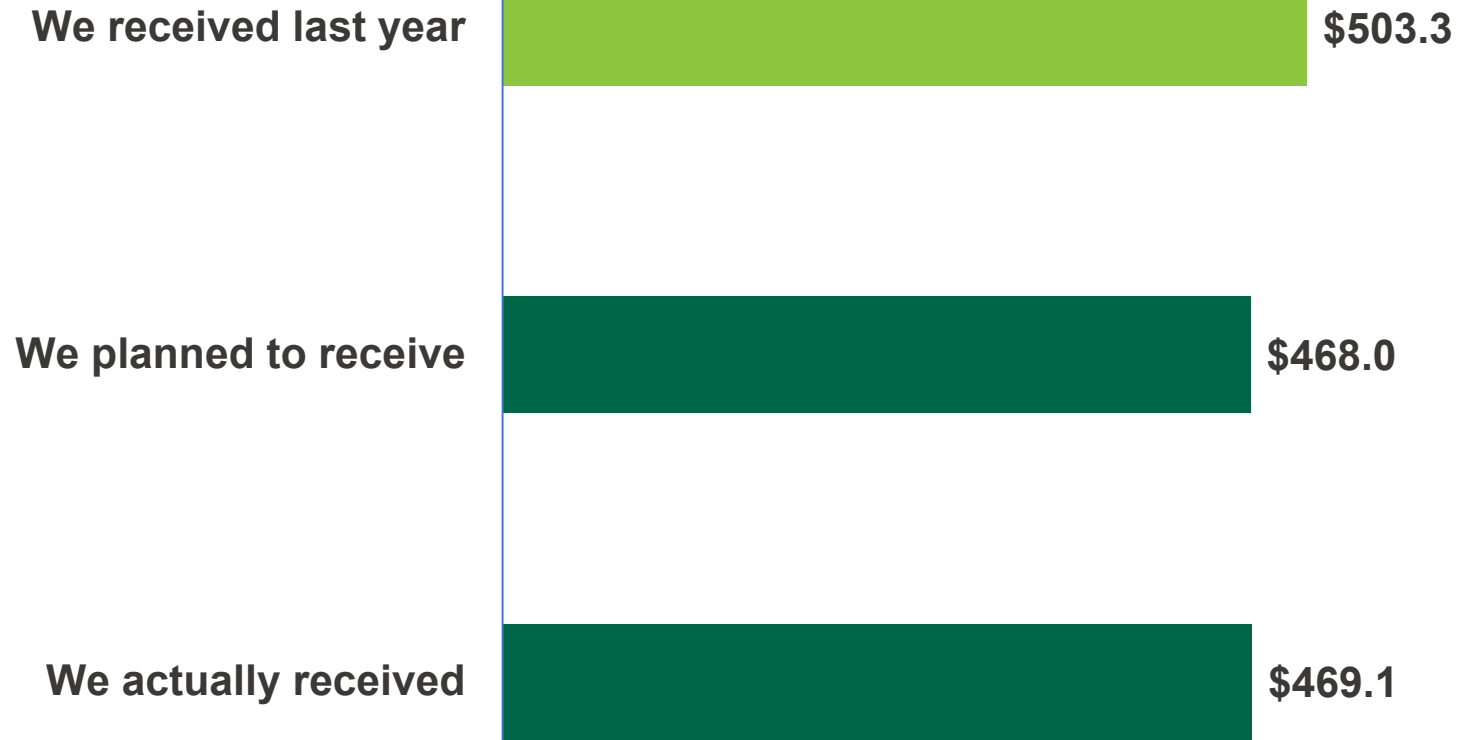




# Revenue



Through May 2021

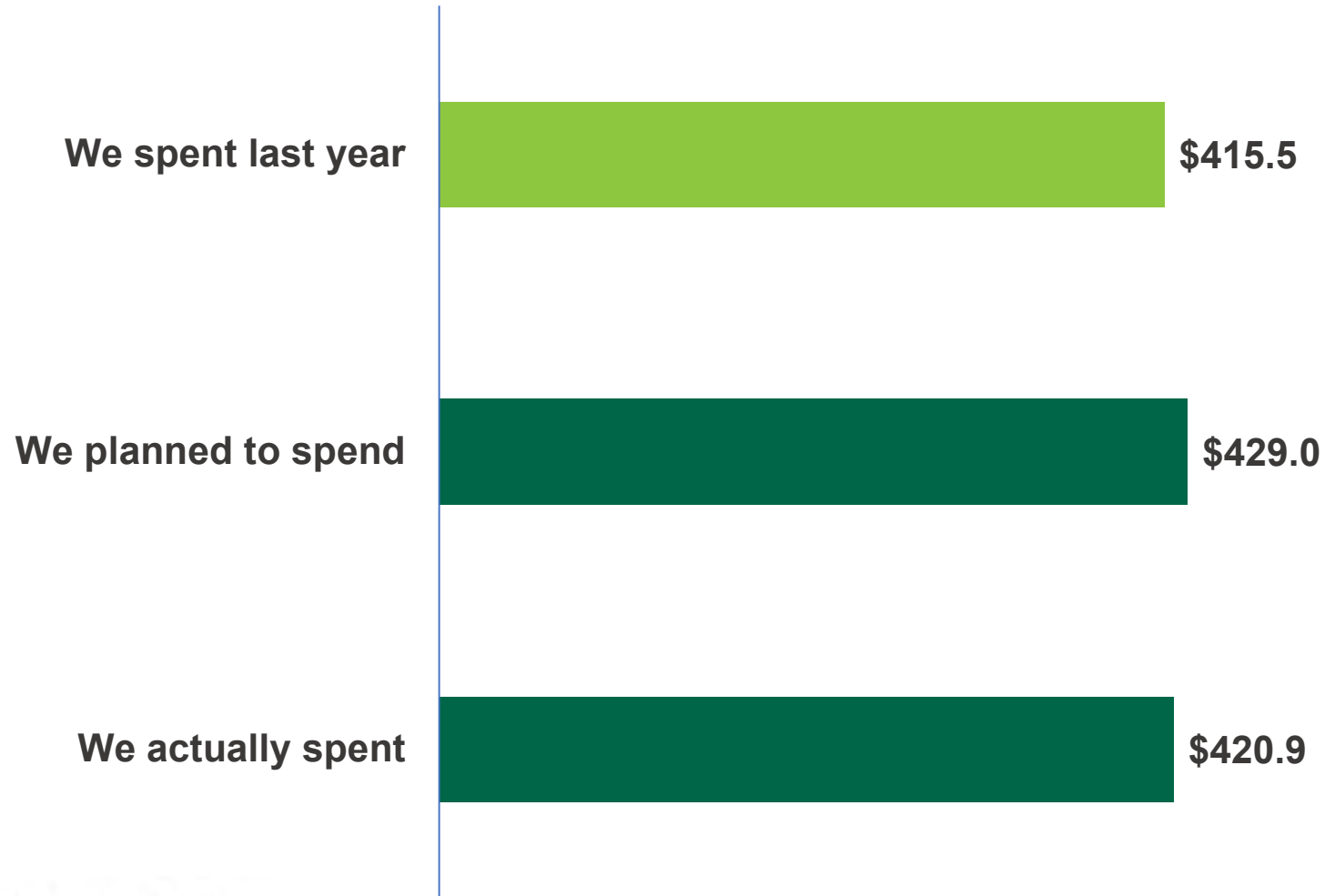




# Expense



Through May 2021



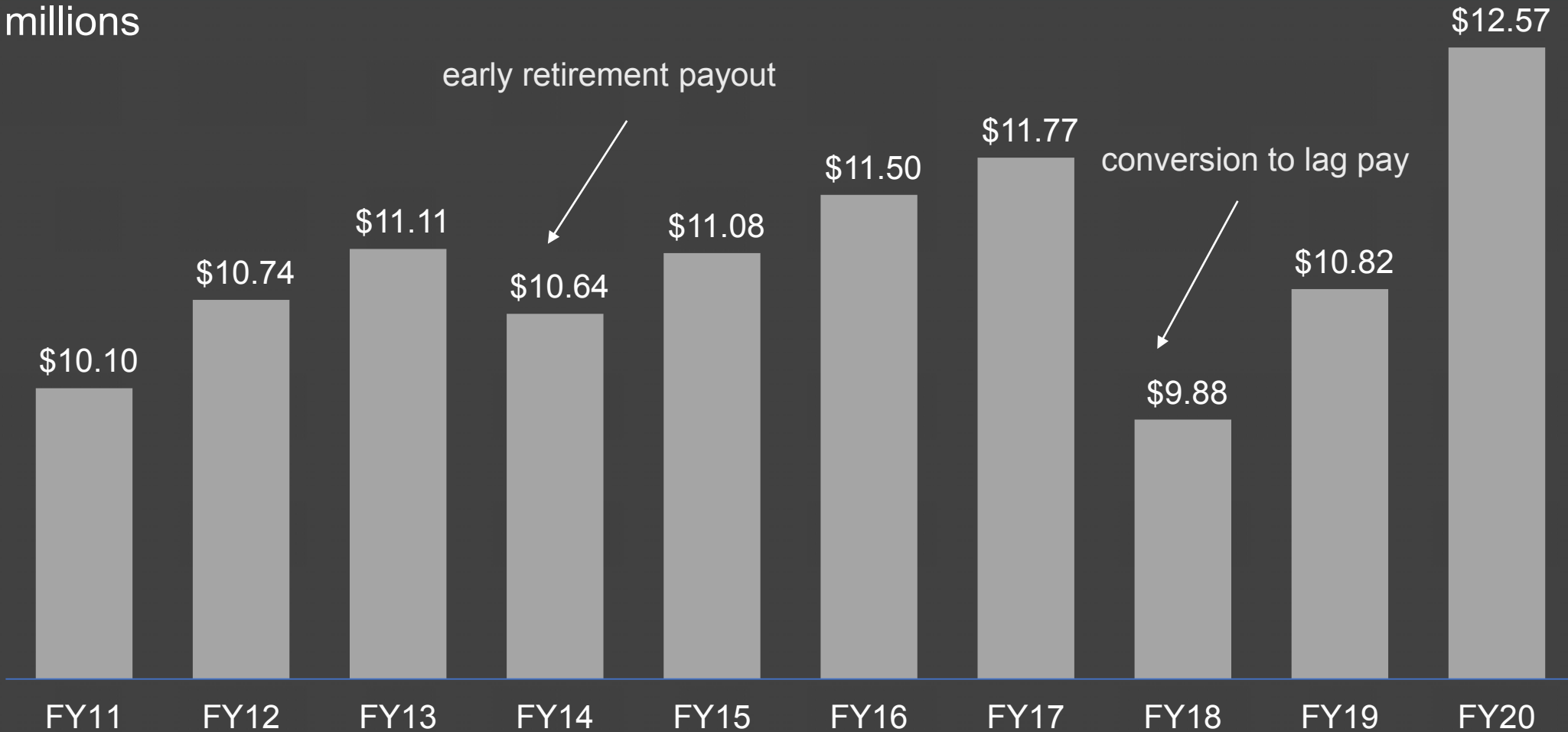


# Vacation Policy



# Total Vacation Liability

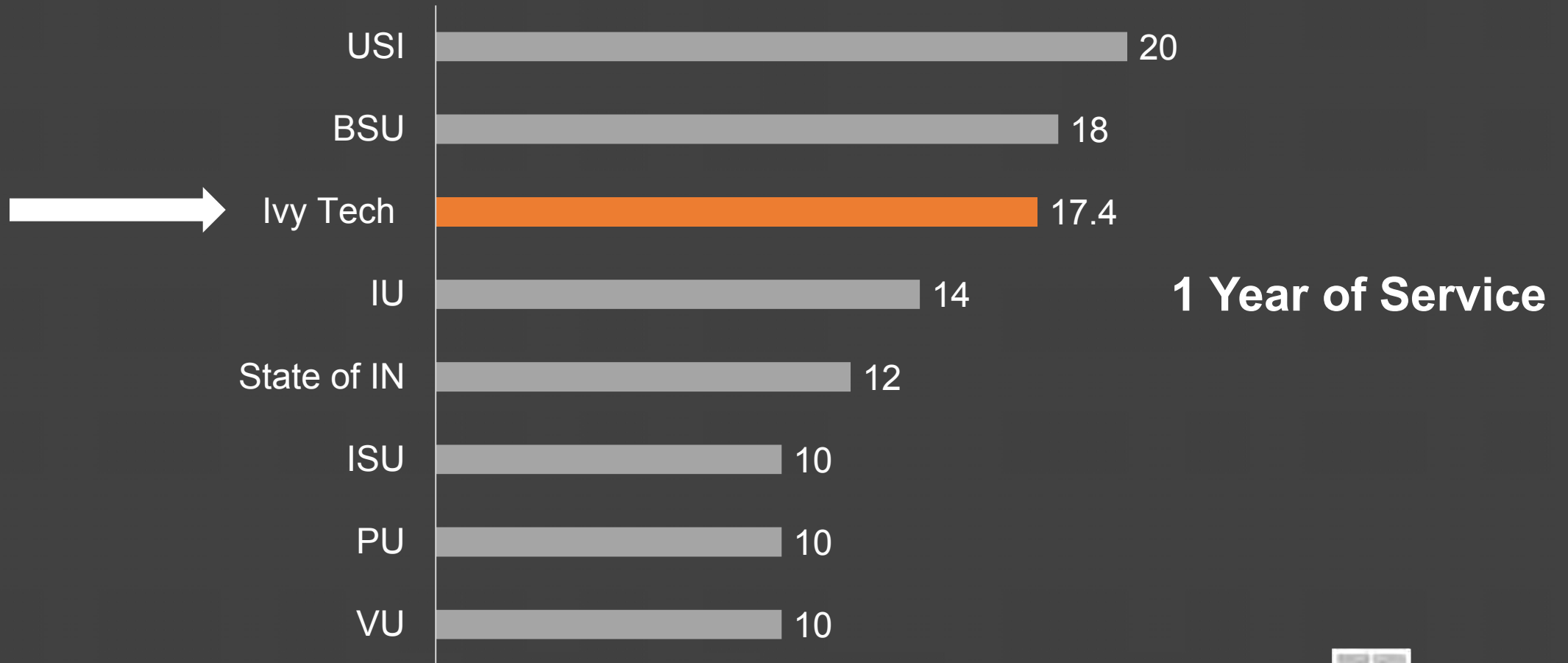
in millions





# Vacation Accrual

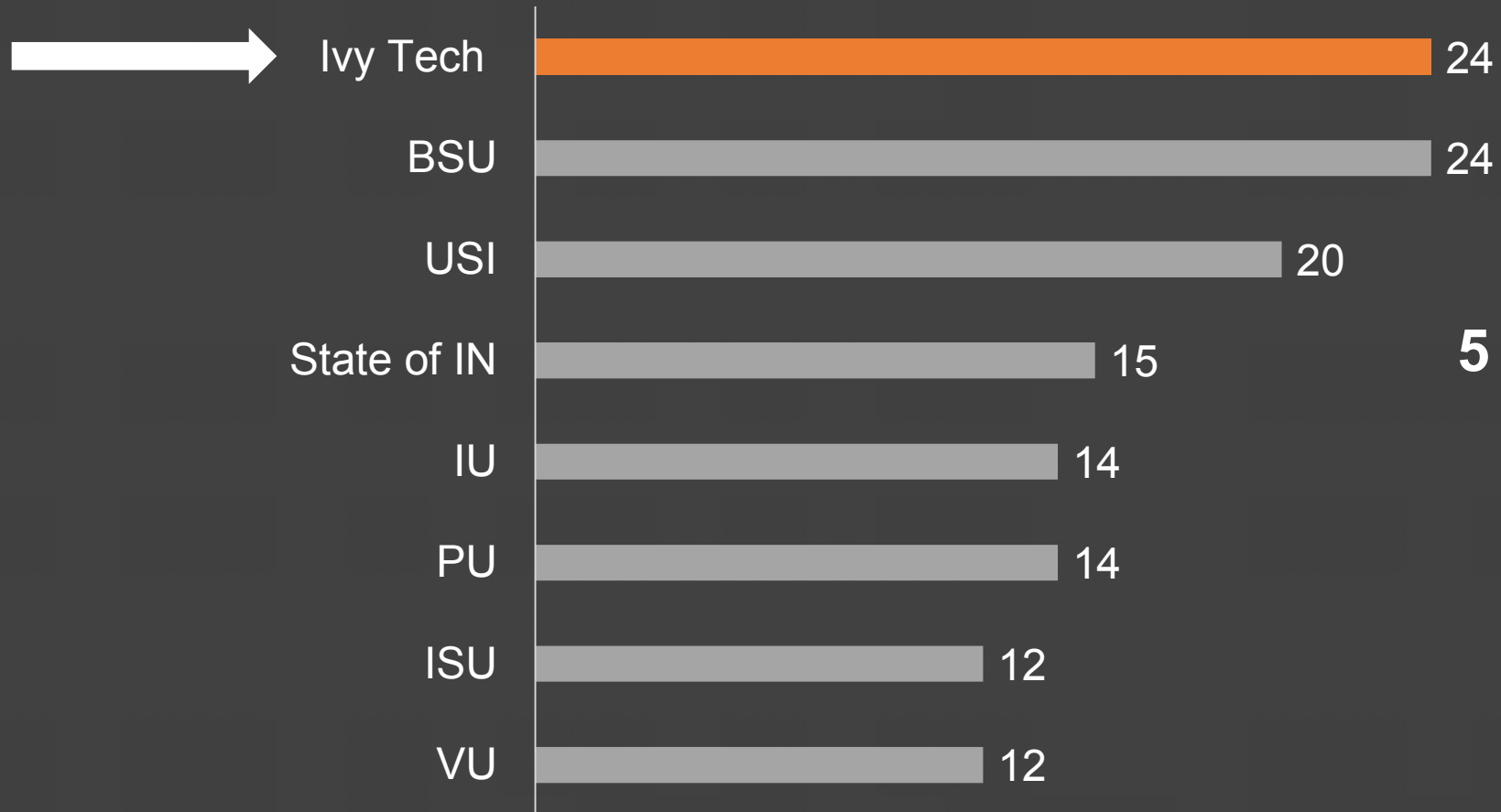
number of days accrued annually





# Vacation Accrual

number of days accrued annually



**5 Years of Service**





# Vacation Accrual

number of days accrued annually

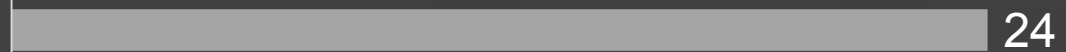


Ivy Tech



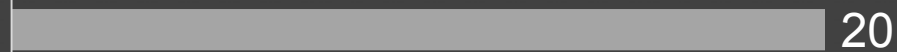
24

BSU



24

State of IN



20

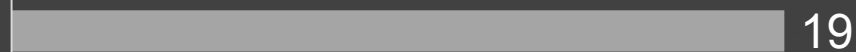
USI



20

**10 Years of Service**

IU



19

PU



19

ISU



15

VU



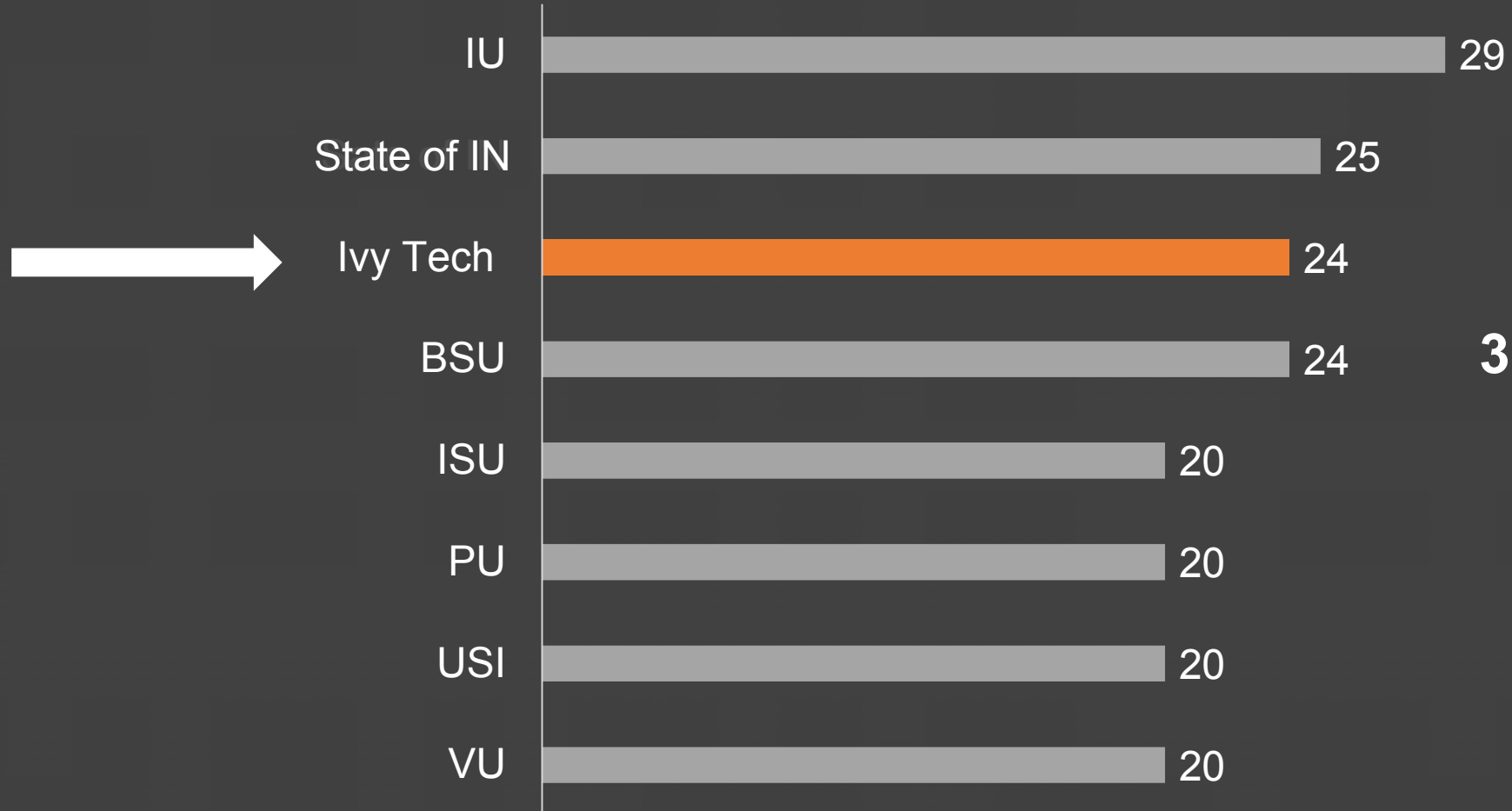
15





# Vacation Accrual

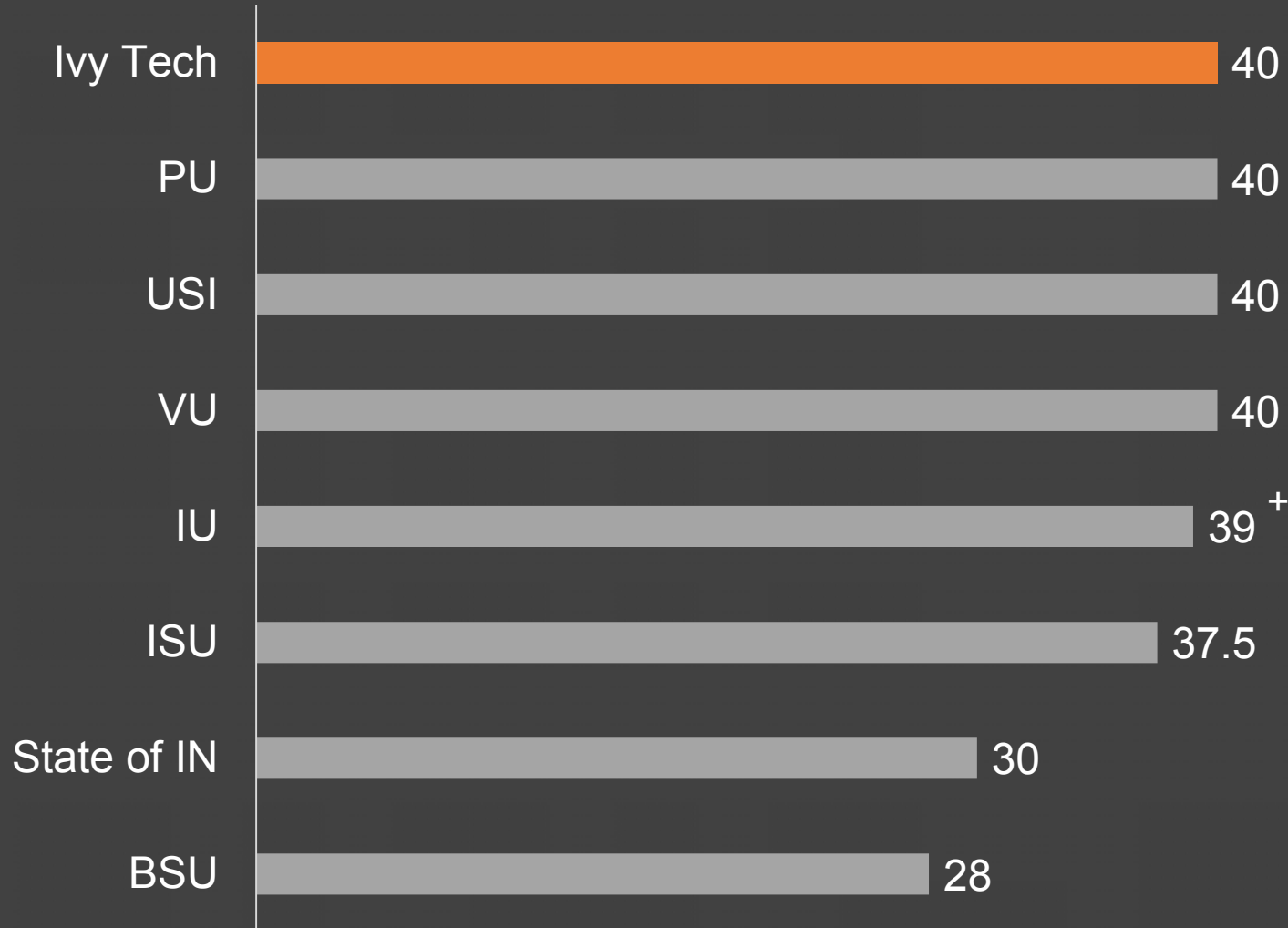
number of days accrued annually



**30 Years of Service**



# Maximum Payout





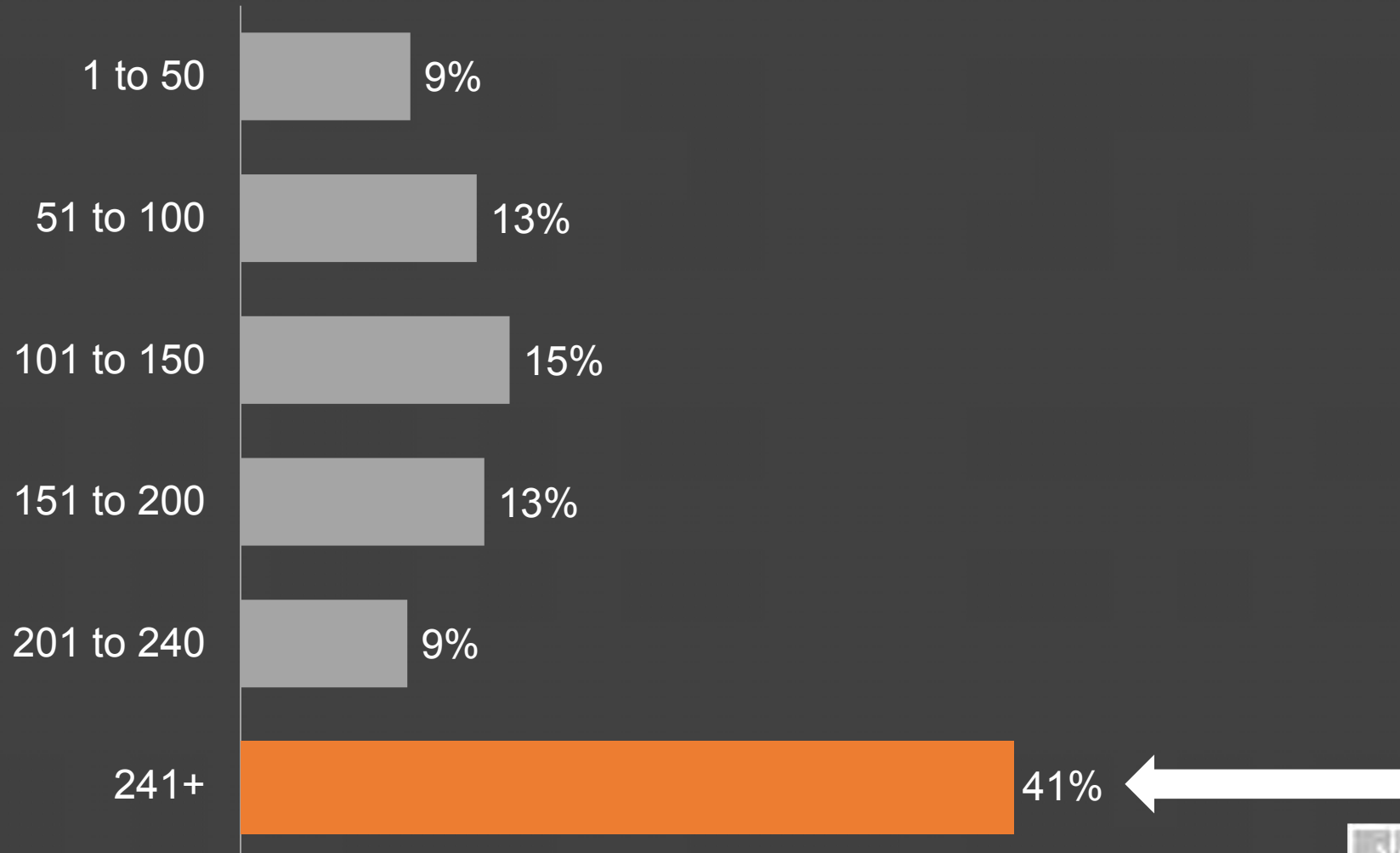
# Recommendations

- 1 Reduce maximum payout from **40 to 30** days
- 2 Payout current liability for employees with **more than 240** accrued hours
- 3 Reduce annual accrual from **24 to 20** days for new employees (after 2+ years of service)





# % of Employees by Accrued Hours





# Liability Payout

**\$2M**



estimated total

**\$2,300**



average payout

**June 25**



payout date

for time used through June 6th





# Reminders

- 1 Employees can accrue and retain up to **320 hours**
- 2 Employees will now be compensated for up to **240 hours** upon separation
- 3 Policy change encourages employees to take vacation for accrued time over **240 hours** as compensation upon separation is modified





# Natural Gas



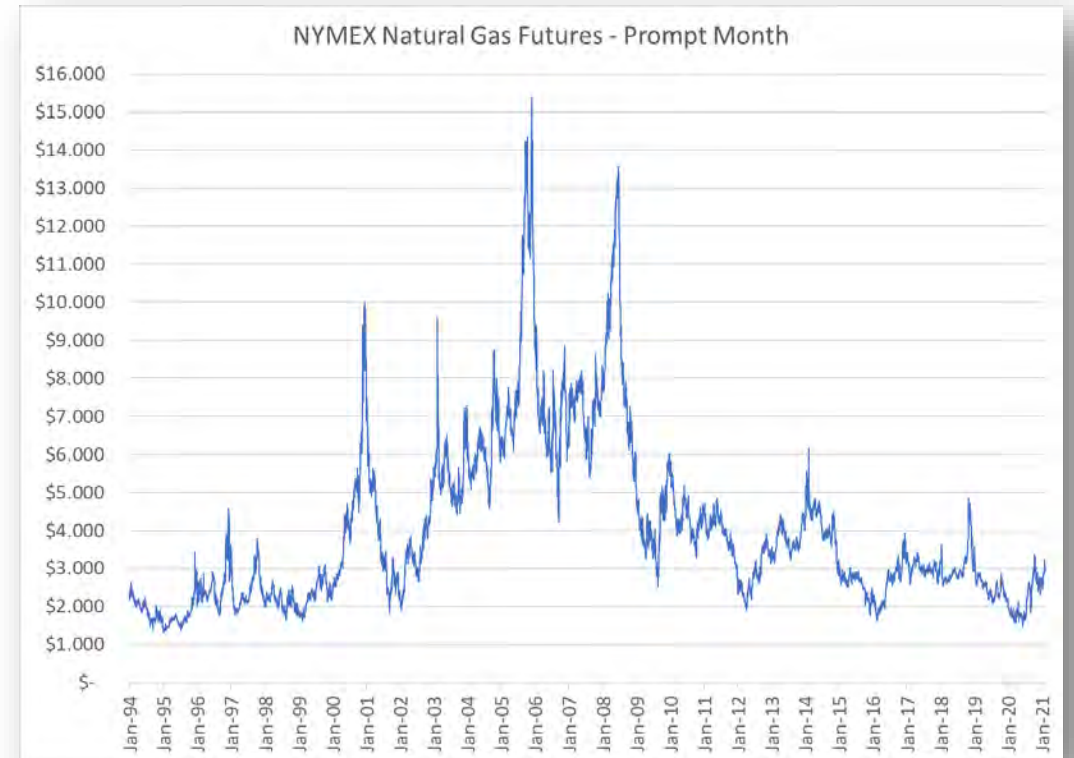




# Natural Gas Market Overview



- Natural Gas deregulation started in the 1980's when retail natural gas was transacted in a competitive market
- Natural gas supply is a daily traded commodity with price volatility
  - *Monitor for buying opportunities (price dips)*
  - *Minimize risk exposure (price spikes)*
- Natural gas delivery premiums are based on:
  - *Usage profile*
  - *Term (months purchased)*
  - *Reliability (firm or interruptible)*
  - *Location*



**Natural Gas Supply Cost = Supply + Delivery (or Basis)**

**Total Natural Gas Budget = Supply Cost + Utility Distribution Cost**



# ITCC Natural Gas Strategy & Execution



- ITCC Centralized natural gas procurement in 2014 to maximize buying power
  - *Prior to 2014, all 14 ITCC regions purchased natural gas individually without any coordination or leveraging of state-wide scale*
  - *5 additional colleges were added to double the scale of the purchase*
- PRX Energy provides advisory and brokerage services and manages the natural gas aggregation
- Utility distribution service is regulated and not controllable



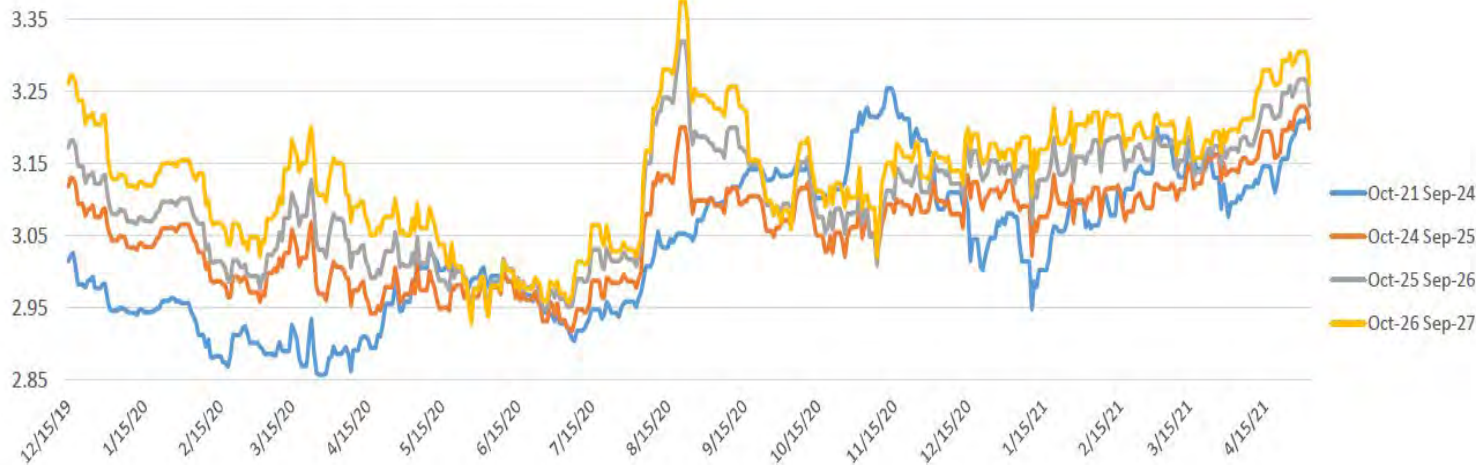


# PRX Energy Recommendations

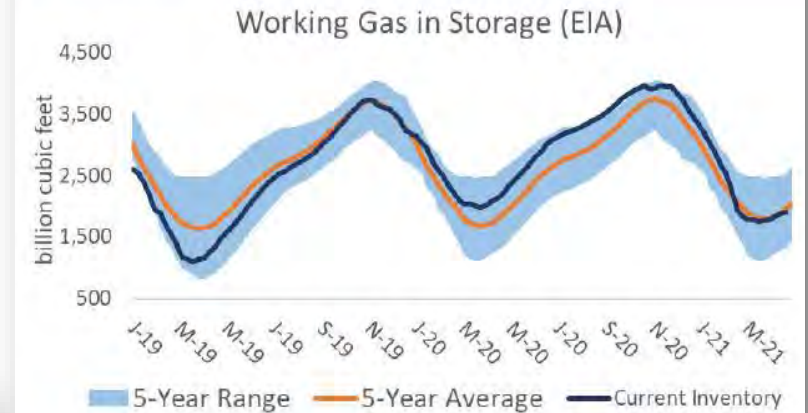


- Current market conditions are up ~11% relative to current contract (\$3.20/Dth vs \$2.89/Dth)
- Rising prices due to production declines and anticipated adverse policy environment
- Recommend extending current contract term to 2024 to align with the group – recommend fixed pricing to provide budget certainty and mitigate bullish market risk

NYMEX Wholesale Natural Gas Price Strips



MARKET FUNDAMENTALS



Dry Gas Production (MCF)







IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# Building, Grounds, and Capital Committee



June 3, 2021



# Building, Grounds and Capital

## AGENDA

1

### **Evansville Campus: Purchase of 618 Sheridan Road**

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Daniela Vidal

2

### **Kokomo Campus: Sale of Kokomo Tech 1, 2, 3**

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

3

### **Kokomo Campus: Sale of Logansport Land**

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



# Building, Grounds and Capital

## AGENDA

4

### **Sellersburg Campus: Family Scholar House Project**

Amanda Wilson, Vice President for Capital Planning and Facilities, Chancellor Travis Haire

5

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

Amanda Wilson, Vice President for Capital Planning and Facilities

6

### **Informational Item: Muncie Rebuild Contractor Bids**

Amanda Wilson, Vice President for Capital Planning and Facilities



# Building, Grounds, and Capital

**Amanda Wilson**

Vice President For Capital Planning and Facilities





# Building, Grounds and Capital



## Evansville Campus; Purchase of 618 Sheridan Road Property

- Appraisal completed by owner and Ivy Tech; \$100,000-\$113,000
- Offering \$106,500
- Inspection report indicates minor repairs needed
- Property management company to be hired to rent property after closing
- Campus plans to use Bookstore Funds to purchase property



Updated July 2011

IVY TECH EVANSVILLE CAMPUS  
SHOWING LOCATION OF PROPERTIES IN LAND ACQUISITION PLAN

Sheridan Road	
712 - Payne January 2008	704 - Elked January 2007
700 - Walle January 2006	618
612 - McCormick August 2008	606
604 - Santiago July 2011	600
Colonial Avenue	
713 - Jarvis March 2005	700 - Kears April 2011
700 - McKeely February 2009	609 - Yobte November 2005
613 - Pace September 2005	607 - Howard March 2007
605 - McConall July 2007	603 - Keel July 2006
601 - Fox February 2005	

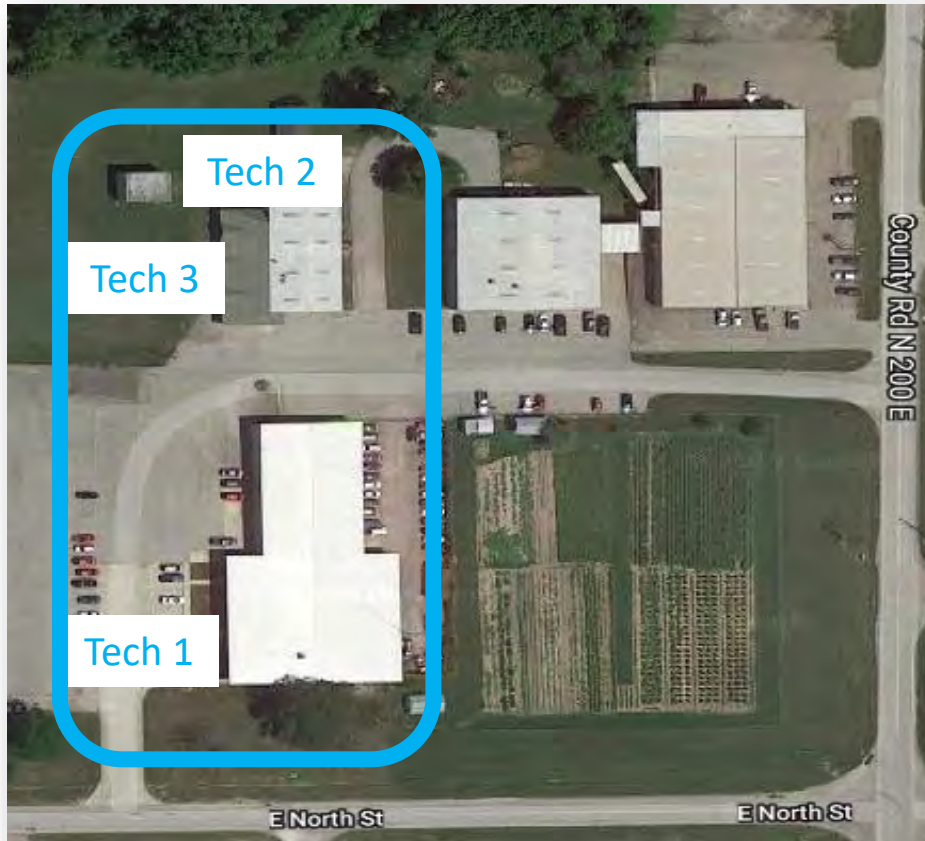
Ivy Tech Main Campus Building



# Building, Grounds and Capital



## Kokomo Campus - Sale of Tech 1, 2, 3



- Received an offer of full asking price of \$675,000
- Pay off agreement in progress with Foundation
- Tech 1= 25,707 square feet
- Tech 2= 8,100 square feet
- Tech 3= 796 square feet



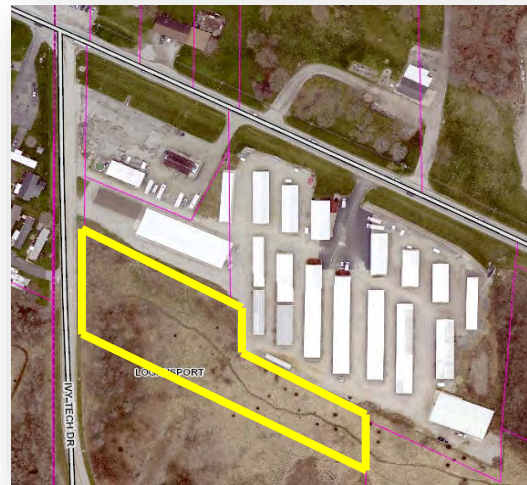


# Building, Grounds and Capital



## Kokomo Campus - Sale of Logansport Land

- Campus Address: 1 Ivy Tech Way, Logansport
- Received an offer of \$50,000 on 2.73 acres
- Appraised values ranged from \$40,000-\$55,000







# Building, Grounds and Capital



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

### Contract Approvals:

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



# Building, Grounds and Capital



## Informational Item: Muncie Rebuild Contractor Bids

### **Emergency Contracts (IC 5-16-1-1.6):**

- *3 Electrical Contractors were contacted by Ivy Tech*
  - Huston
  - Gaylor
  - Shambaugh
- *3 General Contractors were contacted by Ivy Tech*
  - Core Construction
  - Shiel Sexton
  - Pepper Construction





**THANK YOU!**

**QUESTIONS?**





IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# State of the Foundation



June 3, 2021



# John M. Murphy

Foundation President





# Highlights

## Results



**Raised \$58M** as of 4/30/2021

- Currently at least **14 campuses on target** to achieve their year end goal
- **\$1.2M secured** by the Bloomington campus to support Indiana SBDC/Cook Center work
- CRM on schedule and **on budget**



# Board Giving



Fiscal Year 2020/21 as of 6/1/2021		
*College Trustees	*Foundation Directors	Campus Boards
<b>87%</b> 13 out of 15	<b>100%</b> 62 out of 62	<b>62%</b> 91 out of 147
<b>GOAL</b> <b>100%</b>	<b>GOAL</b> <b>100%</b>	<b>GOAL</b> <b>80%</b>

**\* Achieved 100% for past 7 years**



# FY2021 Scorecard Metrics



**Exceeding FY21  
Fundraising Goals  
Anticipate  
Reaching  
\$63.3M by  
6.30.2021**

<b>METRIC</b>	<b>ACTUAL thru 4.30.2021</b>	<b>GOAL</b>
<b>All-In Donations</b>	<b>\$57,997,299</b>	<b>\$52,334,106</b>
<b>Foundation Only Donations</b>	<b>\$23,270,150</b>	<b>\$26,851,939</b>
<b>Meetings</b>	<b>3993</b>	<b>4886</b>
<b>Major Gift Asks &gt;\$10K</b>	<b>382 Asks</b>	<b>339 Asks</b>
<b>Planned Gift Asks</b>	<b>42</b>	<b>67</b>
<b>Discovery Prospects</b>	<b>267</b>	<b>216</b>
<b>Grant Asks</b>	<b>198</b>	<b>139</b>
<b>Circle of Ivy Membership</b>	<b>906</b>	<b>913</b>



# Campaign Highlights

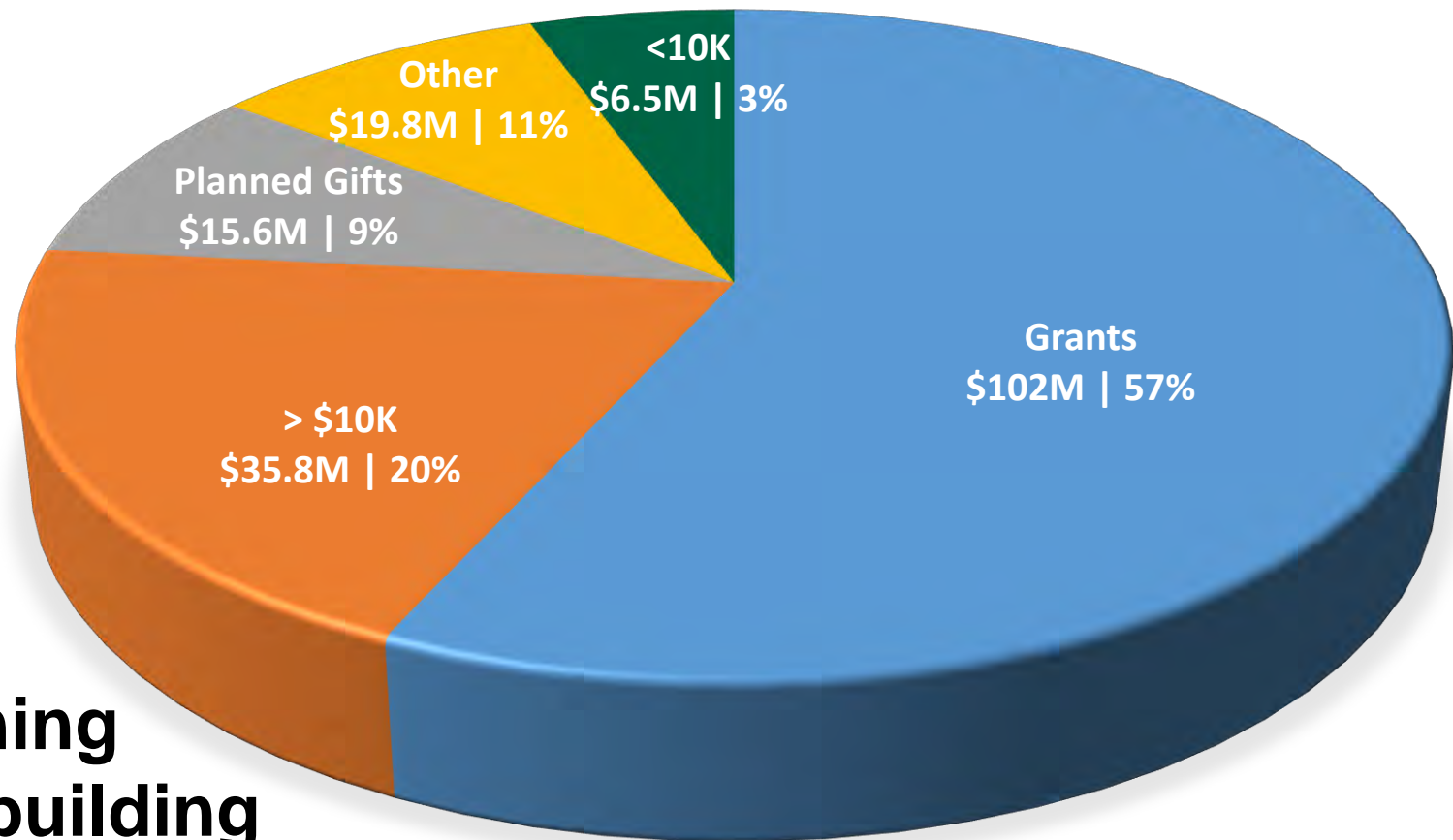


**EXCEEDING 60% TARGET TO \$285M BY 6/30/2021!**

✓ **Silent Phase Results  
as of 4/30/2021  
\$179.7M = 63%**

**Expected by 6/30/2021  
\$185M = 65%**

✓ **Public Phase Focus  
Goal: \$100M remaining  
Pipeline: \$218.4M and building**







# Statewide Campaign Update



Service Area	\$\$ to Raise In the Millions	Grand Total as of 4/30/21	% to Goal
Northern Service Area David Findlay (7 Campuses)	\$63.3	\$56.5	89%
Central Service Area Maria Quintana (5 Campuses)	\$54.2	\$40.8	75%
Southern Service Area Paul Perkins (7 Campuses)	\$53	\$31.4	59%
Statewide	\$114.5	\$50.9	44%
<b>Subtotal</b>	<b>\$285</b>	<b>\$179.7</b>	<b>63%</b>

**15 Campuses  
Exceeding  
3-Year  
Cumulative  
Campaign Target  
as of 4/30/2021**







# Campaign Highpoints



## **Private Funding**

- \$4.5M+ Planned Gift through Community Foundation - South Bend/Elkhart
- \$3.5M+ iFlex, Building and Programs - South Bend/Elkhart
- \$2M+ Emergency Aid Match, CCEC, TeenWorks Scholars and CLIF - Statewide/Indianapolis

## **Public Funding**

- Successful Launch of State Supported Capital Projects in Kokomo, Muncie and Columbus
- \$8.8M plus \$3M Match Lilly Endowment/Governor's Workforce Cabinet CCEC - Statewide
- \$5.5M Lilly Endowment Charting the Future - Statewide

# Grants Highlights



## Results

- \$37,434,778 as of 4/30/2021

## Pipeline

- Additional \$8-15M potential by fiscal year end
- 2021-2022 Systems Office

US Department of Labor	Lilly Endowment, Inc.	Ford Foundation
US Economic Development Administration	Indiana Department of Workforce Development	American Association of Community Colleges
Walton Family Foundation	McKenzie Scott Foundation	Joyce Foundation
US Department of Education	Indiana Commission for Higher Education	Jobs for the Future (on behalf of Gates Foundation)



# Strategic Plan Completion Target for FY 23



Goal 1: Plan, Launch & Successfully Conclude a Statewide Comprehensive Campaign

Goal 2: Enhance & Formalize a Meaningful Alumni Engagement Strategy

Goal 3: Increase Annual, Major & Planned Gift Donor Pipeline & Move Donors Through the Donor Continuum

Goal 4: Identify, Attract & Secure an Increased Number of Grants from Local & National Funders

Goal 5: Integrate Planned Giving into Fundraising Program Through Enhanced Resources, Training & Awareness

Goal 6: Create a College-Wide Culture & Understanding of the Role of Philanthropy at Ivy Tech

Goal 7: Establish Consistent & Impactful Foundation Brand Messaging to Engage & Inspire Current & New Donors

Goal 8: Establish a Sustainable Culture of Diversity, Equity, and Belonging





# Ivy Tech Foundation Projects

With Statwax



# Statwax Ivy Tech Foundation Partnerships



## Overall Strategy

### AUDIENCES

Terre Haute Affinity Group (*employees, alumni, and board members*)

Terre Haute Lapsed Donors

Statewide Lapsed Donors

### PLATFORMS



DISPLAY

## How We're Measuring Success

### AD ENGAGEMENTS

Clicks

Likes

Shares

Comments

### LANDING PAGE ENGAGEMENTS

Give now clicks



# Projected Impressions



<b>Audience</b>	<b>Estimated Impressions</b> <i>Impressions are a measurement of how often our ad is shown to our audience online.</i>
Terre Haute Affinity Group	980,000
Terre Haute Lapsed Donors	174,000
Statewide Lapsed Donors	<i>TBD*</i>
<b>Total</b>	<b>1,154,000</b>

*\*Statwax is still waiting on the list to be able to project the audience size.*



# Digital Marketing Pilots



Test select personas utilizing existing marketing collateral & communication channels, as well as digital ads directing to a custom landing page.

<i>Pilot</i>	Terre Haute Affinity	Terre Haute Donors	Statewide
<i>Title</i>	High Five, Give Five	Six Degrees of Ivy Tech	Invest In
<i>Targeted Audience</i>	Employees, Alumni, Board Members and Advisory Members	Lapsed Donors	Lapsed Donors, Board Members
<i>Run Dates</i>	May 10 – June 4	June 1 – June 30	June 1 – June 30
<i>Digital Platforms</i>	Facebook, Instagram, LinkedIn, Google Display	Facebook, Instagram, LinkedIn, Google Display	Facebook, Instagram, LinkedIn, Google Display
<i>Goals</i>	<i>Campus + Key Stakeholders + Graduation + Giving (Acquisition and Dollars)</i>	<i>Campus + Donors + Engagement + Ivy Tech Stories + Renewal</i>	<i>Statewide + Testing Messaging + VIPs + Giving (Renewal and Dollars)</i>





# Terre Haute Affinity Pilot



## Facebook Ad

Like Comment

Ivy Tech Community College  
Sponsored ·

Every \$5 given represents a "High Five" to a graduating student for achieving their educational goals. Support them and support your community by participating!

GIVE.IVYTECH.EDU/GIVE-FIVE  
High Five Give Five  
Not affiliated with Facebook

Donate Now

1 Like Comment Share

## Instagram Ad

Instagram

Suggested Posts Older Posts

ivytech  
Sponsored

Donate Now

ivytech Every \$5 given represents a "High Five" to a graduating student for achieving their educational goals. Support them and support your community by participating!

Instagram is not affiliated with this organization

## Custom Landing Page

IVY TECH FOUNDATION

### High Five Give (\$\$) Five

Join us in celebrating Ivy Tech graduates by giving a "High Five!" Every \$5 given represents a "High Five" to a graduating student for achieving their educational goals. Support them and support your community by participating!

Give Now

## Did you know?



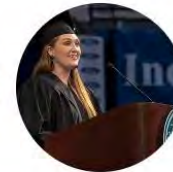
Nearly 1,200 local Ivy Tech students graduated this spring, entering into high-demand, high-value careers.



More than 250 credentials were awarded to Wabash Valley high school students.



93% of Ivy Tech graduates stay within the state of Indiana post-graduation.



85% of local graduates stay within the Wabash Valley.

All photos were taken prior to 2020. Masks are required at Ivy Tech Community College events.

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# Statewide Pilot



DRAFT Ads

## GIF AD 1 STORYBOARD

IVY TECH FOUNDATION

INVEST IN  
OUR STUDENTS.  
OUR COMMUNITIES.

LEARN HOW

PHOTO WILL CHANGE

## GIF AD 2 STORYBOARD

93% OF IVY TECH  
GRADS  
STAY. WORK. LIVE IN INDIANA.

GIVE NOW

IVY TECH FOUNDATION

## GIF AD 3 STORYBOARD

AFFORDABLE  
TUITION  
CHANGES  
FUTURES

IVY TECH FOUNDATION

GIVE NOW

INVEST IN  
IVY TECH

IVY TECH FOUNDATION

GIVE NOW



**THANK YOU!**

**QUESTIONS?**





IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# Marketing and Communications Update



June 3, 2021



# BRAND RESEARCH TO BRAND EVOLUTION



01

## BRAND RESEARCH

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



02

## APPROVED RECOMMENDATIONS

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



03

## SHARE FINDINGS ACROSS COLLEGE

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



04

## PARTNER WITH TOP AGENCIES

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

05

## BRAND EVOLUTION ROLLS OUT

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



# SERVICES & TOOLS



1,200 projects since 06/2019



2,000 digital media requests since 09/2019



4,000 design, project management, and web/social hours



\$256,000– 456,000 in cost savings to the College



Canto

Digital Asset Management  
July 2019



Drag-and-drop Marketing Templates  
March 2021





# GRADUATION 2021

## IVY TECH COMMUNITY COLLEGE COMMENCEMENT CEREMONY

# 2021

Email and Webpage Header

IVY TECH COMMUNITY COLLEGE  
**COMMENCEMENT 20  
CEREMONY 21**

PLEASE JOIN US AS WE CELEBRATE  
**THIS YEAR'S GRADUATES**

**MAY 00, 2021**

Details here  
More here  
Possibly more here

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If you need to refer to any links, use this:  
[IvyTech.edu/Graduation](http://IvyTech.edu/Graduation)

Invitation Template

**20  
21**

**COMMENCEMENT**

Program Cover (multiple sizes)

**PROUD**  **IVY TECH  
COMMUNITY COLLEGE**

**GRADUATE**

Photography Backdrop







# CAMPUS PROJECTS



**IVY TECH ES EL CAMINO INDICADO PARA TU NUEVO COMIENZO**

**POSTÚLATE HOY**

[IvyTech.edu/SBE/Enero](http://IvyTech.edu/SBE/Enero)

Billboard, South Bend Campus



IvyAdvisor Logo, Kokomo Campus



Food Truck Wrap, Indianapolis Campus



**RUN, DON'T WALK TO YOUR NEXT CAREER**

**Locations in East Chicago, Gary, and Crown Point**

[IvyTech.edu/LakeCounty](http://IvyTech.edu/LakeCounty)

Northwest Indiana Oilman Ad, Lake County Campus



# CAMPUS PROJECTS



Billboard, Lafayette Campus



Event Invitation, Fort Wayne Campus, Foundation



Signage, Indianapolis Campus,  
Center for Intercultural Excellence

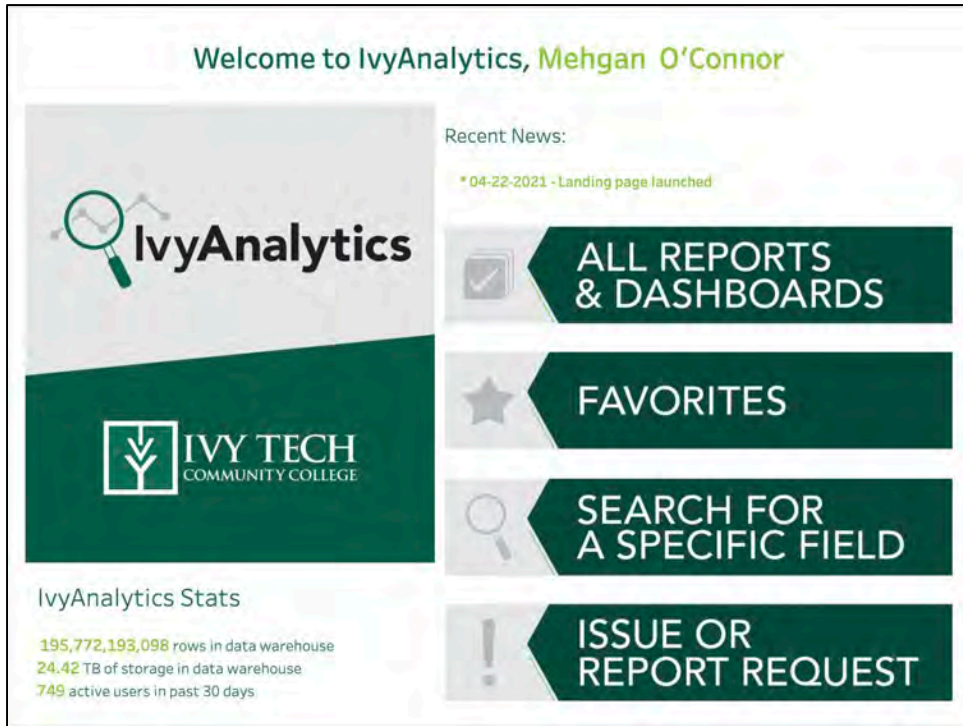


Email Signature, Madison Campus





# STATEWIDE PROJECTS



IvyAnalytics logo and splash page design elements, Statewide OIT



Viewbook, Statewide Marketing & Enrollment



Sponsorship, Indianapolis Indians

Branding, Statewide Academics, IvyOnline





# STATEWIDE — START MARKETING



A SMART WAY TO START A  
**BACHELOR'S DEGREE**  
 ON AUGUST 18

Welcome to IvyMobile! [SIGN IN](#)

Awareness, IvyMobile (Mobile App) Banner

**YES**  
 YOU CAN START CLASSES  
**MARCH 22**

Awareness, Postcard

LOOKING FOR  
**ONLINE AND FLEXIBLE**  
 OPTIONS WITH **YOUR EDUCATION?**

Lead Generation, Digital Ad, IvyOnline

**GUARANTEED  
 ADMISSIONS**  
 TO A  
**FOUR-YEAR  
 COLLEGE**

**CLASSES START  
 JUNE 7**



Lead Generation, Digital Ad, Parents





# BLACKBOARD CONTACT CENTER

Inbound Services: January–April 2021

**80,775**



**Total live incidents handled**

- Average Speed to Answer: 94 seconds
- Average Handle Time: 7:40
- 92.2% Resolution Rate
- 7.8% Escalation Rate
- Operational Hours 7AM-1AM (ET) 7 days a week



# BLACKBOARD CONTACT CENTER

## Inbound Services: Peak Volume Trends



\*Average of live incident (call/chat) volume for 2018-2020



# BLACKBOARD CONTACT CENTER

## Outbound Services

- Leads – Called same day
- Opportunities – Called next day

## Campus Requests: January–April 2021

**123,601**

**CALLS**

**1,138,704**

**TEXTS**



# BLACKBOARD CONTACT CENTER

## Outbound Services: Speed to Lead Jan-Apr 2021

Hour	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
9:00:00 AM						6.28	<b>6.28</b>
10:00:00 AM						4.39	<b>4.39</b>
11:00:00 AM	7.64	5.54	4.87	6.99	4.07	4.41	<b>5.86</b>
12:00:00 PM	12.35	4.34	3.28	4.39	3.69	4.74	<b>5.81</b>
1:00:00 PM	6.60	4.41	4.29	4.20	5.70	4.87	<b>4.98</b>
2:00:00 PM	4.59	5.39	4.28	5.74	5.90	3.42	<b>5.08</b>
3:00:00 PM	4.22	3.88	6.38	4.81	3.86	6.00	<b>4.73</b>
4:00:00 PM	2.99	7.06	3.96	4.75	2.60	4.60	<b>4.56</b>
5:00:00 PM	3.04	4.45	6.00	10.14	3.16	4.50	<b>5.66</b>
6:00:00 PM	3.14	3.12	4.05	4.20	4.46		<b>3.74</b>
7:00:00 PM	3.61	4.16	3.13	2.95	2.70		<b>3.40</b>
<b>Total</b>	<b>6.17</b>	<b>4.81</b>	<b>4.58</b>	<b>5.48</b>	<b>4.16</b>	<b>4.79</b>	<b>5.06</b>

\*Leads Contacted Inside Working Hours



THANK YOU!



More information can always be found at:

[www.ivytech.edu/comms](http://www.ivytech.edu/comms)

Questions?





IVY TECH  
COMMUNITY COLLEGE

# Workforce, Careers, and Adult Strategy





# Workforce Alignment

## AGENDA

1

### **Eli Lilly Professional Apprenticeship**

Chris Lowery, Senior Vice President of Workforce, Careers, and Adult Strategy

2

### **Graduate Wage Data: Outcome Highlights**

Dr. Stacy Townsley, Vice President for Adult Strategy and Statewide Partnerships

3

### **Funding Opportunities to Support Strategic Initiatives**

Chris Lowery, Senior Vice President of Workforce, Careers, and Adult Strategy  
Brian Thomas, for Grant Development

4

### **Nursing Update**

Mary Anne Sloan, Vice President Nursing and Health Sciences



# Lilly Professional Apprenticeship

Chris Lowery



# Building Talent Pipeline with Major Employer

## Lilly is Committed to Diverse, Equitable, and Inclusive Recruiting

- **Ivy Tech is the top recruiting destination for new diverse talent initiative: Lilly Professional Apprenticeship**
- **Lilly Cohort 1**
  - 82% of offers earned by Ivy Tech students and alumni
  - 8 hires – \$45,000+ annual salary/benefits, relocation package, and \$10,000 signing bonus
- **Lilly Cohort 2**
  - 14 new positions in play
  - Sourcing completed June 4<sup>th</sup>
  - Cohort start date August 9<sup>th</sup>





# Graduate Wage Data: Outcome Highlights

**Dr. Stacy Townsley**

Vice President For Adult Strategy And Statewide Partnerships





# Statewide Median Wages 1, 3, 5, 10 Years



Ahead of Strategic Plan targets for years 2 and 3, 54% of Ivy Tech graduates above state median wage 1 year post graduation

Wage Year	Total Grads	# w/ Wage Data	Median Wage	% Above State Median*
1 year	17,541	7,520	\$ 44,500.00	54%
3 year	13,555	7,105	\$ 46,895.00	59%
5 year	10,089	7,209	\$ 49,654.00	62%
10 year	5,332	3,967	\$ 53,479.00	70%

\*Median=\$39,833 (2019 normalized)



# Program Median Wages Spotlight Core Sectors



See promising wage outcomes across credential levels

## Advanced Manufacturing, Engineering & Applied Science

- AAS in Apprenticeship Technology-Electrician - \$78,008
- TC in Machine Tool Technology - \$49,636
- CT in Industrial Mechanical - \$65,566

## Health Sciences

- AS/AAS in Paramedic Science - \$54,819
- AS in Respiratory Therapy - \$50,381
- TC in Practical Nursing - \$41,496

## Information Technology

- AS/AAS in Cyber Security/Info Assurance - \$42,025
- TC in Software Development - \$40,310
- CT in Java Application Development - \$42,287

## Business, Logistics & Supply Chain

- AS/AAS in Supply Chain Management - \$45,950
- CT in Supply Chain Management/Logistics - \$40,759

Credential Level	Year 1 Post Graduation		
	Total # Programs w/ Wage Data	# w/ Median Wage above State Median	% Above
Associate	61	33	54%
Technical Certificate	24	10	42%
Certificate	25	7	28%
<b>Total</b>	<b>110</b>	<b>50</b>	<b>45%</b>



# Campus Median Wages Strong Across State



Region	Campus	Median	% Above State
Central	Anderson	\$40,345.00	50%
Central	Indianapolis	\$46,298.00	56%
Central	Marion	\$36,454.00	42%
Central	Muncie	\$35,615.00	40%
Central	Richmond	\$43,262.00	51%
North	Fort Wayne	\$45,592.00	55%
North	Kokomo	\$46,164.00	61%
North	Lafayette	\$43,839.00	52%
North	Lake County	\$55,764.00	63%
North	Michigan City	\$40,715.00	36%
North	South Bent/Elkhart	\$41,718.00	47%
North	Valparaiso	\$40,699.00	49%
South	Bloomington	\$43,739.00	51%
South	Columbus	\$46,922.00	57%
South	Evansville	\$49,464.00	60%
South	Lawrenceburg	\$41,186.00	49%
South	Madison	\$48,389.00	49%
South	Sellersburg	\$39,950.00	47%
South	Terre Haute	\$49,507.00	61%

*All amounts and figures based on one wage year*



# Funding Opportunities to Support Strategic Initiatives

**Chris Lowery**

Senior Vice President of Workforce, Careers, and Adult Strategy

**Brian Thomas**

Assistant Vice President for Grant Development



# Funding Opportunities



## RELEVANT FUNDING POOLS

Leverage resources to address challenges and optimize opportunities

- READI (Regional Economic Acceleration & Development Initiative, \$500M for regional economic development strategies)
- ARP (American Rescue Plan for citizens, small businesses, public sector, transportation, and education. State, county, and city allocations. Higher Education.)
- CARES (Coronavirus Aid, Relief, and Economic Security Act for individuals, business, state and local governments, public health, and education)
- Career Accelerator Fund (Indiana's Progressive Income Share Agreement administered by INvestEd, \$75M)





# Funding Opportunities



## Rapid Recovery 2.0

- Continue and expand Rapid Recovery 1.0 efforts
  - Supply/Demand; Short-term Stackable Training/Education; Career Coaching; Prior Learning Assessments (PLA); Hub of Resources
- Convene leaders of Governor's Workforce Cabinet, Commission on Higher Education, Department of Workforce Development, Indiana Economic Development Corporation, Ivy Tech Community College
- Identify and leverage multiple funding streams to optimize outcomes and impact
- Build on ecosystem of state and regional education and workforce systems
- Identify areas of opportunity within each region
- Deploy resources and engage support to assist with strategy and implementation



# Funding Opportunities



## Rapid Recovery 2.0

Solutions for Indiana's regions

- Focus on labor participation rate
- Address skills gaps and educational attainment
- Retain homegrown talent & attract new talent
- Accelerate technology in changing workplace
- Access and equity for most vulnerable populations (minorities, women, ex-offenders, etc.)



# READI for Regional Recovery



## The Basics

- Indiana Regional Economic Acceleration & Development Initiative (READI)
- Indiana Economic Development Corporation administering
- Accelerate population growth through regional economic development strategies focused on making Indiana cities and towns magnets for talent
- Demonstrate the potential to attract people and accelerate the state's economic growth
- Collaborative, long-term plan for growth
- \$500M (Up to \$50M per region) – 4:1 match local public & private funding
- Submit Intent by July 1, Planning July-August, Submit Plan by August 31



# READI for Regional Recovery

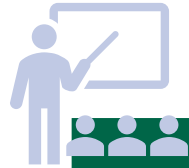


## READI Project Types



- Quality of Place & Life
- Quality of Opportunity
- Innovation
- Entrepreneurship
- Talent Attraction & Development
- Physical Projects
- Public-Private Partnerships
- Small Business Support

## Ivy Tech Strategic Goals



1. Student Success
2. Recruitment & Enrollment
3. Completion
4. Workforce
5. Employee
6. Financial
7. Community
8. Diversity, Equity & Belonging

## Opportunities for Ivy Tech



Examples:

- Grow Specific Programs
- School of Entrepreneurship
- Bridges of Hope
- Prior Learning Assessment (PLA)
- Career Coaching and Employer Connections (CCEC)

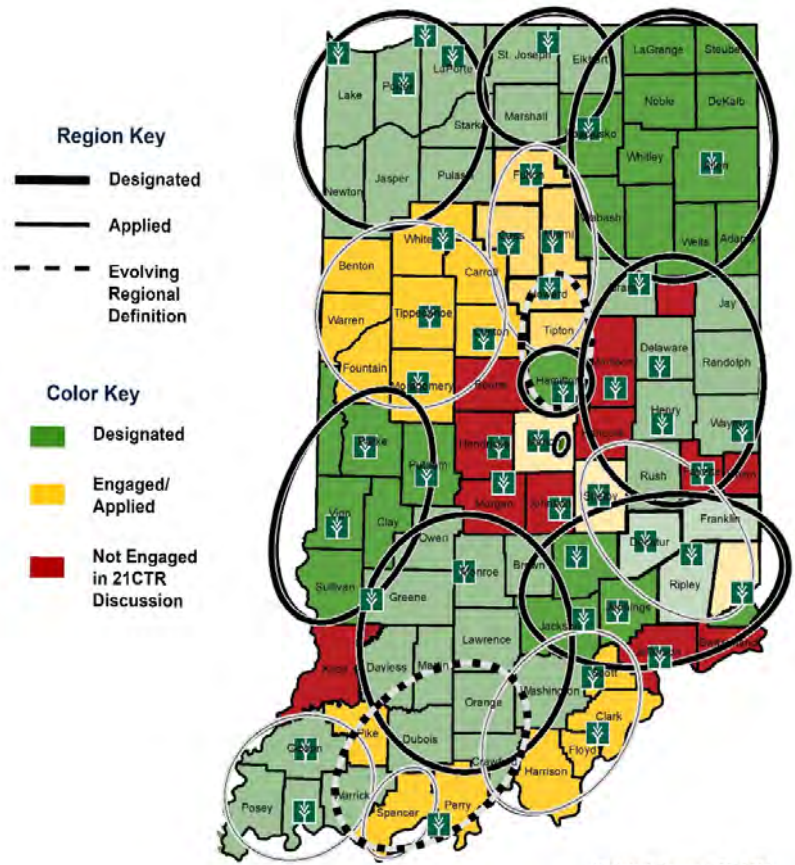


# READI for Regional Recovery

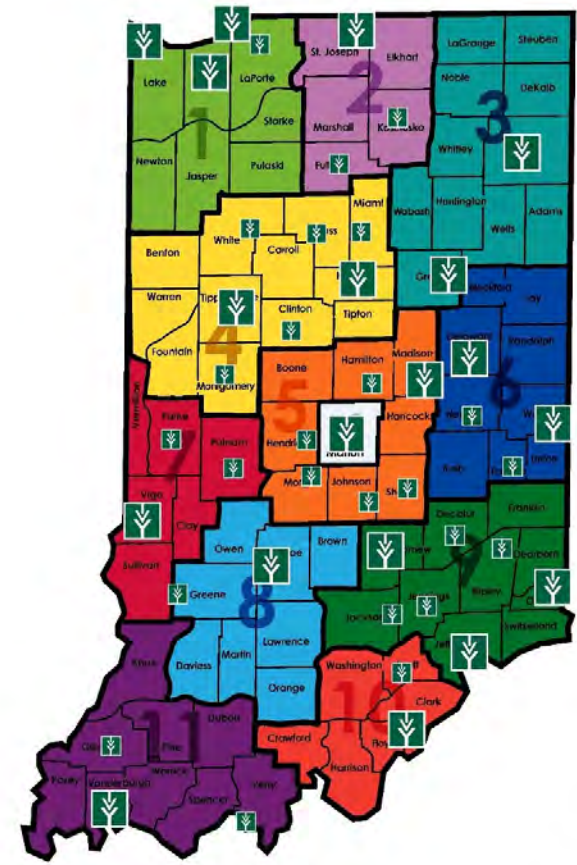


## REGIONAL ECOSYSTEM

Use strategic assets of each campus and across the state to build upon regional ecosystems of strategic economic development



Updated: January 22, 2021







# READI for Regional Recovery



## THE TEAM AND CAMPUS SUPPORT

### Ivy Tech Project Team

- Chris Lowery,
- Brian Thomas,
- Kristen Schunk Moreland,
- Stacy Townsley, and
- Thomas P. Miller and Associates

Internal and External Consultants  
supporting campuses

### TPMA Role

- Connect and align Systems Office and Regional Campuses with regional development plans for READI
- Generate strategies for Ivy Tech to connect with target regions for action
- Initiate and coordinate meetings with regional groups
- Propose content for regional plans that focus on Ivy Tech programs, services, and initiatives driven by strategic plan goals and strategies



# READI for Regional Recovery



## NEXT STEPS

- Weekly strategy sessions with TPMA and weekly updates with the Chancellors and Cabinet
- Conduct meetings with campus teams to build out ideas/connection with community and regional leaders
- Identify and propose bold ideas consistent Ivy Tech strategic plan and Indiana GPS Project report
- Share and track projects and plans to capture innovative ideas
- Draft submissions related to Ivy Tech's strategic ideas



# Nursing Update

Mary Anne Sloan

Vice President Nursing and Health Sciences



# Current & Planned Programs



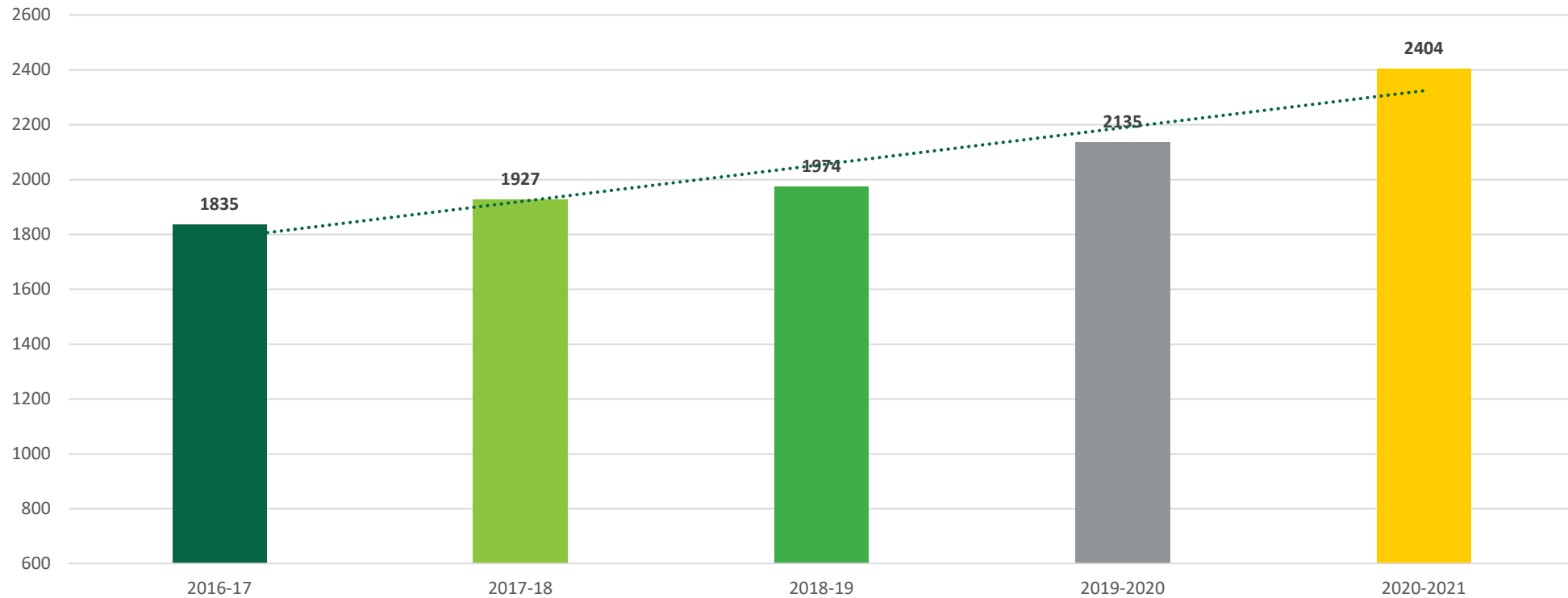
- Associate of Science in Nursing (ASN) – 17 campuses
  - Fall 21 - 680 Seats
- Practical Nursing (PN) – 18 campuses
  - Fall 21 - 313 seats
- Licensed Practical Nurse to ASN – 18 campuses
  - Fall 21 - 38 seats
- Paramedic to ASN – Currently 2 campuses
  - Fall 21 – 30 seats
  - 1 campus beginning a cohort in Spring 22 (10 seats)
- Medical Assisting to ASN will be offered at 1 campus in Summer 22 and 4 campuses in Spring 22 (50 seats)
- Military Medic to ASN will be offered at 1 campus in Spring 22 (5 seats)



# Nursing Enrollment AY 16-17 thru Current



NURSING ENROLLMENT  
23.6% increase over 5 years



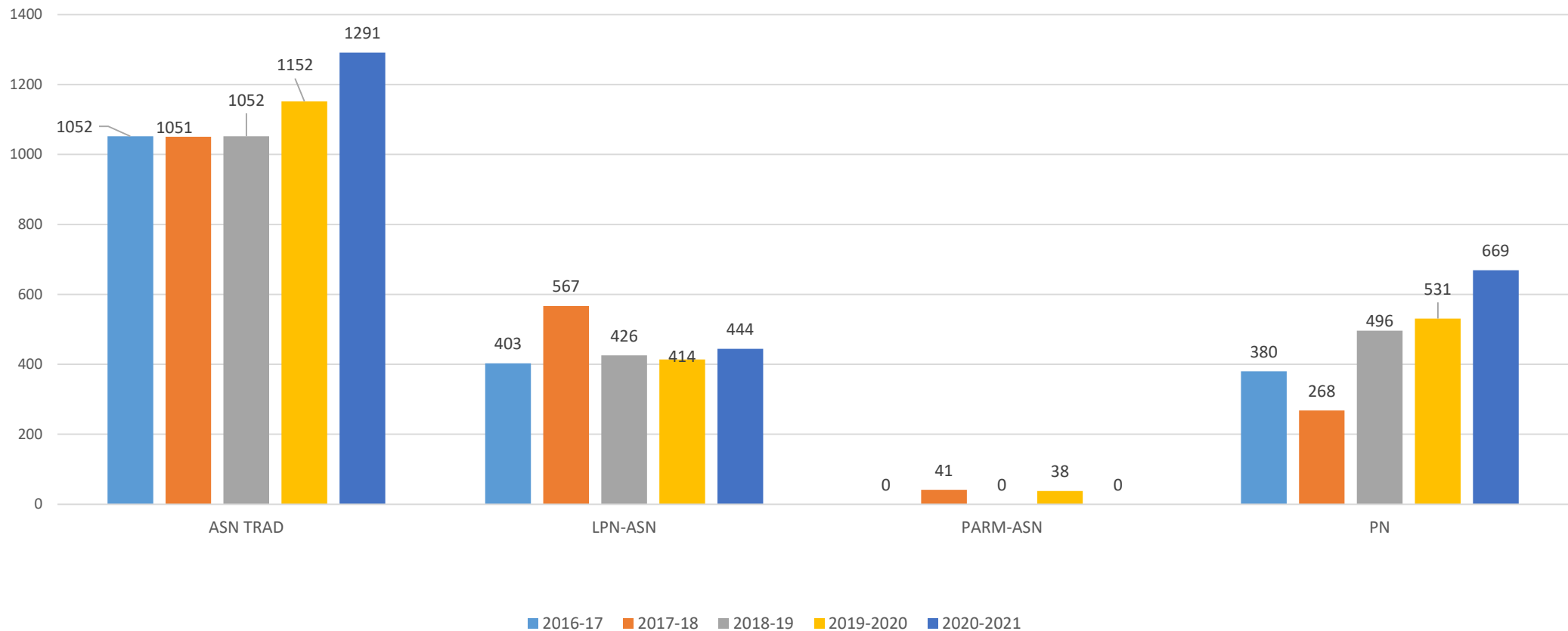




# Nursing Enrollment by Program AY 16-17 thru Current

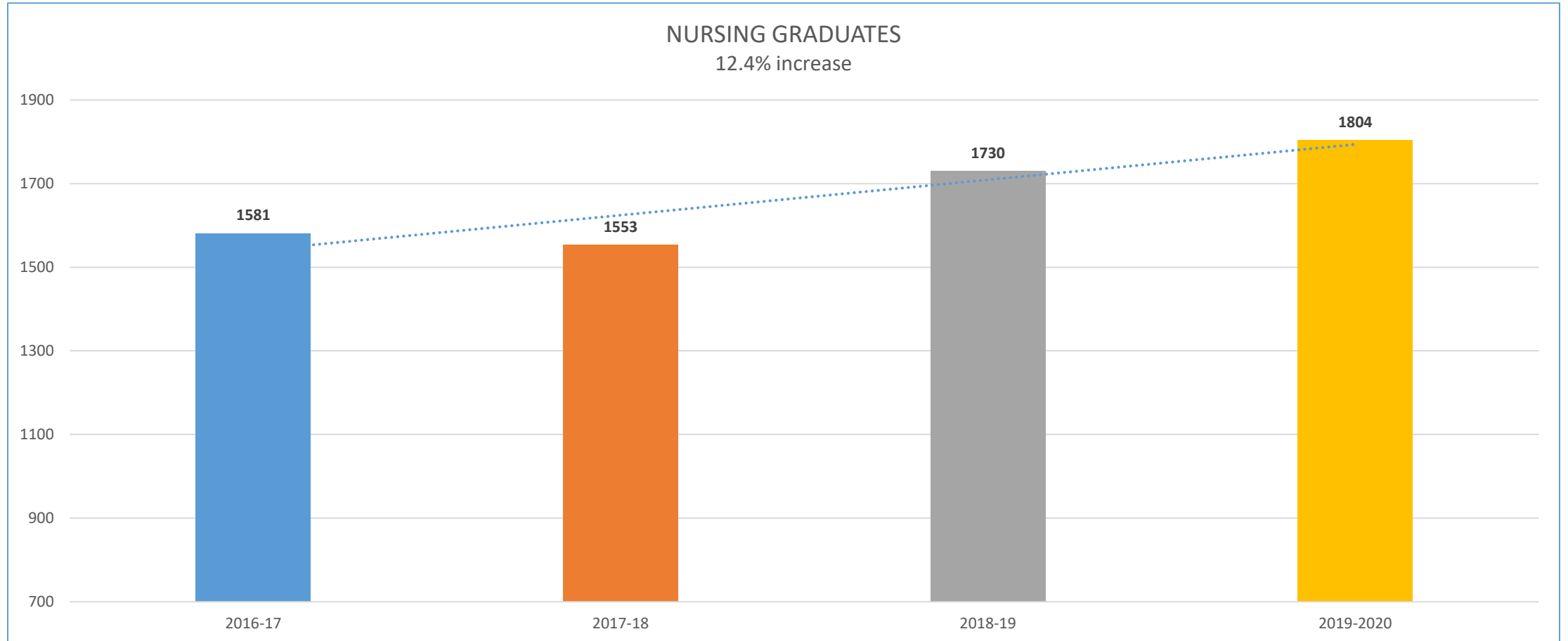


NURSING ENROLLMENT BY PROGRAM





# Nursing Graduates AY 16-17 thru AY 19-20





# Challenges to Growth



- Qualified Faculty
- Physical Space/Equipment
- Clinical Space (Only 25% simulation/observation)
- Qualified Applicants



# Strategy for Significant Growth



- Presentation at the August State Board of Trustees Meeting
- Focus on sizing the supply and demand gap in Nursing
- Setting a significant, multi-year growth target to fill the gap
- Share strategy and specific plans for achieving the growth
- Define high-level needs and support



**THANK YOU!**

**QUESTIONS?**



**TREASURER'S REPORT  
IVY TECH COMMUNITY COLLEGE  
SPONSORED PROGRAM FUNDS  
March 1, 2021 THROUGH April 30, 2021**

Grant Number	Campus	Title or Description	Source	Amount	Original Effective Date	Expiration Date
<u>Competitive</u>						
R03081	Systems Office	901 SUB NSF Pathways to Tech Career <i>(increase)</i>	Rutgers University	\$ 30,628.00	6/15/2018	11/30/2021
R03541	Bloomington	241 DWD Adult Basic Education Grant <i>(increase)</i>	Governor's Workforce Cabinet	\$ 2,068.00	7/1/2020	6/30/2021
R03469	Bloomington	241 IED SBDC Cares Act COVID-19 Relief <i>(increase)</i>	IN Economic Development Corp	\$ 47,165.00	4/1/2020	9/30/2021
R03543	Indianapolis	181 SUB JPMC Career Readiness	IPIC d/b/a EmployIndy	\$ 186,837.00	10/1/2020	2/28/2025
R03617	Kokomo	151 ICAN Mini Grant	Indiana Collegiate Action Network	\$ 5,000.00	11/1/2020	6/30/2021
R03618	South Bend	121 21st Century Scholar Success Initiative	Community Foundation of St. Joseph County	\$ 276,250.00	1/1/2021	6/30/2025
R03619	Kokomo	151 ISL CARES Act Mini Grant 1 & 2	Indiana State Library	\$ 3,400.00	5/6/2020	4/1/2021
R03620	Kokomo	151 SUB NEH Hispanic/Latinx Heritage Movie Night	Indiana Humanities	\$ 3,207.00	11/1/2020	10/31/2021
R03623	Fort Wayne	131 ICHE 2020-2021 ScholarCorps AmeriCorps	Indiana Commission for Higher Ed	\$ 2,000.00	8/3/2020	7/31/2021
R03622	Muncie	161 Muncie AEP Muncie Youth Empowerment Program	American Electric Power Foundation	\$ 225,000.00	1/1/2020	12/31/2022
R03624	Muncie	161 20-21 CHE ScholarCorps AmeriCorps	Indiana Commission for Higher Ed	\$ 2,000.00	8/3/2020	7/31/2021
R03625	Evansville	221 United Way Mental Health: Managing Stressors During COVID	United Way of Southwest Indiana	\$ 5,846.00	1/20/2021	1/19/2022
R03626	Anderson	162 IN State Library CARES Mini-Grant Anderson	Indiana State Library	\$ 1,400.00	5/6/2020	4/1/2021
R03627	Muncie	161 IN State Library CARES Mini-Grant Muncie	Indiana State Library	\$ 1,400.00	5/6/2020	4/1/2021
R03629	Bloomington	241 City of Bloomington Recover Forward Biomanufacturing	City of Bloomington	\$ 50,000.00	12/7/2020	12/31/2021
R03628	Bloomington	241 City of Bloomington Recover Forward Trades NCCER	City of Bloomington	\$ 100,000.00	12/24/2020	12/31/2021
R03631	Lafayette	141 WREC Conservation Covering Prairie Planting (IDEM)	Wabash River Enhancement Corp	\$ 3,944.00	4/21/2021	11/30/2022
RSB21F	Bloomington	241 SBDC Federal CY21	Indiana Economic Development	\$ 164,817.00	1/1/2021	12/31/2021
RSB21S	Bloomington	241 SBDC State CY21	Indiana Economic Development	\$ 114,885.00	1/1/2021	12/31/2021
				Competitive Total:	<u>\$ 1,225,847.00</u>	
<u>Non Competitive</u>						
R03394 (R03616)	Systems Office	901 CARES ACT Institutional Portion <i>(increase)</i> (901 DOE CRRSAA Institutional Portion)	U.S. Department of Education	\$ 71,001,598.00	5/4/2020	5/3/2022
				Non-Competitive Total:	<u>\$ 71,001,598.00</u>	
				Total Board Report:	<u><u>\$ 72,227,445.00</u></u>	

**IVY TECH COMMUNITY COLLEGE  
SPONSORED PROGRAM FUNDS  
July 1, 2020 THROUGH April 30, 2021**

**Grants &  
Contracts**

Total this Report	\$ 72,227,445.00
2020-2021 YTD-Total to Date	\$ 105,472,419.87
2019-2020 Fiscal Year-End Total	\$ 61,493,223.00
2018-2019 Fiscal Year-End Total	\$ 22,580,366.00
2017-2018 Fiscal Year-End Total	\$ 18,122,815.00
2016-2017 Fiscal Year-End Total	\$ 25,626,665.00
2015-2016 Fiscal Year-End Total	\$ 18,906,875.00
2014-2015 Fiscal Year-End Total	\$ 20,718,246.00
2013-2014 Fiscal Year-End Total	\$ 27,105,576.00
2012-2013 Fiscal Year-End Total	\$ 23,049,587.00
2011-2012 Fiscal Year-End Total	\$ 26,290,960.00

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

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>	
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	Life & LTD	109,819.30	The Standard	3/2/2021	J0254547
	County and State Taxes	806,150.10	PNC Bank	3/2/2021	J0254575
	Rx Payment	222,122.75	CVS	3/3/2021	J0254633
	FICA/MQFE/Federal Taxes	2,185,893.63	PNC Bank	3/8/2021	J0254722
	Reimbursement for Health Ins. Claims	619,266.29	Anthem	3/8/2021	J0254729
	Rx Payment	138,270.83	CVS	3/8/2021	J0254758
	Retirement	1,112,671.47	Transamerica	3/8/2021	J0254761
	Reimbursement for Health Ins. Claims	408,524.73	Anthem	3/12/2021	J0254931
	Health Savings Account	213,452.33	Chard Snyder	3/15/2021	J0254972
	Rx Payment	236,224.25	CVS	3/15/2021	J0254973
	Reimbursement for Health Ins. Claims	951,755.33	Anthem	3/19/2021	J0255146
	FICA/MQFE/Federal Taxes	2,190,582.51	PNC Bank	3/22/2021	J0255172
	Retirement	1,107,494.50	Transamerica	3/22/2021	J0255200
	Reimbursement for Health Ins. Claims	594,750.70	Anthem	3/25/2021	J0255353
	Health Savings Account	214,179.51	Chard Snyder	3/29/2021	J0255439
	Rx Payment	271,859.90	CVS	3/30/2021	J0255490
	Rx Payment	291,504.18	CVS	3/31/2021	J0255545
Reimbursement for Health Ins. Claims	513,358.10	Anthem	3/31/2021	J0255654	

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

<u>Authorization for Disbursement</u>		<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
II. Article IV. Officers of the Board. Section 5. Treasurer.	Money Market	15,542,000.00	Lake City Bank	3/16/2021	J0255061
Article VIII. Execution of Contracts and other Documents. Section A.	Money Market	5,290,000.00	Lake City Bank	3/17/2021	J0255099
Approval and authorization of the Board.	Money Market	15,617,000.00	Lake City Bank	3/24/2021	J0255324
III. Reported to the Board of Trustees under \$500,000	Licensed Software	391,666.67	Blackboard Collaborate Inc	3/1/2021	!0245787
	Elkhart iFLEX Project	237,370.70	CORE Construction Indiana LLC	3/1/2021	!0245799
	Licensed Software	210,591.00	Modo Labs, Inc.	3/1/2021	!0245848
	SBOA Federal Audit	119,393.00	Treasurer of State	3/1/2021	2447844
	Utilities	185,795.25	BPTS	3/1/2021	J0254491
	Computers	171,052.41	Dell	3/2/2021	!0245934
	Apprenticeship Contract Expense	211,557.69	Ironworkers Local 22 Apprenticeship	3/2/2021	2447973
	Online Service Subscription	108,000.00	The Myers-Briggs Company	3/5/2021	!0246215
	Chiller Replacement	143,235.00	B & S Plumbing and Heating Inc	3/8/2021	!0246252
	Utilities	108,746.12	BPTS	3/8/2021	J0254730
	Utilities	222,353.33	BPTS	3/8/2021	J0254759
	Elkhart iFLEX Project	280,985.44	CORE Construction Indiana LLC	3/10/2021	!0246456
	Backup Boiler Replacement	104,356.00	D A Dodd Inc	3/10/2021	!0246459
	Licensed Software	402,452.90	Oracle America Inc	3/10/2021	!0246488

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

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000				
Licensed Software	175,521.34	DocuSign Inc	3/12/2021	!0246607
Electrical Equipment Rental	241,278.00	Gaylor Electric, Inc	3/12/2021	!0246613
Kokomo Construction Project	197,814.19	Hagerman Inc	3/15/2021	!0246705
Utilities	102,095.35	BPTS	3/15/2021	J0254975
Ft. Wayne Parking Lot Project	285,954.27	F.A. Wilhelm Construction Co., Inc	3/18/2021	!0246947
NMC LED Lighting Conversion	134,802.76	Facility Solutions Group Inc	3/19/2021	!0247020
Licensed Software	143,786.70	Aidex Corporation	3/22/2021	!0247082
Equipment	432,885.96	Purdue University	3/23/2021	2450236
Apprenticeship Contract Expense	153,909.76	Indiana/Kentucky Council of Carpenters	3/24/2021	2450677
Utilities	186,793.92	BPTS	3/24/2021	J0255292
Licensed Software	391,666.67	Blackboard Collaborate Inc	3/30/2021	!0247665
Purchasing Card	114,005.79	JP Morgan	3/30/2021	J0255494
IV. Approved by the Board of Trustees over \$500,000.				
Cengage Course Materials & Bookstore Purchases	1,262,372.62	Barnes & Noble Education Inc	3/1/2021	!0245785
Financial Aid Bookstore Purchases	2,398,270.27	Barnes & Noble Education Inc	3/8/2021	J0254785
Semi Annual Lease Payment	500,000.00	City of Fort Wayne	3/22/2021	!0247106
Licensed Software	675,108.00	Instructure Inc	3/30/2021	!0247686



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

<u>Authorization for Disbursement</u>		<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	FICA/MQFE/Federal Taxes	2,177,593.72	PNC Bank	4/2/2021	J0255695
	Life & LTD	110,142.90	The Standard	4/5/2021	J0255711
	County and State Taxes	812,457.82	PNC Bank	4/5/2021	J0255721
	Retirement	1,105,556.12	Transamerica	4/6/2021	J0255780
	Reimbursement for Health Ins. Claims	315,943.57	Anthem	4/8/2021	J0255857
	Rx Payment	264,365.50	CVS	4/8/2021	J0255858
	Health Savings Account	214,789.44	Chard Snyder	4/12/2021	J0255954
	Reimbursement for Health Ins. Claims	318,152.38	Anthem	4/16/2021	J0256155
	Rx Payment	265,741.47	CVS	4/16/2021	J0256156
	FICA/MQFE/Federal Taxes	2,205,420.00	PNC Bank	4/19/2021	J0256196
	Retirement	1,110,578.35	Transamerica	4/20/2021	J0256263
	Reimbursement for Health Ins. Claims	682,499.89	Anthem	4/22/2021	J0256348
	Rx Payment	322,659.58	CVS	4/26/2021	J0256444
	Health Savings Account	214,319.10	Chard Snyder	4/26/2021	J0256446
	Reimbursement for Health Ins. Claims	517,626.34	Anthem	4/29/2021	J0256606
	FICA/MQFE/Federal Taxes	2,278,386.20	PNC Bank	4/30/2021	J0256671
	Rx Payment	174,901.44	CVS	4/30/2021	J0256813

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

<u>Authorization for Disbursement</u>		<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
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.	Money Market	20,840,000.00	Lake City Bank	4/13/2021	J0256058
	Money Market	18,926,000.00	Lake City Bank	4/14/2021	J0256165
	Money Market	389,000.00	Lake City Bank	4/15/2021	J0256167
	Money Market	315,000.00	Lake City Bank	4/16/2021	J0256230
	Money Market	658,000.00	Lake City Bank	4/19/2021	J0256261
	Money Market	272,000.00	Lake City Bank	4/27/2021	J0256516
III. Reported to the Board of Trustees under \$500,000	Licensed Software	355,388.86	SHI International Corp	4/2/2021	!0247909
	Utilities	131,671.88	BPTS	4/5/2021	J0255745
	Salesforce CRM Implementation	336,555.39	Appirio Inc	4/8/2021	!0248207
	Utilities	207,558.18	BPTS	4/8/2021	J0255859
	Utilities	126,068.59	BPTS	4/12/2021	J0255957
	Salesforce CRM Implementation	144,504.75	Appirio Inc	4/15/2021	!0248621
	Apprenticeship Contract Expense	162,441.43	Electrical Joint Apprenticeship Trade	4/15/2021	!0248631
	Licensed Software	155,300.00	CourseMaven Inc	4/21/2021	!0248991
	Strong Start Coaching Program	255,813.00	Inside Track Inc	4/26/2021	!0249255
	Utilities	129,672.15	BPTS	4/26/2021	J0256447
	Apprenticeship Contract Expense	117,866.76	Lake County Electricians Joint Appr	4/27/2021	!0249407

Purchasing Card	140,084.74	JP Morgan	4/28/2021	J0256546
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DISBURSEMENTS OF \$100,000.00 AND OVER  
FOR THE MONTH OF APRIL 2021  
PAGE 3

<u>Authorization for Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Transaction Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000				
Apprenticeship Contract Expense	276,604.65	Plumbers & Pipefitters Local 502 Ed	4/29/2021	2492431
Licensed Software	391,666.67	Blackboard Collaborate Inc	4/30/2021	!0249591
Licensed Software	114,944.30	Zoom Video Communications, Inc.	4/30/2021	!0249671
IV. Approved by the Board of Trustees over \$500,000.				
Inclusive Access	1,590,080.13	Barnes & Noble Education Inc	4/14/2021	J0256170
Indianapolis Automotive Project	993,067.08	Pepper Construction Company of Indi	4/29/2021	!0249563
Apprenticeship Contract Expense	675,943.22	Louisville Electrical JATC	4/29/2021	2492429



IVY TECH  
COMMUNITY COLLEGE

State Board of Trustees

# State Board of Trustees President's Report



June 03, 2021

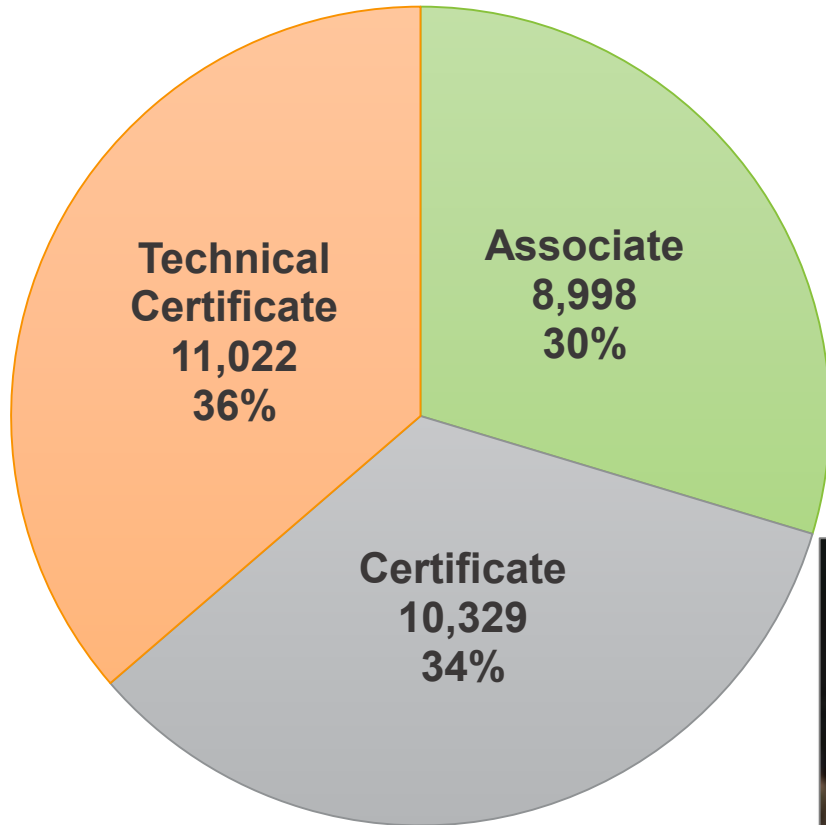




# Celebrating Commencement



- Offered in-person and virtual ceremonies
- Total graduates: **22,169**







**Thank You! Kathy Lee  
Chancellor, Indianapolis**



**Welcome! Lorenzo Esters  
Chancellor, Indianapolis**





**Thank You! David Bathe  
Chancellor, Lafayette**



# Lafayette Chancellor Update

- Reposted: Monday, May 03
  - Closed posting: Wednesday, May 26
- 1st round interviews: week of June 07
- 2nd round interviews or follow-ups (if needed): week of June 14
- Finalist interviews: July 12 and 13
- Start date: August 16 (or as agreed upon)
- Chancellor Bathe retires effective August 13







# Richmond Chancellor Update

- Dr. Lori Handy began as interim chancellor March 01
- Listening Sessions: April 08 and 09
- Position posted: April 09
- First round interviews will begin in June
- Chancellor on board in late July







# COVID-19 Operational Update



# COVID-19 Update



- Will follow updated CDC guidelines regarding masks beginning June 7
- Summer will be transition from mostly virtual to some in-person
- Summer employee census will be 50%
- Campuses will be 100% “open” for Fall
  - ≈75% of courses offered by campuses will have an in-person component
  - More Learn Anywhere, hybrid courses and services for students
- Adjustments to employee workplace policies under development and effective August 2021

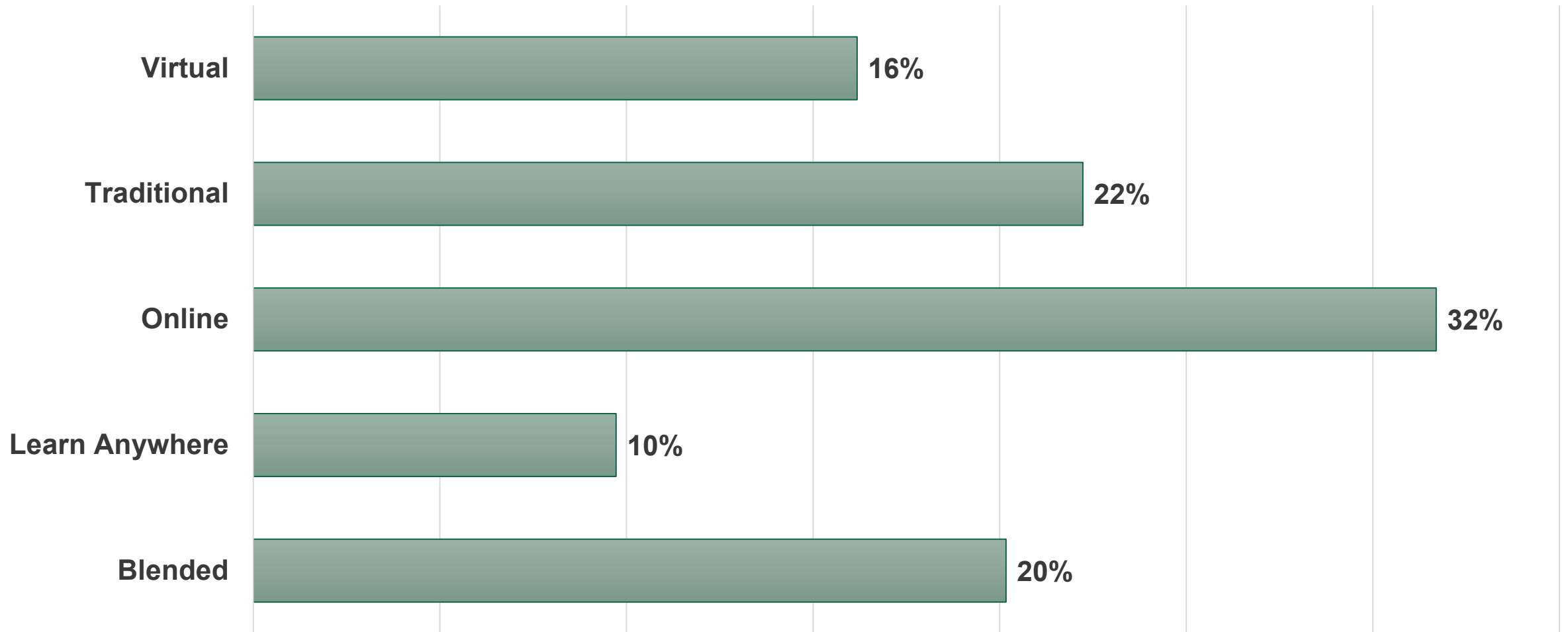




# Return to Campus – Summer 2021



**2021 Course Delivery by Student Enrollment**





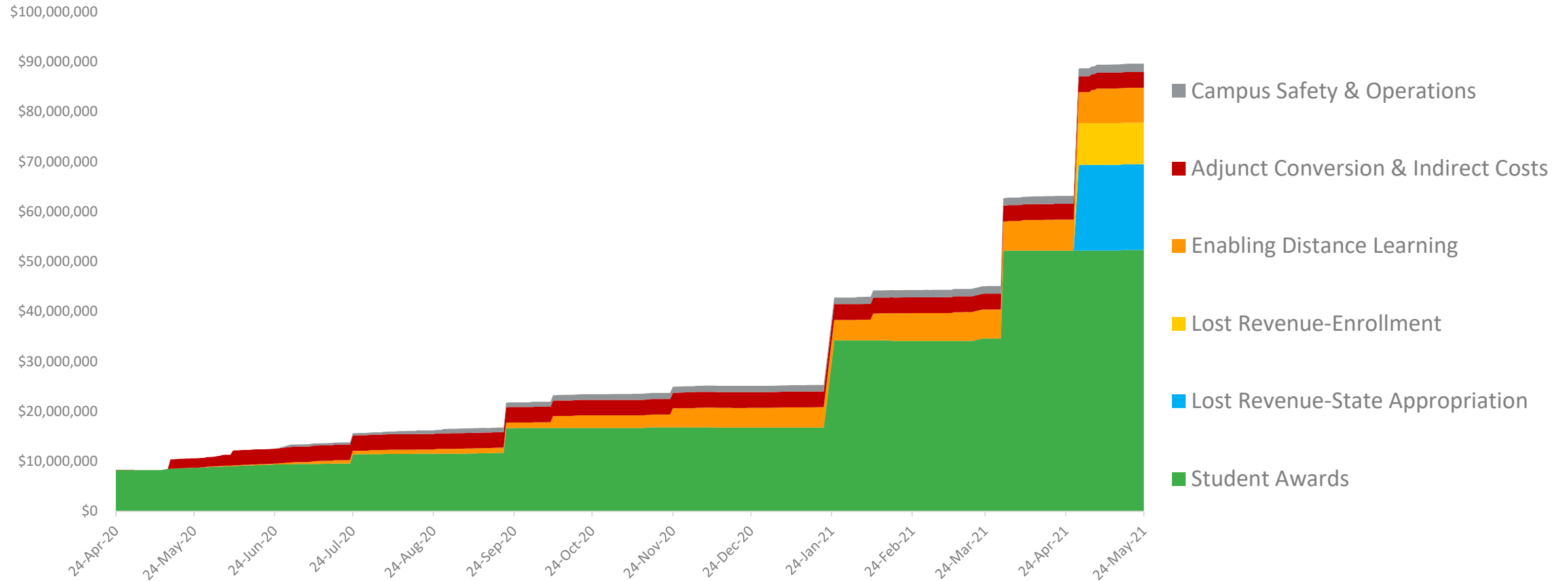
# HEERF Expenses To Date



**\$52.31M** student support

**\$37.66M** institution support

**\$89.97M** total expenses





# HEERF & Course Materials



- Approved to cover **full cost of required course materials** for first year of Ivy+
- Budgeted cost of **\$25M** per year







# Progressive Income Share Agreement (PISA)



- Will be available to Ivy Tech students and graduates while attending Eleven Fifty Academy.
- Innovative financing method with student-friendly repayment terms.
  - Students never repay more than they finance (no interest).
  - Monthly payments do not exceed 5% of income.
  - Shorter repayment periods – typically no more than five years.
  - No monthly payments if students earn less than \$42K per year.
- Incremental state income tax revenue from graduates will create sustainable funding source.



Eleven Fifty Academy



# College Update



# Hamilton County Campus Launch

- Grand Opening Celebration – July 30
- Bookstore open by July 19
- Launched 11-member CBOT
- Recruiting Foundation Board Members
- Building a strong Circle of Ivy and fundraising priorities for the remainder of the campaign
- Additional position hires and onboarding





# Summary from Campus Updates



## What will you keep doing?

- Monitor State and local restrictions
- Virtual
  - Events
  - Student resources, such as loaner laptops and extended Wi-Fi access
  - Meeting options
  - Chancellor and campus chat forums
- Flexible work and learn options
- Email/text communications to students
- Quality technology for students faculty, and staff
- Review cleaning protocols
- Use of DocuSign

## What will you no longer do?

















- Limited access to campus and building entrances
- Strictly face-to-face support services
- In-person attendance to meetings
- Require faculty and staff attendance 100 percent traditional face-to-face





# Strategic Plan – Metrics That Matter (2020-2021)



	<b>GOAL 1: STUDENT SUCCESS</b>	Fall to Fall Retention Fall to Spring Retention	
	<b>GOAL 2: RECRUITMENT &amp; ENROLLMENT</b>	Total Revenue-Generating Headcount Total Revenue-Generating Headcount Recruits	
	<b>GOAL 3: COMPLETIONS</b>	Annual Credentials	
	<b>GOAL 4: WORKFORCE</b>	Median Wages Programs Matched to Demand	
	<b>GOAL 5: EMPLOYEE</b>	Employee Engagement	
	<b>GOAL 6: FINANCIAL</b>	Stewardship Funds Raised	
	<b>GOAL 7: COMMUNITY</b>	Community Engagement	
	<b>GOAL 8: DIVERSITY, EQUITY, &amp; BELONGING</b>	Equity Gaps Belonging Score Affirmative Action Plans	





# Strategic Plan Metrics Dashboard




← Explore / Ivy Tech Internal Public / Strategic Metrics / Strategic Metric Overview ☆

Undo → Redo ← Revert Refresh Pause

View: Original Alerts Subscribe Share Download Comments Full Screen

Strategic Metric Overview Metric 1 Metric 2 Metric 3 Metric 4 Metric 5 Metric 6 Metric 7 Metric 8



**OUR COMMUNITIES.  
YOUR COLLEGE.**

PATHWAYS FOR STUDENT SUCCESS AND A STRONGER INDIANA.

Goal Year  
 2019-2020  
 2020-2021

Campus  
Statewide

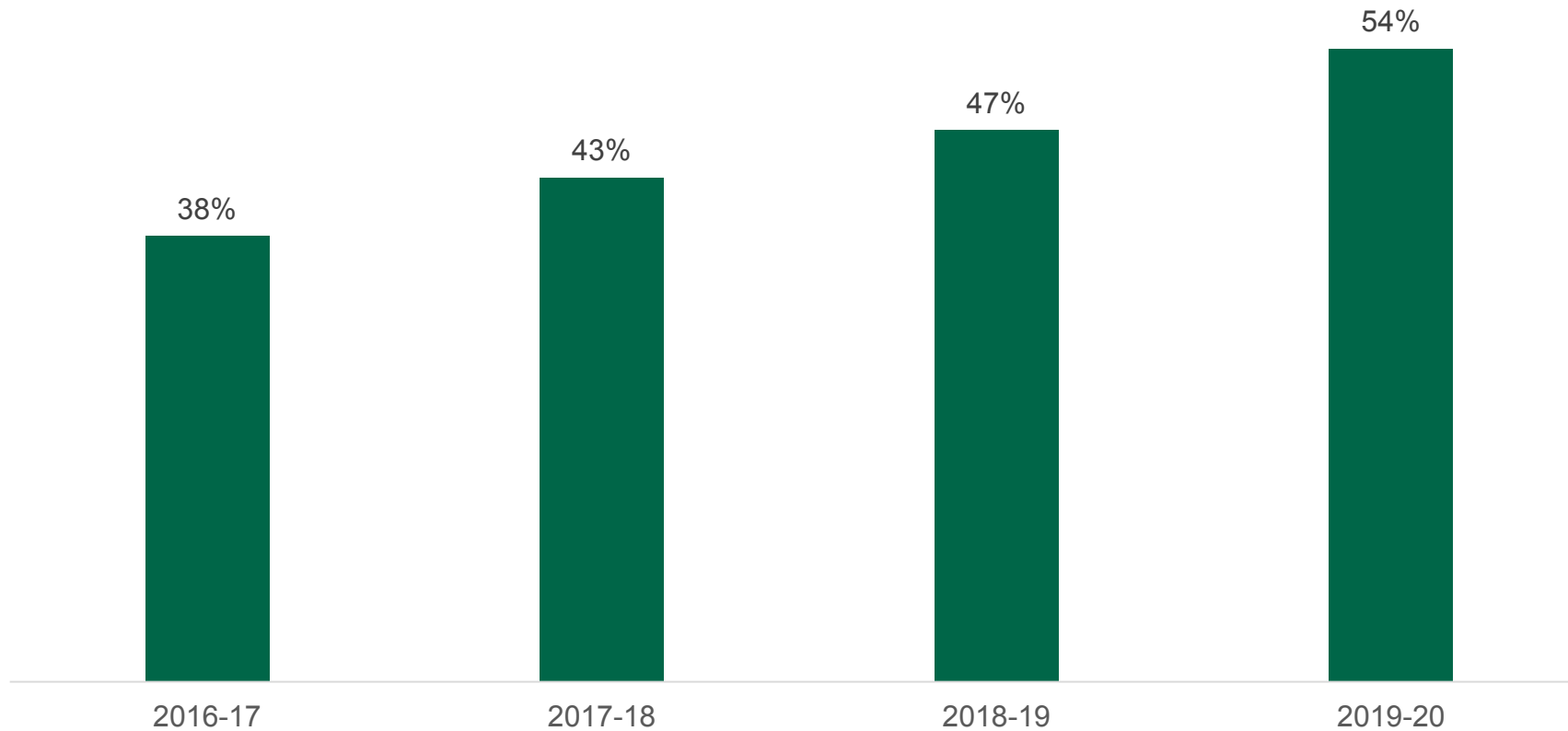
<https://us-east-1.online.tableau.com/#!/site/ivytechcommunitycollege/views/StrategicMetrics/StrategicMetricOverview?:iid=1>



# Median Wage Data



## Graduates Wages Greater than State Median





# Refresh Metrics



## Goal 1: Student Success

- Metric continues to be **Fall to Fall Retention** and **Fall to Spring Retention**.
- Campus targets have been adjusted.



## Goal 2: Recruitment and Enrollment

- New metric is **Total Headcount Enrollment**.
- Campus targets are based on the *recruitable* population from the service area.
- **Average Course Load** is being monitored this year as future 2<sup>nd</sup> metric.



## Goal 4: Workforce

- Metric continues to be **Percentage of graduates earning above median wage after 1 year**.
- Moving away from Quadrants as a metric.
- Second metric is under discussion.



# Summer Initiatives



## **Taking Hoosiers to the Next Level 1c: DWD/GWC/CHE Partnership**

- 18-21 credit WRG high-wage, high-demand certificates
- More than 3,500 students enrolled since Fall 2020; more than 750 completed YTD

## **Crossing the Finish Line: IDOE/CHE Partnership**

- High school students who are “near completers” includes funding for tuition, books and fees
- More than 1,000 students enrolled Summer 2021

## **Summer Bridge Program: IDOE/CHE Partnership**

- Graduating high school seniors who have not met pre-determined college readiness, students receive financial incentive
- Help at-risk students through one-credit hour college success course, complete knowledge assessment
- Goal: conversion to Ivy Tech student



# Celebrating Commencement



Columbus Campus 2021 Graduation Story – Charity Mund





**THANK YOU!**



**APPOINTMENT OF CAMPUS BOARD TRUSTEES**

**RESOLUTION NUMBER 2021-28**

**WHEREAS**, the Hamilton County, Fort Wayne, Kokomo, Lawrenceburg, Madison, Muncie, Sellersburg, Terre Haute Campus' have recommended individuals to serve on their campus Boards.

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

**NOW THEREFORE BE IT RESOLVED**, the individuals listed on the attached Exhibit A are hereby appointed as campus trustees for Ivy Tech Community College of Indiana – Hamilton County, Fort Wayne, Kokomo, Lawrenceburg, Madison, Muncie, Sellersburg, Terre Haute effective immediately.

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

---

**Terry W. Anker, Chairman**

---

**Andrew Wilson, Secretary**

**Dated: June 3, 2021**

Exhibit A  
Resolution 2021-28

**HAMILTON COUNTY**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
Chuck Haberman	At-Large	6/30/2024
Carrie Lively	At-Large	6/30/2023
Paul Brenner	Commerce	6/30/2024
Mary Roberson	Education	6/30/2023
Cheryl Schaefer	Commerce	6/30/2023
Jean Putnam	Commerce	6/30/2022
Monica Peck	Commerce	6/30/2024
Darrell Gordon	At-Large	6/30/2023
Carol Sergi	Commerce	6/30/2022
William Howard	Education	6/30/2022
Dan Brita	Education	6/30/2022

**FORT WAYNE**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
Tonya Weaver	Education	6/30/2024

**KOKOMO**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
Mark Maple	Agriculture	6/30/2024
Karen McLean	At Large	6/30/2024

**LAWRENCEBURG**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
John Kime	Labor	6/30/2024
Karen Snyder	At Large	6/30/2024
Belinda Eldridge	Commerce	6/30/2024
Dr. Laure Haupert	Agriculture	6/30/2024

**MADISON**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
Neil Callahan Clayton	Manufacturing	6/30/2024

**MUNCIE**

<b><u>Name</u></b>	<b><u>Constituency</u></b>	<b><u>Expiration of Term</u></b>
Pastor Andre Mitchell	At-Large	6/30/2024
Dea Bell	Education	6/30/2024
Matt Lohmiller	Manufacturing	6/30/2024

Exhibit A  
Resolution 2021-28

**SELLERSBURG**

**Name**

Paul Perkins

**Constituency**

Manufacturing

**Expiration of Term**

6/30/2024

**TERRE HAUTE**

**Name**

Gregory A Harbison

Chris Stitzle

Melissa Reed

Alpa Patel

**Constituency**

At-Large

Education

Education

Commerce

**Expiration of Term**

6/30/2024

6/30/2024

6/30/2024

6/30/2024

## HONORING THE LEADERSHIP OF JULIE ROWLAND

### Resolution Number 2021-15

**WHEREAS**, Julie Lorton-Rowland was first employed at the Richmond Campus of Ivy Tech Community College on May 24, 1978, and

**WHEREAS**, Julie has spent many of her years with the College in the area of Human Resources beginning in 1993 as Employee Relations Director, and in 1996 as Human Resources Director, and in 2003 as Executive Director of Human Resources, and

**WHEREAS**, On April 1, 2012 Julie was appointed by President Tom Snyder as interim Vice President of Human Resources and then appointed permanently to that position by President Snyder on July 1, 2013, and

**WHEREAS**, on January 1, 2018 Julie was appointed by President Sue Ellspermann as Senior Vice President of Human Resources, and

**WHEREAS**, during her tenure with the College Julie has been a part of various leadership teams and been individually instrumental in many accomplishments including but not limited to the following:

- Implementation of two human resource information systems
- Implementation of College's first applicant tracking, benefits enrollment, e-learning and performance management systems
- Early retirement incentive program
- Expansion of fee remission, EAP and financial education to part-time staff and adjunct faculty
- Raised minimum salary for full-time employees to \$30,000/yr
- Launch of multiple leadership development programs
- Employee engagement survey
- Winter recess
- Campus/Systems Office restructure and hubs
- Workplace flexibility policy
- Spot bonus program
- Evolved multiple College policies to be more inclusive

**WHEREAS**, Julie Lorton-Rowland has provided outstanding leadership to the College's Human Resources teams, and provided thoughtful, insightful and confidential counsel to the President always having the best interests of the faculty, staff and students of Ivy Tech Community College and its mission in mind.

**NOW THEREFORE BE IT RESOLVED** the Board of Trustees of Ivy Tech Community College of Indiana does hereby honor Julie Rowland by this resolution as a means of recognizing and thanking her for her leadership, dedication, passion and service to Ivy Tech Community College of Indiana.

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

---

**Terry Anker, Chairman**

---

**Andrew Wilson, Secretary**

**Dated: June 3, 2021**