



Preliminary Agenda as of March 25, 2020*

Meeting of the State Board of Trustees

April 2, 2020

- I. Roll Call**
- II. Report of Secretary on Notice of Meeting**
- III. Approval of Minutes**
February 6, 2020
- IV. Resolutions**
 - Academics & Student Experience**
Resolution 2020-7, Approval of Global Workforce Skills Certificate Program
 - Building & Grounds**
Resolution 2020-8, Approval for College to accept Warsaw Building from the Ivy Tech Foundation
- V. Committee Reports**
 - a) **Academics & Student Experience**
 - b) **Budget & Finance**
 - c) **Building & Grounds**
- VI. Treasurer's Report, Matt Hawkins, Senior VP CFO and Treasurer**
- VII. State of the College, Sue Ellspermann, PhD President**
- VIII. Old Business**
- IX. New Business**
 - Resolution 2020-9, Appointment of Campus Board of Trustees
- 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 virtually on April 2, 2020. This meeting is being held in compliance with IC 5-14-1.5 *et seq* and the Governor's Executive Orders 20-04 and 20-09. No members of the governing body will attend in person, but will instead attend remotely. The public is invited to attend the meetings open to the public by remote access by using this link <https://ivytech.zoom.us/j/162133069>

Thursday, April 2, 2020

9:30 am **Executive Session of the State Board of Trustees** (*not open to public*)

The State Trustees will meet in Executive Session at 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.

11:00 am **Board Committee Meetings** (*open to the public*)

The State Trustees will hold the regular committee meetings virtually

- | | |
|---------------------|--------------------------------|
| 11:00 am – 11:20 am | Academics & Student Experience |
| 11:20 am – 11:40 am | Budget & Finance |
| 11:40 am – Noon | Building & Grounds |

12:30 pm **Regular State Board of Trustees Meeting** (*open to the public*)

The State Trustees will hold a regular meeting virtually to consider and take action on such items as may be brought before them.

Secretary
Dated this 25th of March 2020

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

IVY TECH COMMUNITY COLLEGE

February 6, 2020

Chairman Terry Anker called the meeting of the State Board of Trustees to order at 1:00 pm at 502 E Carmel Drive, Carmel, Indiana.

ROLL CALL

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

The following State Trustees were present:

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

The following Trustees were absent:

Mr. Bradley Clark
Mr. Harold Hunt

A. NOTICES OF MEETING MAILED AND POSTED:

Trustee Andrew Wilson, Secretary, confirmed that notices of the February 6, 2020, regular meeting were properly mailed and posted.

B. APPROVAL OF BOARD MINUTES:

Trustee Garatoni moved for approval of the minutes of the December 5, 2019, board meeting. Trustee Emmert-O'Dell seconded the motion and the motion carried unanimously.

C. COMMITTEE REPORTS:

Item 1 Chairman Anker called upon Trustee Gretchen Gutman, Chair of the **Audit Committee** to give a report from the committee. Trustee Gutman reported there are no action items from the Audit Committee. The Audit Committee discussed the following issues: reports to the confidential hotline, an update on pending litigation, a cybersecurity report, and the exit conference related to the federal compliance audits that took place in December. They reviewed the audit schedule for 2019-20 and the three-year audit plan and internal audit reports that had been issued since the last meeting.

Item 2 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.

Dr. Emily Bobo, Professor of English at Bloomington is the outgoing chair of faculty council. She shared the work of the Academic Freedom Taskforce, change in reporting of hours for faculty, and the beginning of an academic due process task force that will review policies that will allow for the protection of academic freedom. Ms. Jennifer Schaeffer, the current chair of the faculty council, reported on the children in the classroom policy, input for the Single Mom's initiative and the work of faculty council in supporting major college initiatives including 8 week classes, IvyOnline, and Inclusive Tuition. Dr. Monroe and Dr. Ellspermann recognized Dr. Bobo as the outgoing chair of faculty council.

Kathryn Stremiecki spoke about Ivy Assist, a social services web platform powered by the company Aunt Bertha. Students use Ivy Assist to search for agencies and services in their local area. These services include, but are not limited to, food, housing, transportation, and financial assistance. Stremiecki demonstrated the student's experience as they use the platform. Since the launch of the Ivy Assist website last June, over 15,000 unique Ivy Tech users have logged onto the site. Over 40% of the searches have taken place outside of business hours. The most common search terms are food pantry, help pay for gas, and help find housing.

Additionally, Stremiecki and Dominick Chase provided an overview of the Uber Pilot. This pilot has been launched to assist students who are experiencing a transportation barrier. Students needing transportation assistance work with Ivy Cares staff to set up an Ivy Tech Uber account that will offset the cost of an Uber ride to campus, or pay for the ride in its entirety. Students who use the service will be tracked to compare their completion rate to the general completion rate.

Matthew Pittman provided an update on IvyOnline. This fall IvyOnline ran 421 sections which was an increase of four more sections as compared to Fall 2018. However, while that was a small increase in the number of sections, IvyOnline also served more than 1,000 additional students this fall over last. While a few additional sections ran, those sections were at higher enrollment (closer to the cap). The average section size in IvyOnline was between 2 and 3 students higher this fall than the same courses last fall. In terms of outcomes, the data follows much of the same trends as we saw with other courses. First 8-week courses have the highest success rate followed by 16 week and 2nd 8-week courses. A couple highlights were BIOL 101, which saw an enrollment increase this fall of 39%, success rates improved 4.2%, and withdrawal rate dropped by 1.1%. INFM 109 was another course that had significant improvements including a success rate bump of 4.8% and a decrease in withdrawal rate by 2.7%. IvyOnline will continue to work with faculty and curriculum committees to ensure that each course has positive outcomes for our students while maintaining academic rigor.

Within IvyOnline, Faculty Leads serve as the academic lead for online course offerings, and this involves providing opportunities for faculty growth in the online environment. Examples of such opportunities include piloting new technology, such as the Perceivant dashboard and Packback discussion board platform. Faculty leads also leverage the new structure of IvyOnline to build community so faculty can connect as online faculty members across campuses. To gauge faculty buy-in, the Faculty Leads surveyed current IvyOnline instructors. After the initial semester of IvyOnline, the results from current IvyOnline faculty were positive and supportive of IvyOnline's direction so far.

Drs. Stacy Atkinson and Cory Clasemann-Ryan provided an update on the College's 8-week course initiative. In Fall 2019, the College offered more than half of its courses in an 8-week format, with students having a higher passing rate in these courses than in 16-week courses. Ivy Tech continues to utilize 8-week champions and mini-grants to support this initiative.

Mary Anne Sloan provided a programmatic overview of the Nursing program. Current and projected nursing demand in the state were reviewed. An overview of the various nursing programs was provided with respective enrollment, graduation rates and NCLEX pass rates for the past 3 years, all having increased year over year. Proposed programs were highlighted. Ms. Sloan highlighted the regulatory consideration and market challenges that are present in Indiana and may influence nursing enrollment. Several possible initiatives were discussed that could allow for increased nursing enrollment as well as improved student success. Ms. Sloan reviewed the current nursing program fees and nursing faculty

salaries and proposed a possible solution to increasing nursing faculty statewide.

Item 3

Chairman Anker called upon Trustee Andrew Wilson for a report from the **Workforce Alignment Committee**. Sr. Vice President for Workforce and Careers Chris Lowery and members of his senior leadership team presented updates on various Workforce and Careers initiatives:

The Systems Office CCEC team is now fully staffed, and alpha campus executive directors have been hired. Other alpha campus positions (coaches, employer consultants, and career experience coordinators) will be filled over the next several weeks.

\$11.33M in external funding has been secured to date for the initial implementation of the Career Coaching and Employer Connections (CCEC) initiative; an additional \$700K in funding is pending and other discussions are taking place at varying stages, including with Lumina Foundation and Strada Foundation.

A Resource Toolkit and technology platform for the Career Action Plan is being further developed for use with students starting this spring, and other possible technology solution discussions are ongoing with Strada.

Item 4

Chairman Anker called upon Trustee Kerry Stemler for a report from the **Human Resources & Operations committee**. Trustee Stemler reported there are no action items for approval.

Julie Lorton-Rowland, Sr. Vice President Human Resources, provided us with a year in review look at several key achievements that relate directly to Strategic Goal 5 – Become Known as a Great Place to Work. The review included achievements originating from Goal 5 strategy tactics, HR/Legal initiatives, Faculty Council recommendations, process improvement initiatives, employee engagement, and voice of the customer feedback. Whether led by strategy teams, or through collaboration and support by the statewide HR team and other college teams we crossed the finish line on many efforts.

From faculty to staff, part-time and full-time, these achievements are an investment in our workforce and have a positive impact on all employee groups. Julie shared a list of early starters for 2020 and spoke briefly to that work which is underway.

Item 5

Chairman Anker called upon Trustee Jesse Brand for a report from the **Budget & Finance committee**. Trustee Brand reported there is one action items for approval. The committee received an update on OIT, Legislation, Debt & Capital Leases, Federal Loan Default Rate, and Tax Intercept & Budget Status

Trustee Brand moved for approval.

Resolution 2020-6, Approval of Bond for Treasurer and Assistant Treasurer Systems Office

Trustee Garatoni seconded the motion and the motion carried unanimously.

Item 6

Chairman Anker called upon Trustee Steve Schreckengast for a report from the **Building and Grounds Committee**. Trustee Schreckengast reported there are four action items for consideration and approval. The committee received an update on the status of the Columbus capital project, on State Board approved contracts, and on XBE spend.

Trustee Schreckengast moved for approval.

Resolution 2020-1, Approval to Enter into Lease with City of Columbus Board of Aviation Commissioners, Columbus Campus

Trustee Garatoni seconded the motion and the motion carried unanimously.

Trustee Schreckengast moved for approval.

Resolution 2020-2, Approval of the Contract for the Architectural and Engineering Services for the Columbus Building Replacement Capital Project, Columbus Campus

Trustee Wade seconded the motion and the motion carried unanimously.

Trustee Schreckengast moved for approval.

Resolution 2020-3, Approval of the Contract for the Design Architect Services for the Columbus Building Replacement Capital Project, Columbus Campus

Trustee Brand seconded the motion and the motion carried unanimously.

Trustee Schreckengast moved for approval.

Resolution 2020-4, Approval of the Contract for the Construction Manager as Constructor (Cmc) for the Columbus Building Replacement Capital Project, Columbus Campus

Trustee Hughes-Schuh seconded the motion and the motion carried unanimously.

Item 7

Chairman Anker called upon Trustee Stephanie Wade for a report on the **Marketing and Public Relations Committee**. The Marketing and Public Relations report provided the Board an update on the total number of applications the College has received this year and that number has now exceeded 78,000. Marketing efforts and campus recruitment teams drive those numbers. The College is pushing March start classes via marketing and earned media more than ever before. The digital marketing efforts continue and are performing well. In order to build more awareness that a student can start classes at Ivy Tech in March, radio and outdoor has been purchased throughout the state. A number of new digital campaigns to push for March classes are being rolled out on a weekly basis statewide and the team continues to monitor the success of those campaigns and shift dollars and invest additional dollars with those campaigns that are working. He heard about how the College expanded its partnership with the Indiana Latino Institute as efforts continue to focus on better targeted efforts and to maximize long-standing relationships. We also learned the College generated over \$4.5 million dollars in earned media in 2019 and is off to a great start in 2020 have already \$1 million in earned media. And finally, we got an update on the important brand research project being managed by the marketing team and we look forward to that research helping answer questions about the College's name, its perception and what messaging resonates with various audiences.

D. TREASURER'S REPORT:

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

Matt Hawkins noted the reserve is trending about \$4M above budget, primarily due to investment income. They are working closely with investment advisors, monitoring effects of coronavirus on the fixed income market and our portfolio.

The colleges expenses are trending \$11M below budget. This represents about 2% of our overall budget. Seven months in to fiscal year 2020, Hawkins is comfortable with both revenue and expenses and our projections for year end.

Trustee Dora moved for approval of the Treasurer's Report. Trustee Garatoni seconded the motion and the motion carried unanimously.

E. STATE OF THE COLLEGE

Chairman Anker called upon President Ellspermann to provide State of the College.

President Ellspermann called upon Becky Miller, Assistant Vice President of Philanthropy and Brian Thomas, Executive Director of Grants Office to give a report on the Foundation. The Foundation recognized Bill Goins who passed on January 11. Bill served as a State Trustee from 1995-2008 and served on Foundation Board for 22 years.

2019 was one of our finest years, \$54.9M of donations and grants 2020 goal reached as of December 31, 2019, and as of January 31, 2020, we are at \$50.3M, exceeding the Statewide campaign target by \$8.7M. Increased pipeline management, moving from annual planning towards 3-5 year planning with campaign, it is important to keep momentum moving. There are a few unknowns which could affect campaign, including the 2020 Presidential election and a potential recession. She highlighted Board giving, Lilly Endowment Initiatives, the Circle of Ivy Highlights raising over \$500k in 4 years and nearing 800 members, and Giving Tuesday which raised \$68k from 588 donations (matching funds last two years attribute to success).

President Ellspermann invited James Poore, The Poore Organization and Owner/Operator of four McDonalds in Northwest Indianapolis, to discuss the McDonald's Archways to Opportunity. McDonald's provides employees at its stores the opportunity to earn a college degree and/or certificate with little to no cost with their tuition assistance program which provides up to \$2,500 from crew members and \$3,000 for managers. Employees are eligible after 90 days with a minimum of 15 hours of work per week.

President Ellspermann provided updates on the metrics noting fall-to-spring retention is currently at 70% and discussed efforts to help with enrollment. Among those efforts the Volunteer Firefighter Scholarship to recruit and retain volunteer firefighters in rural communities which is championed by Representative Randy Frye, and Uber Solution solve transportation challenge for students, particularly where bus transportation is not robust, this is the first collaboration in the country between higher education and Uber.

F. OLD BUSINESS

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

G. NEW BUSINESS

Chairman Anker called for new business.

Trustee Garatoni moved for approval of

Resolution 2020-5, Appointment of Campus Board of Trustees

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

ADJOURNMENT

With no further business to come before the Board, Chairman Anker called for a motion to adjourn the meeting. Trustee Wade moved for approval to adjourn the meeting. Trustee Schreckengast seconded the motion and the motion carried unanimously.

**STATE TRUSTEES
IVY TECH COMMUNITY COLLEGE**

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated February 7, 2020, Prepared by Gretchen L. Keller, Recording Secretary

APPROVAL OF GLOBAL WORKFORCE SKILLS CERTIFICATE PROGRAM

RESOLUTION NUMBER 2020-7

WHEREAS, Ivy Tech Community College of Indiana has identified the importance of providing education opportunities for its students; and

WHEREAS, Ivy Tech has identified needs for degree and certificate programs in the campus service area; and

WHEREAS, Ivy Tech is committed to providing our students and employers in Indiana with opportunities to prepare for globally-focused careers in a variety of specific program areas; and

WHEREAS, a task force of Ivy Tech faculty members has worked together to identify new and existing coursework containing content to provide skills appropriate for globally focused occupations; and

WHEREAS, each of the 18 campuses of Ivy Tech have indicated their interest in offering this Global Workforce Skills Certificate; and

WHEREAS, the Academics and Student Experience Committee of the State Board of Trustees has reviewed the following proposed degree programs and recommended their approval:

Global Workforce Skills Certificate (21 credit hours)

NOW THEREFORE BE IT RESOLVED that the State Board of Trustees does hereby approve the campus to offer the Global Workforce Skills Certificate, and authorizes the submission of required approval documents to the Indiana Commission for Higher Education (ICHE);

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

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 2, 2020

**APPROVAL OF TRANSFER OF OWNERSHIP OF REAL ESTATE FROM
FOUNDATION TO COLLEGE
FORT WAYNE CAMPUS**

RESOLUTION NUMBER 2020-8

WHEREAS, the Ivy Tech Foundation (“Foundation”) owns real estate located at 955 Executive Drive, Warsaw (“Property”), and

WHEREAS, the Foundation purchased the Property in December of 2013 and entered into a lease with the College pursuant to Resolution 2013-53, and

WHEREAS, the College houses the Orthopedic Advanced Manufacturing program at the Property, and

WHEREAS, the College had been paying the Foundation rent of approximately \$230,000 per year which has been applied to the loan used to secure the Property, and

WHEREAS, the College has paid the full amount of the lease payments allowing the Foundation to pay off the loan, and

WHEREAS, the College administration desires for ownership of the Property to be transferred from the Foundation to the College.

NOW THEREFORE BE IT RESOLVED, that it will serve the best interests of Ivy Tech Community College to have ownership of the Property transferred to the College, and

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

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

Terry W. Anker, Chairman

Andrew Wilson, Secretary

Dated April 2, 2020

A stylized tree graphic on the left side of the slide. It features a vertical trunk and several horizontal branches that form a V-shape, resembling a tree or a stylized letter 'Y'. The graphic is rendered in a dark teal color against a lighter green background.

Academics & Student Experience

April 2nd
Meeting



Agenda:

1. Global Workforce Skills Certificate
2. Reverse Transfer Update



Global Workforce Skills Certificate

A proposal to add a statewide financially-aid eligible CT offered at any campus choosing to offer the program.

Emily Watson
Associate Professor, English
Indianapolis Campus



First Steps in Program Development

- Summer 2018: Center for Study of Global Change at IU invited Ivy Tech to receive Title VI funding as a National Resource Center—Grant includes support funding for developing a certificate at Ivy Tech that will provide students with global workforce skills
- Simplex held on December 7, 2018: Fuzzy situation: What are “global workforce skills that need to be included in the new global workforce certificate?”
- 22 attended—the following learning skills emerged as priorities:
 1. Global Communication, including intercultural communication
 2. Cross-cultural competency
 3. Understanding geography and current events
 4. Understanding global economy
 5. Leadership Skills in Cross-cultural workplace
 6. Religious and secular traditions and events
 7. Awareness of global Indiana
 8. World languages (not required)
 9. Opportunity for Study Abroad (not required)

Employer Need

- Spring 2019: TPMA (Thomas P Miller Associates) interview representatives from Cummins , Heartland Payment Systems, Old National Bank, and Parkview Health to gain input on the content of the certificate.
- Representative from Cummins: *“It would be a rare commodity to have that knowledge and understanding of what are the obstacles or challenges of global business”*.

Curriculum Development Timeline

- Three Ivy Tech faculty inventory all Ivy Tech courses (more than 700) to identify existing courses with relevant global content
- Jessica Pitstick from Lafayette, Emily Watson from Indianapolis and Aaron Miller from Columbus did the final review. Lori Roe from Warsaw, Kim Guard from Richmond and Pierre Atchade from Bloomington also evaluated course content
- A curriculum of record is developed to incorporate 21 credit hours with a new introductory and capstone course required for all students
- June 21, 2019—Draft curriculum is reviewed and approved by statewide global studies coordinators and representatives from workforce development
- Fall 2019: Prerequisite options are approved by business and communication curriculum committees to remove hidden prerequisites from required courses
- Spring 2020: Final draft curriculum submitted to SBOT for approval

[Curriculum Spreadsheet](#)

Program Outcomes

- Demonstrate an understanding of intercultural communication
- Interpret and critique techniques of effective communication
- Analyze the significance of religious and secular traditions within various cultures
- Examine and evaluate the ways that the global economy operates and its impact on business practices
- Display an appreciation and understanding of the specific leadership skills and strategies appropriate for cross-cultural workplaces

Target Student Population

- Working Adults--Current employees of businesses with a global footprint
- Incoming students who wish to prepare for specific global careers with a foundation of global competencies
- Existing students who desire to supplement their current program with skills designed specifically for globally-focused positions



Reverse Transfer Update

Ann Yater
College Registrar

Reverse Transfer Update

Numbers at a Glance	
Graduates	
Total Reverse Transfer Graduates Through Fall 2019	773
Reverse Transfer Graduates for FY 18-19	159
Reverse Transfer Graduates for FY 19-20 * So Far	203 total* - 57 for Summer, 146 for Fall
Precertified Spring 2020 May Grads as of 3/1/2020	30 graduates
In Process	
Awaiting Analysis	105

Reverse Transfer Update

Numbers at a Glance

Campuses with Reverse Transfer Graduates (selected)

Lafayette	152
Indianapolis	130
Sellersburg	97
Fort Wayne	59
Evansville	45

*all campuses have had at least one RT graduate

Reverse Transfer Update

Numbers at a Glance

Graduates by Partner Institution (selected)

Purdue – West Lafayette	253
Western Governors University	87
University of Louisville	74
IUPUI	62
Indiana State U/U of Southern Indiana	42 (tie)

*there are 27 partner institutions

Foundation President's Report

State Board of Trustees

Foundation Priorities

- Safeguard the Health of the People We Serve
- Ensure the Foundation is Virtually Open for Business
- Protect Foundation Investments
- Manage Other Assets
- Enhancing Foundation Business 2020

Year-To-Date Highlights

Results

- 2020 fiscal year goal has been reached as of 2/29/2020 (\$10.5M above target)
- Exceeding statewide campaign target by \$18.4M or 19% (from inception to date)
- 11 campuses above target for year 2 of campaign goal

Major Gifts

- \$5.5M Lilly Endowment (Of Note: \$27M in additional opportunities)
- \$4.5M South Bend planned gift
- \$4.2M Indiana DWD grant
- \$4.0M DOL grant
- \$2.5M Columbus Cummins grant

Growth in Circle of Ivy

- Raised over \$500,000 in four years
- Over 810 members
- Enhanced governance in place

Foundation Focus

- Staying Connected with Donors with Focus on Creativity
- Targeted Communications in each Campus Market
- Using Google Alerts to Gather Information and Steward Donors
- Increasing Access to Targeted Virtual Training Opportunities
- Planning Strategic Asks to Assist Our Students

Foundation Concerns

- Market Could Be Slow to Recover
- Longer Term Effects of “Getting Back to Business as Usual”
- Key Donors/Grantors May Redirect Philanthropy
- Continually Evaluate Campaign Timeline
- Future “Baby Boomer” Philanthropy

Future Foundation Enhancements

- Mobilization of Financial Operations
- Assess Investment Portfolio Targets in Light of the Pandemic and Long-Term Return Goals
- Increased Utilization of Technology Tools For Staff and Donor Engagement
- Creative Stewardship Solutions through Current Technology and Exploring New Platforms
- Enhance and Expand Grant Research through Software and Technology Resources

Enhancing Foundation Operations

Foundation Strategy Team

- Comprised of Board Members, Foundation Leadership, and Philanthropic Consultants
- Form Community College Roundtable for Benchmarking and Shared Best Practices
- Assess Donor Strategies, Governance and Operations
- Establish Short-Term (through Summer) and Long-Term Mobilization Plans

Foundation Implementation Team

- Comprised of Foundation Leadership
- Benchmark Operations with State and National Organizations
- Enhance Foundation Operations with Lessons Learned

Campus Implementation Team

- Comprised of Foundation Leadership, Campus Team, and Philanthropic Consultants
- Evaluate Campus Needs, Fundraising Efforts
- Benchmark Campus and Community Non-Profit Partners
- Mobilize Campus Operations with Lessons Learned

Grants Team Actions

Engaging Funders Who Change Priorities

- Researching: Subsidies for Students, Loan Forgiveness, Tech Allotments for Faculty/Students, Nutritional Subsidies, Online Education Tools, Virtual Training
 - eg: Campus Consortium Shifting Funding to Work/Teach Virtually

Opportunity for Increased Activity

- Engage Vice Presidents to Develop Immediate Strategies for Crisis Funding

Post-Crisis Pipeline Development

- Enhanced Research - Utilizing Full Team to Locate Opportunities
- Utilizing New Research Tools

Safeguard Foundation Investments

- Close Contact with JP Morgan During Early Stages of Crisis
- Held Numerous Meetings with Finance Committee in March
- JP Morgan Analyzed All Higher Ed Foundations Under Their Management
- Leadership is comfortable with JP Morgan Investment Guidance
- Foundation Initiated Daily Investment Analysis Report

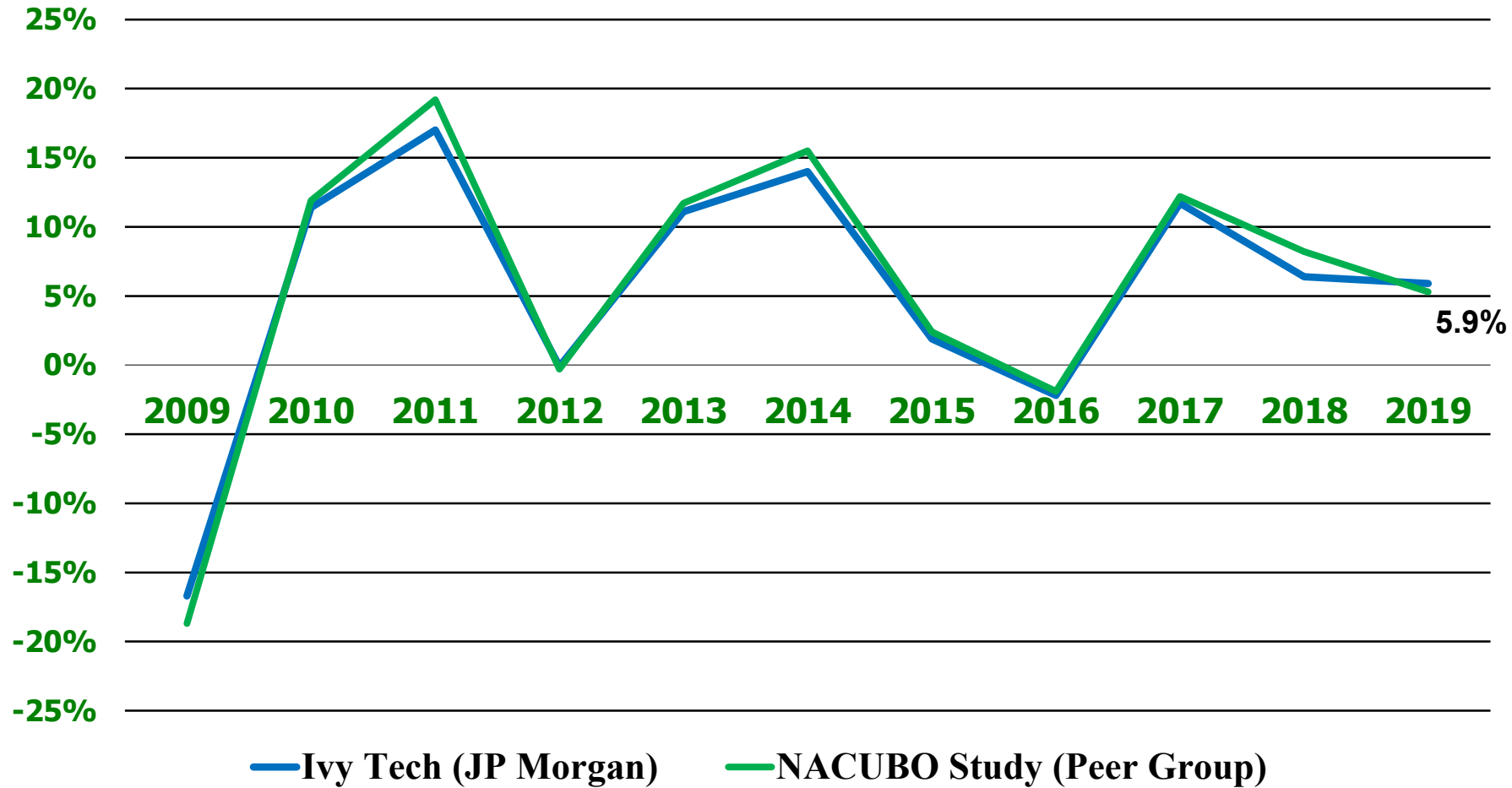
Foundation Investment Summary

- The Foundation has \$70M Under Investment Management
- 57% of Portfolio is in Fixed Income, Cash, and Alternatives
- Endowed Accounts are down 10.9%; S&P 500 down 20%
- Loss in Value approximately \$4.0M
- Worst Case Scenario: S&P was down 57% at its peak
- JP Morgan's Guidance is to "Stay The Course" all Other Foundations Under Their are Doing the Same

Protect Other Foundation Assets

- Maintaining Health and Well-being of Our Staff
- Formed Real Estate Sub-Committee
- Ensure Foundation Owned Properties are Monitored Properly
- Monitor Pledged Receivables for Collectability
- Preserve Business Continuity

NACUBO Study Investment Returns



Income Statement

(in \$000's)	Actual Thru 12/31/19	Annual Budget FY2020	Actual as % of Annual Budget	Comments vs. Budget
Revenue				
Total Contributions	\$14,619	\$ 22,194	65.9%	On Budget - \$5.5M in Lilly Endow Grant Rec'd
Investment Income	3,036	2,183	139.1%	Above budget due to strong 2Q results
Real Estate Income	619	1,318	46.9%	Fisher building lease ended
Other (e.g. Vending, Events)	528	1,340	39.4%	On budget
Total Revenue	18,802	27,034	69.5%	
Expenses				
Financial Aid	1,558	3,288	47.4%	On Budget
Facilities, Supplies and Equip	1,680	6,797	24.7%	Timing Differences
Special Programs	749	1,587	47.2%	On budget
Other Expense (e.g. Outreach)	766	1,556	49.2%	On budget
Real Estate Expense	339	774	43.8%	On Budget
Admin & Fundraising	593	1,556	38.1%	Timing Differences
Total Expenses	5,685	15,557	36.5%	
Net Income w/o Depr & Donated Prop.	\$13,117	\$11,477	114.3%	Timing of contributions and investment income
Depreciation	1,380	2,672	51.7%	On budget
Donated/Disposed Property	412	-	0.0%	Sale of Ford Dealership at below gift value (\$.4M)
Net Income	\$11,325	\$8,805	128.6%	Timing of contributions and investment income

Campaign Update

Service Area	\$\$ to Raise In the Millions	Grand Total as of 02/29/20	% to Goal
Northern Service Area David Findlay (7 Campuses)	\$64.3	\$34.2	53%
Central Service Area Maria Quintana (4 Campuses)	\$54.2	\$26.5	49%
Southern Service Area Paul Perkins (7 Campuses)	\$53	\$23.1	44%
Statewide	\$113.5	\$33.4	29%
Subtotal	\$285	\$117.2	41%

- Statewide Campaign:**
- Exceeding Campaign Target by \$18.4M (19%)
 - 11 Campuses Exceeding Year Two Goal

Board Giving

Fiscal Year 2019/20 as of 2/29/20		
*College Trustees	*Foundation Directors	Campus Boards
67% - \$46K 10 out of 15	71% - \$856K 42 out of 59	43% - \$3.1M 58 out of 135
GOAL 100%	GOAL 100%	GOAL 80%
2018/19 \$1.2M	2018/19 \$1.7M	2018/19 \$2.5M

COVID-19 Relief Fund

- Timeline: April 1st - 30th
- Total Matching Gift Amount: \$500,000
- Intense Communication Deployed April 1
- Foundation Challenge to Board Members, Executive Council, and Employees to begin April 7
- Personal Calls from Volunteers and Students to Key Donors



A stylized tree logo in a lighter shade of green, positioned on the left side of the slide. It features a vertical trunk and several horizontal branches that form a triangular shape, resembling a tree or a leafy branch.

**THANK YOU
FOR ALL YOU
DO FOR
IVY TECH!**



Building, Grounds, and Capital Committee

Amanda Wilson

Vice President for Capital Planning and Facilities

Buildings, Grounds, and Capital Discussions

Construction and Land Acquisition Topics (Resolutions

A. Fort Wayne Campus; Warsaw OAMTC Building Transfer

Informational Items

A. SBOT Approved Contracts and XBE Spend

A. Fort Wayne Campus; Warsaw OAMTC Building



- December 2013, the College leased the site from the Foundation.
- Warsaw Orthopedic and Advanced Manufacturing (OAMTC) located at 955 Executive Drive, Warsaw
- 20,160 square feet houses classroom and lab spaces for Advanced Automation, and Robotics Technology, and Industrial Technology and Machine Tool Technology (CNC) programs.
- Paying off lease early with funds from Campus non-budgetary R&R and Systems Office which will release \$231,084/ year in the campus operating budget

REQUEST: Approval to transfer 955 Executive Drive from the Foundation to the College

Information Item A: SBOT Approved Contracts

Contract Approvals:

- | | |
|--|------------|
| • Indianapolis OIT HVAC Replacements (JOC) | 77.26% XBE |
| • Indianapolis ASAP Build Out | Pending |
| • 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 |

Questions?



Employee Benefit Plan Update
State Board of Trustees Meeting
April 2, 2020

Health Plan – Current State

Self-funded medical plan

- Anthem
- Two medical plans: a standard PPO and High Deductible Health Plan (HDHP) with partially College funded Health Savings Account (HSA)
- Stop loss is \$450,000
- CVS – Pharmacy Benefit Manager (PBM)
- Covered lives: 87% of eligible employees are enrolled in the health plan
 - 72% of those enrolled are in the HDHP
- College pays an average of 83% of the total premium

Self-funded dental plan

- Delta Dental
- Covered lives: 88% of eligible employees are enrolled in the dental plan
- College pays 80% of the total premium



Benefit Plan Update

2019 Outcomes

- Tobacco Cessation Program
- Solera Health Management Program
- Top Chronic Conditions
- Top Diagnosis Group by Paid Amount
- Stop loss – high claims

2020 New Program Launch

- Your Money Line
- Statewide EAP

2021 – Looking Ahead

- No increase to medical and dental plan budget
- RFP – Life/Disability
- RFP – Health Plan Broker/Consultant



Retirement Plan Update

Plan Assets (as of 12/31/2019)

- Total 403(b) and 457(b): \$545 Million
- 55% of Plan assets are with Transamerica

Plan Statistics (as of 3/7/2020)

- 325 employees remain in PERF
- 403(b) Defined Contribution
 - 74% of eligible employees receive the College contribution (15% or 12%)
 - 43% of employees contribute to the plan
 - Average deferral: 7.8%
- 457(b) Deferred Compensation Plan
 - 8% of employees contribute to the plan
 - Average deferral: 9.3%



Employee Health and Retirement Benefit Summary

Ivy Tech is committed to offering and maintaining a competitive benefits package to support our employees and their family. Ivy Tech employees have access to a variety of health and welfare benefits, as well as retirement plan opportunities. These benefits are an essential piece of our employees' total compensation, and we are dedicated to providing excellent customer service and resources to help them best utilize the College's benefit programs.

All benefit contracts are negotiated on a statewide basis. These plans and contracts are on a calendar year renewal.

Detailed information for all benefits can be found at www.ivytech.edu/hr/benefits.

The coverage below is available to all full time, benefits-eligible employees

Medical/Pharmacy

The College offers the choice between two self-funded health plans, a standard PPO and a high deductible health plan (HDHP) with a Health Savings Account (HSA). Both of these plans offer access to a broad network of providers through the Anthem Blue Access PPO network. 72% of employees who participate in the medical plan are in the HDHP.

Per the ACA, part-time employees who exceed an average of 30 hours during a measurement period must be offered health coverage. Using IvyBenefits, the College's benefits administration system, we are able to assess who should receive an offer of coverage. Coverage was offered to 33 people, and one person has enrolled for the 2020 plan year.

The College shares the cost of the coverage with the employee. On average, the College pays 83% of the premium for the plans.

The plan covers approximately 87% of our eligible employees. The total plan population is over 5,700 members and includes employees, dependents, retirees, and COBRA participants.

Stop Loss coverage is negotiated on an annual basis. The limit continues to be \$450,000. Four participants exceeded this limit in 2019.

The College is a member of the Indiana Aggregate Prescription Drug Purchasing Program (IAPPP) consortium. The State of Indiana negotiates the contract on behalf of the members, which also include Purdue, IU, and Ball State. CVS Caremark was selected as the IAPPP pharmacy benefit manager beginning January 1, 2018.

In 2019, the top five chronic conditions by prevalence were: 1) Hypertension, 2) Metabolic Disorders, 3) Hyperlipidemia (high cholesterol), 4) Depression, 5) Diabetes. The top four diagnosis groups by paid amount were: 1) Cancer, 2) Cardiac Disorders, 3) Gastrointestinal Disorders, 4) Musculoskeletal Disorders.

The overall plan performance continues to be stable. The severity or expense of the claims is increasing, however, there are fewer people on the plan. The College's medical and pharmacy trends are between 3-5%, and the CVS Caremark rebates offset that trend. The plan received approximately \$2.7 Million in rebates for the 2019 calendar year. Because of the plan stability, we are not anticipating an increase in

the existing health plan budget. Final health plan funding requests will be included in the June budget request.

Dental

Ivy Tech provides comprehensive dental benefits through Delta Dental. This self-funded plan allows employees to use both in- and out-of-network providers for dental treatments. Delta Dental offers two networks, Premier and PPO. The College shares the cost of the coverage with the employee. 88% of full-time employees are enrolled in the dental plan.

We do not anticipate an increase in the dental plan budget.

Flexible Spending

Flexible Spending Accounts (FSA) allow employees to pay for additional qualified expenses before taxes are taken out of their pay. The College offers a General Purpose Flex Account, a Limited Purpose Flex Account, and a Dependent Care Account.

Life Insurance and Disability Coverage

Life insurance provides protection for the family of our employee. In addition to Basic Life insurance provided by the College, employees can purchase Additional Life insurance and Dependent Life insurance to fit their needs.

The College offers both Short Term Disability and Long Term Disability coverage. Disability insurance is designed to replace a portion of income to help meet financial obligations if the employee is unable to work for an extended period of time due to a nonwork-related accident or illness. The College shares the cost of Long Term Disability coverage.

UPDATE: The current contract with The Standard ends December 31, 2020. The College has begun the RFP process for the contract which will begin January 1, 2021. We anticipate the completion of the RFP in June and will present the recommendation at the August Board meeting.

Employee Assistance Plan (EAP)

UPDATE: The RFP for the College's first statewide EAP was completed in March. The EAP will be available to full-time employees and those living in the employee's home. The analysis team selected Humana as the provider. Humana provides a number of services in addition to counseling. Eligible participants have the opportunity to have one-on-one life coaching sessions, access legal and accounting professional services, and other life/work resources. The annual cost of the contract is \$53,400 which will be included in the Fringe budget. The three-year contract will begin on July 1, 2020.

The analysis team included:

- Christine Butler – Director of Employee Benefits
- Heather Hart – Executive Director of Human Resources, Lafayette
- Amber Young – Executive Director of Human Resources, Muncie
- Kelly Murphy – Executive Director of Human Resources, Sellersburg
- Jennie Vaughan – Chancellor, Bloomington
- Mike McNichols – Vice President of Human Resources, Systems Office

- Jon Barefoot – AVP Public Safety & Emergency Preparedness
- Jen Fisher – AVP Employee Benefits

BeLively – Employee Wellbeing Program

This program is intended to encompass all of the College's statewide wellbeing initiatives including financial education, healthy lifestyle education and programs, and stress management.

The 2020 initiatives include the QuitNow Tobacco Cessation Program, Solera Health Management, Anthem MyStrength, Anthem Healthy Lifestyles, and Your Money Line.

The QuitNow program is available to all employees at no cost. Employees enrolled in the medical plan who use tobacco products pay an additional \$500 in premium over the course of the calendar year. For the 2019 plan year, 187 employees self-reported as tobacco users. 33 employees enrolled and completed the QuitNow program.

The Solera Health Management program is a Diabetes Prevention Program available to qualified members of the College's health plan. As of December 2019, 273 participants are enrolled in the program, and 47 have completed Milestone 4 which is a 5% loss in body weight. The health plan has paid approximately \$97,500 in claims for the program.

Anthem MyStrength is an online tool for emotional wellbeing. It is a resource for a number of emotional health topics such as anxiety, depression, chronic pain, mood, mindfulness, stress, and substance abuse support.

Anthem Healthy Lifestyles is an online portal where employees participating in the medical plan can get a clear picture of their health through a Wellbeing Assessment, set personalized wellbeing goals and earn prizes.

UPDATE: In February, the College launched a partnership with Your Money Line to provide financial counseling/education to our full-time employees and their immediate families. The goal is to meet our employees where they are by providing access to a financial concierge team.

UPDATE: The current contract with Gregory & Appel ends on December 31, 2020. We will begin the RFP process for a new contract in late spring with the goal of having a decision by mid-summer.

The coverage below is available to all employees including adjunct faculty and part time employees

Vision

The College provides all employees the opportunity to enroll in a comprehensive vision care program through VSP. VSP is a nationally recognized vision plan that has a wide network of providers. The Plan is a PPO-type plan which pays higher benefits when using in-network providers.

Voluntary Benefits

Employees have the opportunity to enroll in Whole Life, Critical Illness, and Accident coverage. Coverage is offered Guaranteed Issue for newly hired employees.

Ivy Tech provides two different plan options for identity theft protection through Identity Guard. Employees can enroll at any time of the year.

Retirement Plans

Ivy Tech provides comprehensive retirement programs to provide for our employees' long-term financial security along with education and planning resources to help maximize this benefit.

The College has partnered with Transamerica Retirement Solutions as the recordkeeper for the 403(b) Defined Contribution Plan and the 457(b) Deferred Compensation Plan.

All employees are immediately eligible to make voluntary contributions to the plan(s). All eligible employees receive the Non-Elective College Contribution to the 403(b) Plan.

In April 2019, the College instituted auto-enrollment at 2% into the retirement plan for newly hired full-time, benefits-eligible employees. Of those hired, 70% have maintained their enrollment in the plan.

As of 12/31/2019, the total plan assets was approximately \$545 Million. 55% of the assets are with Transamerica, the remainder is with TIAA in individual contracts.

Rapid Recovery and the Post COVID-19 Ecosystem

April 2020

Rapid Recovery and the Post COVID-19 Ecosystem

- ▶ Situation Assessment
 - ▶ The Governor and state leadership are focused on the health and well-being of Hoosiers
 - ▶ This proposed ecosystem focuses on the livelihoods that are at risk for lower skilled workers, including those who will have lost a job, will be underemployed, or whose job will change
 - ▶ Dynamic shifts are already occurring in the labor market
 - ▶ Some sectors will be hard hit, such as restaurants/hospitality/service, and facing difficult recovery
 - ▶ Labor market supply and demand will be misaligned; more analysis (quantitative and qualitative) is needed to determine actions needed within the ecosystem
 - ▶ A rapidly, thoughtfully developed approach will be necessary to undergird the livelihoods of individuals, employers, and communities across the Hoosier state
- ▶ A Core Team/Steering Committee has emerged to quickly build out the Situation Assessment, Vision, Strategy, and Work Plan to create the Rapid Recovery and Post Covid-19 Ecosystem
 - ▶ Led by Governor and the Governor's Workforce Cabinet
 - ▶ Teresa Lubbers, Chair, and PJ McGrew, Executive Director
 - ▶ Fred Payne, Commissioner, DWD
 - ▶ Carol D'Amico, EVP, Strada Education
 - ▶ Chris Lowery, SVP of Workforce and Careers, Ivy Tech
 - ▶ Tom Miller, President & CEO, TPMA - Facilitator and Consultant

Rapid Recovery and the Post COVID-19 Ecosystem

- ▶ Supply and Demand is needed and can be provided as follows
 - ▶ DWD and unemployment data for labor market impact
 - ▶ Emsi, a Strada company, for key quantitative data aggregated from multiple sources
 - ▶ Brookings and AEI reports for additional contextual analysis gleaned from U.S. Census data
 - ▶ Ivy Tech's Chancellors/campuses and economic sector VPs and teams for community and sector qualitative input from employers
 - ▶ Strada/Gallup existing and proposed surveys for consumer/learner understanding of training and educational goals and needs
 - ▶ Building a weekly Situation Report (Sit Rep) in conjunction with Rapid Recovery team
- ▶ Training and Education ideas
 - ▶ Short-term and online - Ivy Tech, utilizing full range of programming, credit and non-credit
 - ▶ Stackable from non-credit to credit-bearing credentials as applicable for lifelong learning trajectory (training, industry certifications, certificates, technical certificates, degrees)
 - ▶ Eligible currently or with changes for Next Level Jobs/Workforce Ready Grant funding and others
 - ▶ Honoring of adult learners by leaning into Prior Learning Assessments as a piece of the puzzle for learners - CAEL, a Strada company, can provide significant support in this space

Rapid Recovery and the Post COVID-19 Ecosystem

- ▶ Career Coaching for Individuals, High Tech and High Touch, could be deployed statewide to support learners interested in this program.
 - ▶ Goal is to provide virtual group and individual support, via professional coaching services, in all 92 counties
 - ▶ Inside Track, a Strada company, could provide student and adult learner coaching programs, capacity building, and training
 - ▶ Skillful Indiana could provide support via the Governor's Coaching Corp alumni; the first cohort includes 30+ individuals who have been professionally trained; 30+ are in the second cohort
 - ▶ Skillful Indiana could provide skill/competency training webinars to connect employers with talent more rapidly and change paradigm of statewide hiring and training for Indiana workforce
 - ▶ High Tech and High Touch resources available through DWD and Work One locations could be geared toward this effort
 - ▶ Ivy Tech's new Career Coaching and Employer Connections team, currently being deployed at six campuses in the alpha phase, could support with Career Coaches and Career Experience Specialists

Rapid Recovery and the Post COVID-19 Ecosystem

▶ Online Rapid Recovery Employment Hub

- ▶ One stop website for employment resources, job postings, and statewide tools for job seekers and employers: Indiana Rapid Recovery Employment Hub
- ▶ Resource Tool Kit with examples of exemplar resumes/LinkedIn profiles, interview tips, etc. (Ivy Tech has RTK examples ready to share)
- ▶ Comprehensive statewide job listings with ability to apply for roles; option for employers to post roles.
- ▶ Links to various career coaching resources statewide.
- ▶ Pipeline platform (Futures, Inc.) could be deployed quickly: job board, career exploration/research; self-assessment tool; EMSI geographic specific data.
- ▶ Blogs/videos/podcasts with tips, strategies and resources for job seekers. Content provided by Ivy Tech, Skillful, Ascend, Strada companies, DWD, etc.
- ▶ Links with info about COVID-related unemployment insurance, SBA emergency loans, community resources, etc.

Rapid Recovery and the Post Covid-19 Ecosystem

▶ Partner Considerations

- ▶ Demand/Employer partners and their aggregators will be critical to help assess and match individuals to employment opportunities
 - ▶ Leading employers, even geographically, like Lilly, Cook, Old National Bank, and others
 - ▶ Leading member organizations like the Indiana Chamber of Commerce, TechPoint, others
- ▶ Supply/People partners and aggregators will be critical to help disseminate information and create pipelines of opportunities
 - ▶ DWD through the UI system
 - ▶ Leading aggregators like Community Based Organizations and places of worship (e.g. Flanner House, Shepherd Communities, Eastern Star, and others) throughout the state
 - ▶ Use of existing Ivy Tech platforms such as Achieve Your Degree, linked to specific employer and community partner talent needs and supporting high touch concierge service to sponsored students

▶ Marketing that is High Tech and High Touch

- ▶ Reference partnership above
- ▶ Digital, geofencing, social media, earned media, and traditional advertising

▶ Deployment that is Rapid - The Timeline

- ▶ First Core Team Meeting - March 24
- ▶ Gubernatorial Review of Concept at High Level - March 30
- ▶ Situation Assessment - April 3
- ▶ Vision and Strategy - April 6
- ▶ High Level Plan Developed - April 9
- ▶ Gubernatorial Review of Plan with Lubbers - April 10



Workforce & Careers

State Board of Trustees Update

April 2020

Goals 1, 2, 3, 4, 6, 7

US DOL Grant Award – Apprenticeships: Closing the Skills Gap

- Ivy Tech awarded nearly \$4 million
- One of 28 awardees across the country
- Only award in Indiana
- Supports capacity building around Industrial Internet of Things Apprenticeship Expansion (IIoTAE)

So What

- Provides funding to train faculty, offloads for embedding SACA certifications, and some equipment and upgrades
- New Industry 4.0 certifications in industry programs and as stand alone skill upgrades
- Potential new degree in digital manufacturing

Now What

- Utilize this grant and the AACCC Expansion grant to train and offload faculty for course revision
- Review and approve curriculum for stand alone certifications
- Add equipment as needed
- Market to companies and students as apprenticeships and upgrades
- 3200 apprentices and journeypersons trained

Goals 2,3,4

Achieve Your Degree (AYD) / Adult Learner Strategy

AYD represents growing enrollment, retention, completion pipeline

- To date, Spring 2020 AYD enrollment = 1,350; 2019-20 AYD enrollment = 1,988, up 9% from last year
- Nearly 4,000 AYD employee-students served over last four years
- AYD shows strong retention and completions (76% Fall-to-Spring retention; over 1,000 credentials earned)

Employer interest continues to expand, especially with help from Indiana Chamber

- 31% increase in active AYD agreements with employer partners over past year; now at 216 MOUs
- Chamber partnership seeing results; members represent nearly 68% of new AYD MOUs since January 2019
- Outreach messaging focus on AYD as way to support employer talent recruitment and retention

So What

- Adult learner success necessary to achieving our Strategic Plan goals
- Indiana employers view upskilling incumbent workers as key strategy to meet talent needs
- AYD valuable tool to meet enrollment/completion and employer challenges across the state

Now What

- Continue to work closely with Chamber to drive AYD expansion
- Develop ROI tool for AYD and other College strategic initiatives, including CCEC
- Utilize AYD as one model informing overall adult learner strategy development

Goal 4

Salesforce Pathway for Business Operations Application Technology

- Created a two course sequence for Salesforce Administration (non-programming)
 - Enhancement of a current customer service management course
 - New class: advanced to step up Salesforce competencies to complete Trailhead pathway in Salesforce ecosystem
- Trailheads are free and complement existing curriculum and degree

So What

- The two course pathway is likely to get students a higher wage than the entire degree without it
- Drives enrollment, quality, and employer connections

Now What

- Promote the pathway
- Work with companies using the Salesforce platform and send new or existing employees for skill building

Career Coaching and Employer Connections Update

- Ft. Wayne Nursing Pilot to retain/redirect students not accepted into the program
- Career Action Plan (CAP) in Future State mapping process with Alphas
- Alpha **Coach/Specialist/Consultant** intensive trainings March-June

So What?

- Raising the professionalism bar for CCEC teams:
- Leadership; voice of customer consultant approach; transformational coaching
- Focus on student enrollment/retention

Now What?

- Alpha II RFP goes live in April
- New cohort of 3 campuses
- Alpha I Opening Ceremonies - Spring/Summer

Treasurer's Report
IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
 January 1, 2020 THROUGH February 29, 2020

Grant Number	Campus	Title or Description	Source	Amount	Original Effective Date	Expiration Date
<u>Competitive</u>						
R03348	Indianapolis	181 SUB NIH NIEHS HazMat Training	University of Cincinnati	\$ 143,400.00	8/1/2019	7/31/2020
R02945	Fort Wayne	131 SNAP Employment & Training <i>(increase)</i>	Indiana Family & Social Services	\$ 76,000.00	10/1/2017	9/30/2020
R03367	Fort Wayne	131 Hydraulic Metal Shear 80/20 Fnd	80/20 Foundation	\$ 38,495.00	12/5/2019	12/5/2020
R02659	Lafayette	141 SUB NSF/ATE Sim Wind Turbine <i>(increase)</i>	Purdue University	\$ 18,000.00	7/1/2016	6/30/2020
R03366	Systems Office	901 CHE Stan Jones 2019 SO	Commission for Higher Education	\$ 5,000.00	3/19/2019	6/30/2020
R03368	Systems Office	901 CHE Adult Promise 2019-2020	Commission for Higher Education	\$ 117,230.00	10/7/2019	2/14/2020
R03378	Fort Wayne	131 Titans - Poinsatte-Altman Trust	Poinsatte-Altman Trust	\$ 15,000.00	6/18/2019	6/19/2020
R03379	Fort Wayne	131 Titans - H. Arnold Fndtn FY20	Howard P Arnold Foundation	\$ 1,000.00	6/18/2019	6/30/2020
R03380	Fort Wayne	131 Titans - M.E.Raker Fndtn FY20	M.E.Raker Foundation, Inc	\$ 5,000.00	6/12/2019	6/30/2020
R03377	Muncie	161 CNA to LPN Exploration BBF	Ball Brothers Foundation	\$ 50,000.00	9/1/2019	7/30/2020
R03376	Fort Wayne	131 CFAB Instructional Technology 2020	Cable Fund Access Board	\$ 13,200.00	2/6/2020	6/30/2020
R03381	Systems Office	901 CCEC Fairbanks Foundation	Richard M. Fairbanks Foundation	\$ 1,092,860.00	2/1/2020	1/31/2022
R03375	Lawrenceburg	212 Remote Area Medical Clinic REMC	Southeastern Indiana REMC	\$ 2,500.00	2/11/2020	6/30/2020
				Subtotal Competitive	\$ 1,577,685.00	
<u>Non-Competitive</u>						
				Subtotal Non-Competitive	\$ -	
				TOTAL	\$ 1,577,685.00	

**IVY TECH COMMUNITY COLLEGE
SPONSORED PROGRAM FUNDS
July 1, 2019 THROUGH February 29, 2020**

**Grants &
Contracts**

Total this Report	\$ 1,577,685
2019-2020 YTD-Total to Date	\$ 37,531,646
2018-2019 Fiscal Year-End Total	\$ 22,580,366
2017-2018 Fiscal Year-End Total	\$ 18,122,815
2016-2017 Fiscal Year-End Total	\$ 25,626,665
2015-2016 Fiscal Year-End Total	\$ 18,906,875
2014-2015 Fiscal Year-End Total	\$ 20,718,246
2013-2014 Fiscal Year-End Total	\$ 27,105,576
2012-2013 Fiscal Year-End Total	\$ 23,049,587
2011-2012 Fiscal Year-End Total	\$ 26,290,960
2010-2011 Fiscal Year-End Total	\$ 24,631,272

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2020

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	A Purchasing Card	143,816.16	PNC Bank	1/2/2020	J0238782
	B Retirement	1,086,791.76	Transamerica	1/2/2020	J0238778
	C Life & LTD	144,532.34	The Standard	1/3/2020	J0238892
	D Reimbursement for Health Ins. Claims	671,197.92	Anthem Blue Cross Blue Shield	1/6/2020	J0238958
	E Rx Payment	229,437.43	CVS Caremark	1/13/2020	J0239286
	F FICA/MQFE/Federal Taxes	1,892,198.64	PNC Bank	1/13/2020	J0239240
	G Retirement	1,085,187.22	Transamerica	1/14/2020	J0239337
	H Rx Payment	136,230.93	CVS Caremark	1/16/2020	J0239420
	I County and State Taxes	903,194.16	PNC Bank	1/16/2020	J0239415
	J Reimbursement for Health Ins. Claims	1,066,944.24	Anthem Blue Cross Blue Shield	1/21/2020	J0239613
	K Health Savings Account	211,463.39	Chard-Snyder	1/21/2020	J0239618
	L FICA/MQFE/Federal Taxes	2,218,414.31	PNC Bank	1/27/2020	J0239871
	M Reimbursement for Health Ins. Claims	863,521.43	Anthem Blue Cross Blue Shield	1/28/2020	J0239937
	N Rx Payment	158,030.53	CVS Caremark	1/28/2020	J0239938
	O Purchasing Card	146,327.64	PNC Bank	1/28/2020	J0239944
	P Retirement	1,104,999.44	Transamerica	1/28/2020	J0239940
	Q Reimbursement for Health Ins. Claims	652,794.14	Anthem Blue Cross Blue Shield	1/30/2020	J0240078
	R Health Savings Account	213,398.82	Chard-Snyder	1/31/2020	J0240292

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2020
PAGE 2

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and authorization of the Board (Cont.)	S Rx Payment	211,462.45	CVS Caremark	1/31/2020	J0240291
II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.	A Money Market	3,414,987.94	Lake City Bank	1/2/2020	J0238835
	B Money Market	1,022,000.00	Lake City Bank	1/7/2020	J0239053
	C Money Market	122,000.00	Lake City Bank	1/8/2020	J0239121
	D Money Market	1,080,000.00	Lake City Bank	1/9/2020	J0239172
	E Money Market	1,184,000.00	Lake City Bank	1/10/2020	J0239227
	F Money Market	2,319,000.00	Lake City Bank	1/13/2020	J0239316
	G Money Market	2,203,000.00	Lake City Bank	1/14/2020	J0239365
	H Money Market	974,000.00	Lake City Bank	1/22/2020	J0239749
	I Money Market	4,529,000.00	Lake City Bank	1/27/2020	J0239949
III. Reported to the Board of Trustees under \$500,000	A Utilities	303,353.70	BPTS, LLC	1/6/2020	J0238973
	B Professional Services and Fees	115,165.00	Lumen, LLC	1/6/2020	!0220566
	C Lease Computer Software	256,290.00	SHI International Corp	1/6/2020	!0220595
	D Parking Lot Expansion Project	166,419.00	Wabash Valley Asphalt Company LLC	1/10/2020	!0221091
	E Utilities	219,928.83	BPTS, LLC	1/14/2020	J0239306
	F Facilities Operating Lease	107,153.63	Indiana University	1/16/2020	!0221548

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF JANUARY 2020
PAGE 3

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
III. Reported to the Board of Trustees under \$500,000 (Cont.)	G Facilities Operating Lease	113,803.22	Ivy Tech Foundation	1/16/2020	!0221551
	H Apprenticeship Contract Expense	120,127.65	Indiana/Kentucky Council of Carpenters	1/17/2020	2250949
	I Apprenticeship Contract Expense	191,147.76	South Bend & Vicinity Electrical JATC	1/17/2020	2250959
	J Apprenticeship Contract Expense	100,583.21	Terre Haute Electrical JATC	1/17/2020	2250961
	K Software Maint/Upgrade/Support	118,285.20	Oracle America Inc	1/21/2020	!0221819
	L Apprenticeship Contract Expense	389,700.03	IN-KY Region Service Council of Carpenters JATF	1/22/2020	2251208
	M Apprenticeship Contract Expense	273,215.91	Louisville Electrical JATC	1/22/2020	2251217
	N Apprenticeship Contract Expense	352,422.09	Plumbers & Pipefitters Local 502 Education & Training Fund	1/22/2020	2251226
	O Apprenticeship Contract Expense	176,844.03	Indiana/Kentucky Council of Carpenters	1/23/2020	2251628
	P Facilities Operating Lease	114,745.66	US Bank National Association	1/23/2020	!0222118
Q Instructional Equipment	125,014.06	Lincoln Electric Co	1/24/2020	!0222171	
R Software Maint/Upgrade/Support	167,568.58	Oracle America Inc	1/27/2020	!0222321	
S Utilities	133,140.34	BPTS, LLC	1/28/2020	J0239943	
T Apprenticeship Contract Expense	107,808.66	Indiana/Kentucky Council of Carpenters	1/28/2020	2251946	
IV. Approved by the Board of Trustees over \$500,000.	A Muncie Construction Project	1,156,702.85	Pepper Construction Company of Indiana, LLC	1/13/2020	!0221222
	B Software and Services	563,631.83	Blackboard Collaborate Inc	1/27/2020	!0222258
	C Muncie Construction Project	1,349,301.95	Pepper Construction Company of Indiana, LLC	1/28/2020	!0222494

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2020

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
I. Article VIII Contracts and Other Documents Approval and authorization of the Board.	A County and State Taxes	1,196,106.29	PNC Bank	2/3/2020	J0240160
	B Life & LTD	208,524.19	The Standard	2/3/2020	J0240215
	C Reimbursement for Health Ins. Claims	675,802.56	Anthem Blue Cross Blue Shield	2/10/2020	J0240556
	D Rx Payment	184,489.64	CVS Caremark	2/10/2020	J0240560
	E FICA/MQFE/Federal Taxes	2,230,933.33	PNC Bank	2/10/2020	J0240552
	F Retirement	1,081,894.77	Transamerica	2/11/2020	J0240601
	G Reimbursement for Health Ins. Claims	571,430.68	Anthem Blue Cross Blue Shield	2/13/2020	J0240708
	H Rx Payment	155,404.47	CVS Caremark	2/18/2020	J0240875
	I Health Savings Account	211,722.98	Chard-Snyder	2/19/2020	J0240967
	J Reimbursement for Health Ins. Claims	915,089.30	Anthem Blue Cross Blue Shield	2/21/2020	J0241079
	K FICA/MQFE/Federal Taxes	2,217,919.55	PNC Bank	2/24/2020	J0241157
	L Rx Payment	181,486.67	CVS Caremark	2/25/2020	J0241273
	M Retirement	1,075,691.34	Transamerica	2/25/2020	J0241278
	N Reimbursement for Health Ins. Claims	365,620.33	Anthem Blue Cross Blue Shield	2/27/2020	J0241396
	O Health Savings Account	215,947.47	Chard-Snyder	2/28/2020	J0241519
	P Rx Payment	212,417.73	CVS Caremark	2/28/2020	J0241520
	II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board.	A Money Market	2,329,786.50	Lake City Bank	2/3/2020
B Money Market		11,425,000.00	Lake City Bank	2/4/2020	J0240368
C Money Market		5,736,000.00	Lake City Bank	2/5/2020	J0240412

DISBURSEMENTS OF \$100,000.00 AND OVER
FOR THE MONTH OF FEBRUARY 2020
PAGE 2

<u>Authorization for Disbursement</u>	<u>Purpose of Disbursement</u>	<u>Amount of Disbursement</u>	<u>Approved Vendor</u>	<u>Check Date</u>	<u>Reference Number</u>
II. Article IV. Officers of the Board. Section 5. Treasurer. Article VIII. Execution of Contracts and other Documents. Section A. Approval and authorization of the Board (Cont.)	D Money Market	16,182,000.00	Lake City Bank	2/18/2020	J0240963
	E Money Market	1,700,000.00	Lake City Bank	2/21/2020	J0241185
	F Money Market	896,000.00	Lake City Bank	2/24/2020	J0241240
III. Reported to the Board of Trustees under \$500,000	A Utilities	191,753.26	BPTS, LLC	2/4/2020	J0240296
	B Apprenticeship Contract Expense	245,005.58	Indianapolis Electrical JATC	2/7/2020	2272648
	C Utilities	218,034.37	BPTS, LLC	2/10/2020	J0240562
	D Utilities	114,784.22	BPTS, LLC	2/10/2020	J0240566
	E Professional Services and Fees	268,282.00	Inside Track, Inc.	2/10/2020	!0223676
	F RR Buildings and Improvements	196,537.50	Sexson Mechanical Corporation	2/11/2020	!0223867
	G Apprenticeship Contract Expense	101,740.15	Indiana/Kentucky Council of Carpenters	2/14/2020	2274309
	H Apprenticeship Contract Expense	253,939.11	Plumbers & Steamfitters Local 440 A.E.T.	2/14/2020	!0224166
	I General Construction	299,853.25	Terstep Company Inc	2/14/2020	!0224191
	J Apprenticeship Contract Expense	460,889.42	Indiana/Kentucky Council of Carpenters	2/17/2020	2274490
	K Apprenticeship Contract Expense	142,427.89	Ironworkers Local 22 Apprenticeship	2/18/2020	2274990
	L Software License	225,504.00	Salesforce.org	2/18/2020	!0224356
	M Utilities	119,777.64	BPTS, LLC	2/19/2020	J0240970
	N Apprenticeship Contract Expense	104,987.24	International Union of Operating Engineers Local #103	2/20/2020	!0224729
	O Utilities	109,231.91	BPTS, LLC	2/25/2020	J0241277
	P Financial Aid Reimbursement	132,449.89	Barnes & Noble Education Inc	2/26/2020	!0225331

DISBURSEMENTS OF \$100,000.00 AND OVER
 FOR THE MONTH OF FEBRUARY 2020
 PAGE 3

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IV. Approved by the Board of Trustees over \$500,000.	A General Construction	1,122,895.03	Hagerman Inc	2/6/2020	!0223389
	B General Construction	529,120.55	Terstep Company Inc	2/6/2020	!0223434
	C Services and Fees	563,631.83	Blackboard Collaborate Inc	2/24/2020	!0224956
	D Facilities Lease Payoff	804,470.46	Ivy Tech Foundation Inc	2/26/2020	!0225368
	E General Construction	810,805.74	Pepper Construction Company of Indiana	2/28/2020	!0225643

State Board of Trustees President's Report

Dr. Sue Ellspermann



Welcome!

Daniela Vidal

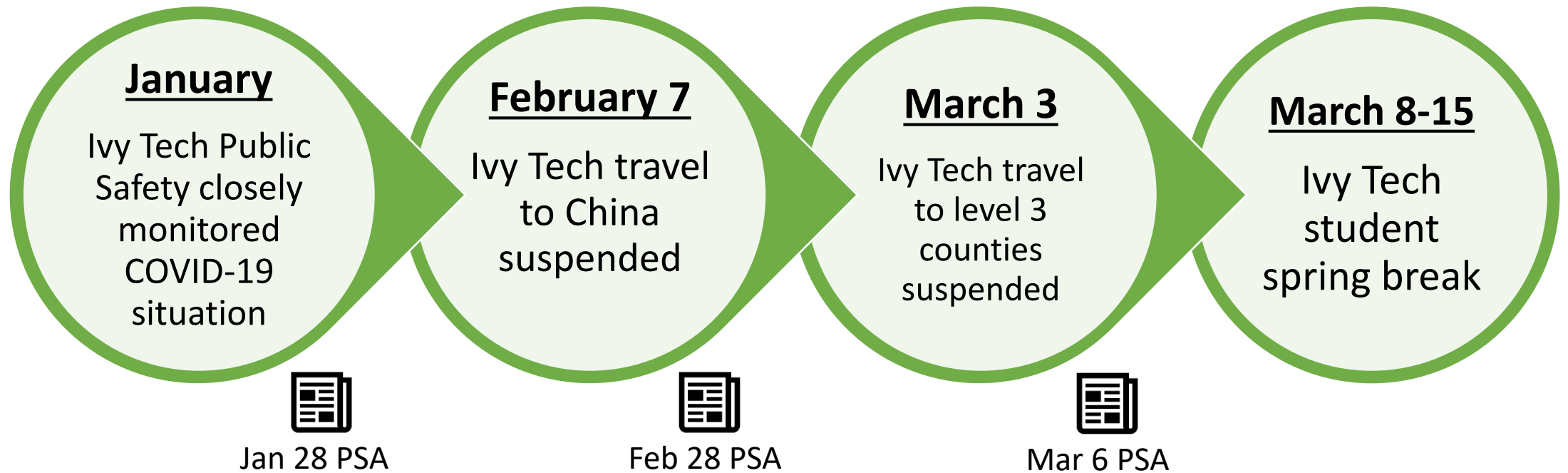
Chancellor, Evansville Campus



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Ivy Tech COVID-19 (Coronavirus) Timeline



Ivy Tech COVID-19 (Coronavirus) Timeline

March 9

Avon schools announce two-week closing

March 10

IU, Purdue, Notre Dame announce delayed starts and teaching remote, returning March 23. **Ivy Tech limits gatherings to less than 100** and continues to plan for restart after spring break.



Mar 10 PSA

March 11

Most other higher education institutes follow suit

March 12

Ivy Tech and Vincennes announce delay of classes by one week, returning with virtual and alternative delivery while keeping campuses open. **Creation of COVID-19 Operations Center** with daily 8:30 a.m. call.



Mar 12 PSA



Ivy Tech COVID-19 (Coronavirus) Timeline

March 16

Ivy Tech will offer classes **virtually** through **remainder of the semester**



Mar 16 PSA

March 18

Ivy Tech **limits classes and gatherings** to less than 10

March 19

Ivy Tech buildings open, but with **single point of entry**



Mar 19 PSA

March 20

Ivy Tech announces **building closures** at 5:00 p.m. (local time)



Budget and Contingency Planning

December 16, 2019 – budgeted reserve of \$2.7M allocated to campuses based on internal outcomes based budget model

Suspension of Tax Offset Program for 2020

Suspension of 3% financial metric releasing over \$3M into the system

Trending \$30M under budget for FY2020 including current direct estimated COVID expenses

Passage of Federal Stimulus (CARES Act) will provide estimated \$30M+

Numerous contingency plans in place



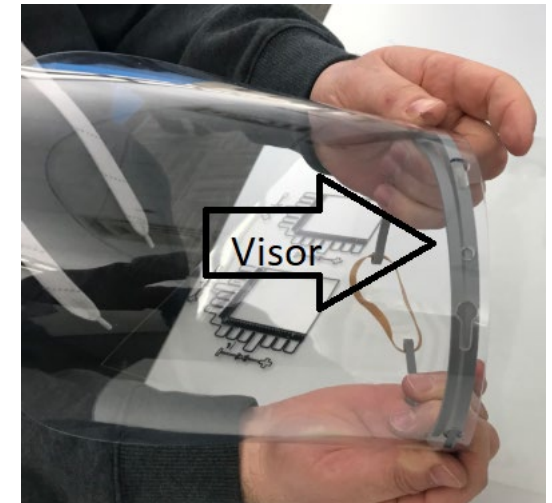
Points of Ivy Tech Pride

Delayed start of 2nd 8-weeks nearly seamlessly, to completely virtual, and FTE/drops minimal to date

Campuses donated thousands of pieces of PPE to hospitals and health departments

Working with IUSM to produce face shield headband-visor 3D parts, produced on over 100 Ivy Tech 3D printers

Marianne Glick matching gift of \$500K to provide broad range of COVID-19 emergency assistance to students and campuses



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Metrics Update

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Metrics



Student Success	2018-19 Targets	2018-19 Actual	2019-20 Targets	2019-20 To Date
Fall to Spring Retention	70%	71%	72%	70%
Fall to Fall Retention	50%	48%	52%	NA



Recruitment and Enrollment	2018-19 Targets	2018-19 Actual	2019-20 Targets	2019-20 To Date
Revenue Generating Headcount	100,472	94,739	103,486	93,111
Revenue Generating Recruits	50,598	47,224	51,610	46,163



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Spring FTE (2020 vs 2019)

C1 Campuses	Current FTE Spring	Previous FTE Spring	FTE Delta	Delta Percentage
Bloomington	2,125	2,348	-223	-9.5%
Evansville	1,899	2,000	-101	-5.1%
Fort Wayne	3,446	3,746	-300	-8.0%
Indianapolis	7,952	7,905	47	0.6%
Lafayette	2,176	2,398	-222	-9.3%
Lake County	2,080	2,207	-126	-5.7%
South Bend/Elkhart	1,821	1,802	18	1.0%
Valparaiso	1,917	1,947	-30	-1.5%
C1 Total	23,416	35,352	-936	-3.8%

C2 Campuses	Current FTE Spring	Previous FTE Spring	FTE Delta	Delta Percentage
Columbus	1,132	1,208	-75	-6.2%
Kokomo	1,184	1,279	-95	-7.4%
Muncie	1,363	1,564	-201	-12.9%
Sellersburg	1,627	1,732	-105	-6.1%
Terre Haute	1,830	1,987	-157	-7.9%
C2 Total	7,136	7,770	-633	-8.2%

C3 Campuses	Current FTE Spring	Previous FTE Spring	FTE Delta	Delta Percentage
Anderson	759	863	-105	-12.1%
Lawrenceburg	671	702	-31	-4.4%
Madison	421	471	-50	-10.7%
Marion	346	376	-30	-7.9%
Richmond	734	798	-63	-6.1%
C3 Total	2,931	3,209	-278	-8.7%

Total Statewide Annual Spring FTE is down 5.2% vs. 2019

Metrics



Completion	2018-19 Targets	2018-19 Actual	2019-20 Targets	2019-20 To Date
Total Credentials Earned	23,000	35,293	25,000	14,453
Students Completing (100%)	8%	18%	10%	NA
Students Completing (150%)	16%	24%	19%	NA
Students Completing (300%)	19%	18%	23%	NA



Metrics



Workforce	2018-19 Targets	2018-19 Actual	2019-20 Targets	2019-20 To Date
High-Demand/Low-Supply Completions (Growing)	70%	70%	50%	NA
High-Demand/Limited-Enrollment Completions (Capped)	12.5%	15%	13%	NA
Low-Demand/High-Supply Completions (Shrinking)	7.5%	9%	7%	NA
Demand/Supply Equilibrium Completions (Equilibrium)	10%	5%	30%	NA
Median Wages at Year One (Percent Above State Median)	41%	47%	45%	NA



Employee	2018-19 Target	2018-19 Actual	2019-20 Target	2019-20 To Date
Employee Engagement	71.2	72	73	72



Metrics



Financial	2018-19 Targets	2018-19 Actual	2019-20 Targets	2019-20 To Date
Reserves: Days on Hand	180 Days	236 Days	180 Days	
Reserves: Percent Annual Growth	3%	18.6%	0%	
Total Dollars Raised (Foundation and Grants)**	\$52.3M	\$54.9M	\$46.5M	\$49.8M



Community	2018-19 Target	2018-19 Actual	2019-20 Target	2019-20 To Date
Overall Community Engagement Score	N/A	9 of 19	8.0 or higher	11 of 18



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** Includes gifts in kind, irrevocable estate gifts, etc.



Metrics

Diversity, Equity and Belonging Student Goals	2019 Actual	2020 Target Reduction	2021 Target Reduction
Reduce Equity Gap in Conversion (white students to students of color)	8.0%	-1.0% (7.0%)	-1% (6%)
Reduce Equity Gap in Fall to Fall Retention (white students to students of color)	6.5%	-0.3% (6.2%)	-0.4% (5.8%)
Reduce Equity Gap in 100% Completion Rate (white students to students of color)	6.4%	-1.0% (5.4%)	-0.7% (4.7%)
Reduce Equity Gap in 200% Completion Rate (white students to students of color)	7.1%	-0.6% (6.5%)	-0.8% (5.7%)
Diversity, Equity and Belonging Employee Goals	2019 Actual	2020 Target	
Belonging Score	0.0	Above 0.0	
Affirmative Action Plans	0 complete	19 approved plans by 10/1/2020	





Updates

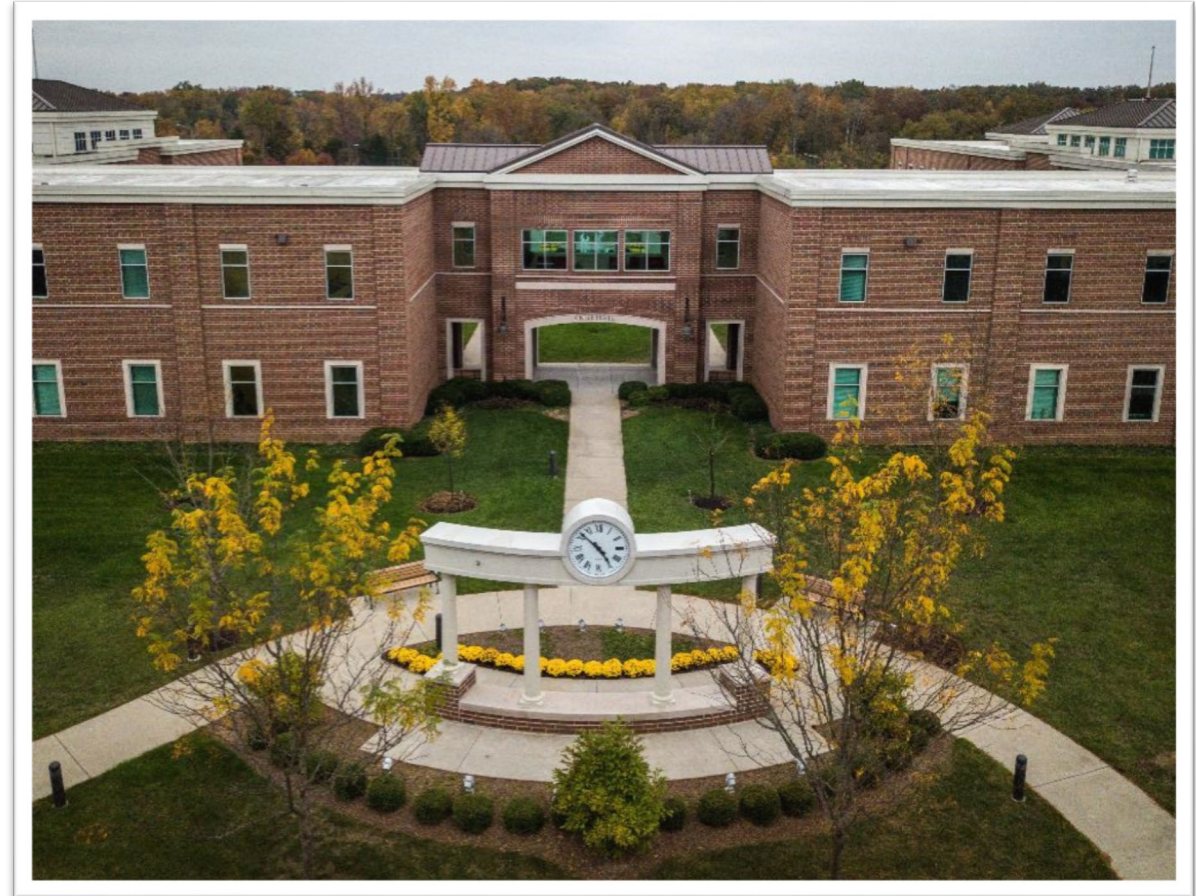
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Congratulations! Sellersburg moving to C1

- Annually, all campuses are evaluated for C-level designations
- Fall 2018, Sellersburg designated a “rising” campus
- As of Fall 2019, status maintained for one year
 - Metrics where Sellersburg saw the most improvement – completions, job openings, population and non-credit headcount
- Upon board approval the C1 level is official



Visionary Board for Emerging Leaders (VBEL)

- Builds on HBR (June, 2019) concept of a “Shadow Board of Directors”
- Focus will be on diversity of thought, connecting to the organization and community, refreshing or invigorating new ideas, emerging technologies around
 - What is working and developing avenues to share best practices
 - What is not working and exploring measures to improve
 - Ways to improve outcomes at Ivy Tech Community College
 - Engaging students, employees, and the community at all levels of the College
 - Inclusivity and open-mindedness around emerging innovations and ideas
- Provide Board experience and mentoring to emerging leaders



Visionary Board for Emerging Leaders (VBEL)

- Bright Afriyie, Muncie
- Joseph Binkley, Evansville
- Carrie Black, Fort Wayne
- Wendell Brown, Marion
- Japhia Burrell, Evansville
- Carlee Cook, Kokomo
- Alani Frederick, Sellersburg
- Courtney Gullion, Madison
- Nathaniel Guth, Richmond
- Mallory Hester, Indianapolis
- Basil Houston, Systems Office
- Megan Oed, Indianapolis
- Mark Pike, Indianapolis
- Amanda Purcell, Lawrenceburg
- Shabbir Qutbuddin, South Bend/Elkhart
- Cara Reader, Bloomington
- Christine Ring, Lake County
- Rachel Scanlon, Valparaiso
- Amy Sears Terre Haute
- Christopher Waltz, Columbus
- Santana White, Systems Office
- Sydney Ziegler, Systems Office



Brand Research Project Update

- Met with multiple companies in Indiana to consider as a partner
- Invited four companies to submit an RFP and draft a plan for this project
- The combination of Asher Agency (Ft. Wayne) and SMARI Market Research Experts (Indianapolis) was selected as the vendor partner
- Currently finalizing our agreement with Asher/SMARI (estimated \$200-\$250k)
- SMARI has the ability to complete research virtually
- The research team would like to engage with and interview trustees interested in being part of the research
- Jeff Fanter will reach out to see if you would like to take part in a phone interview with Asher/SMARI





CRM Update

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Why Salesforce CRM?

Salesforce is becoming the leading provider of CRM solutions to the higher education industry

Outcomes from their current HEI partnerships:

- +53% enrollment effectiveness and efficiency
- +38% yield from admit to commit
- +29% applicant satisfaction
- +50% faster response to learners
- +30% learner engagement
- -21% service and support costs



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VISION STATEMENT:

Transform the student journey by creating a platform to enable informed decision-making and align business processes to improve student success, lifetime constituent engagement, and facilitate Ivy Tech's strategic mission and vision.



INNOVATIVE



INTUITIVE



EFFICIENT

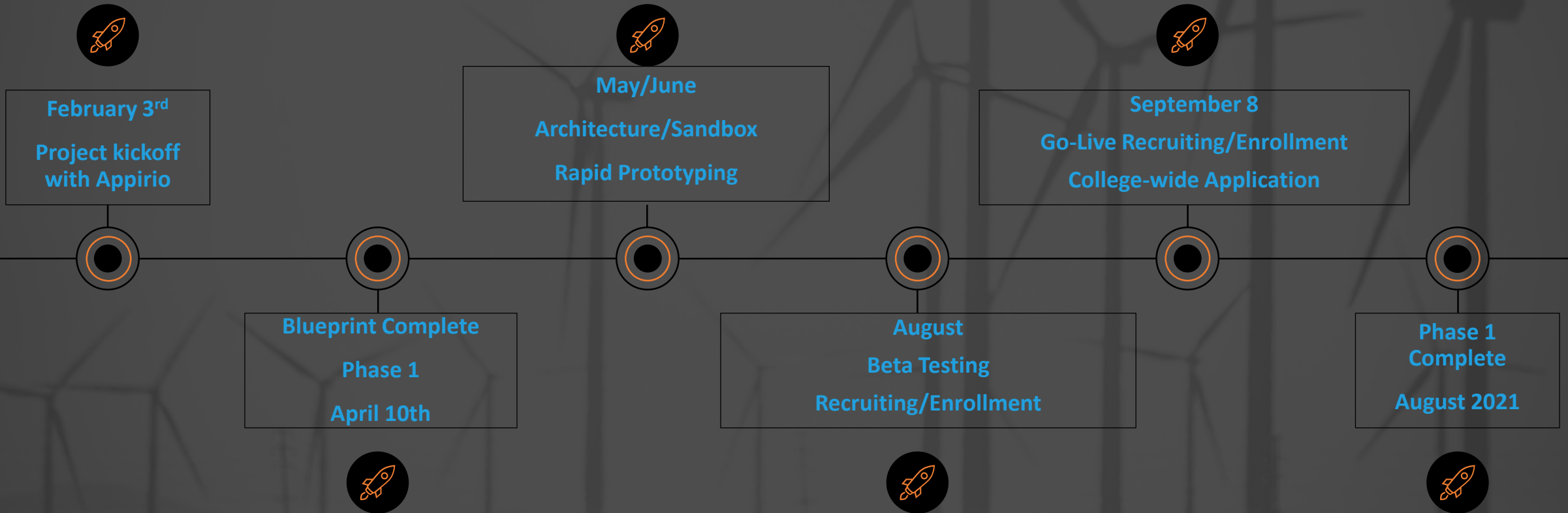


COLLABORATIVE



TRUSTED

Ivy Tech CRM Timeline Phase 1





**Thank
You**

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PATHWAYS FOR STUDENT SUCCESS AND A STRONGER INDIANA.



Exhibit A
Resolution 2020-9

Indianapolis

Name

Melissa Rekeweg

Constituency

Agriculture

Expiration of Term

6/30/2023

Lafayette

Name

Phillip Goode

Stephen Snyder

Constituency

At Large

Labor

Expiration of Term

6/30/2023

6/30/2023

APPOINTMENT OF CAMPUS BOARD TRUSTEES

RESOLUTION NUMBER 2020-9

WHEREAS, the Indianapolis and Lafayette Campus Board have recommended individuals to serve on the Indianapolis and Lafayette 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, that the individuals listed on the attached Exhibit A are hereby appointed as campus trustees for Ivy Tech Community College of Indiana – Indianapolis and Lafayette effective immediately.

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

Terry W. Anker, Chairperson

Andrew Wilson, Secretary

Dated: April 2, 2020