OFFICIAL BOARD OF TRUSTEES MEETING MINUTES

PROCEEDINGS AND VERBATIM DISCUSSIONS OF THE BOARD OF TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY COLLEGE HELD ON THE 7TH DAY OF DECEMBER, 2017 AT 4:05 P.M., AT SUFFOLK COUNTY COMMUNITY COLLEGE, GRANT CAMPUS, LEARNING RESOURCE CENTER, BOARD ROOM, RIVERHEAD, NEW YORK.

PRESENT:

SHAUN MCKAY, President
DENISE LINDSAY SULLIVAN, Trustee
GORDON D. CANARY, Trustee
BRYAN LILLY, Trustee/Secretary
SHIRLEY E. COVERDALE, Trustee
E. CHRISTOPHER MURRAY, Trustee
JEROME BOST, Student Trustee
THERESA SANDERS, Trustee/Chairperson
JAMES MORGO, Trustee/Vice Chairperson

LOU PETRIZZO, ESQ., General Counsel

CHAIR SANDERS: I would like to call the Board of Trustees Meeting to order and ask our Trustee Canary to lead us in the Pledge. Please stand.

[AFTER RECITATION OF THE PLEDGE OF ALLEGIANCE, THE MEETING OF THE BOARD OF TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY COLLEGE WAS CALLED TO ORDER BY CHAIR SANDERS AT 4:06 P.M.]

TRUSTEE CANARY: A moment of silence, today being December 7, the infamous attack on Pearl Harbor 76 years ago. Just a few seconds to reflect on that, please. [WHEREUPON, A MOMENT OF SILENCE WAS HELD.]

TRUSTEE CANARY: Thank you.

CHAIR SANDERS: Thank you, Trustee Canary. Are there any recognitions of any guests from our Chief of Staff Carol Wickliffe-Campbell.

MS. WICKLIFFE-CAMPBELL: We would just like to recognize our guest from the Comptroller's office. Thank you for attending.

MR. LUPO: Let me just express on behalf of the Comptroller his best wishes for the Board for a joyous holiday season and a healthy and prosperous new year.

TRUSTEE CANARY: Same back to the Comptroller.

CHAIR SANDERS: Thank you.

MR. LUPO: And I would like to add on my own behalf those same sentiments and add a safe holiday to you.

CHAIR SANDERS: Thank you.

I would like to request a motion to adjourn the Board of Trustees Meeting and call the Board of Directors Meeting to order as I recall as I remember.

TRUSTEE COVERDALE: So moved.

TRUSTEE CANARY: Second.

CHAIR SANDERS: All in favor?

[WHEREUPON THE MOTION MADE AND SECONDED WAS VOTED ON AND CARRIED. THE BOARD OF TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY COLLEGE WAS ADJOURNED AT 4:07 P.M. AND RECONVENED AT 4:12 P.M.]

CHAIR SANDERS: Thank you. I would like to request a motion for the approval of the Minutes of the October 19, 2017 Board of Trustees Meeting.

TRUSTEE MURRAY: So moved.

TRUSTEE MORGO: Second.

CHAIR SANDERS: All in favor?

Any opposed?

[WHEREUPON THE MOTION MADE AND SECONDED WAS VOTED ON AND CARRIED.]

Thank you very much.

I would like to introduce Vice President for Business and Financial Affairs, Gail Vizzini to present the College Budget and College Financial Records.

MS. VIZZINI: Thank you, Madame Chair. Everyone has copy of their revenue and expenditure projections for the 17-18 operating budget and the accompanying executive summary. These projections are based on expenditures through the month October, October 31st.

So based on the Fall 2017 official registration comparison report, enrollment did level off about two percent for full time, but the part-time students were relatively flat. As a result based on the tuition revenue that we have received, we're projecting a manageable but preliminary revenue shortfall of 611,461.

It's comprised primarily of a shortfall of 366,282 in tuition and tyhe

remainder 294,605 is in fees. The College continues to to be fiscally prudent so as to mitigate the projected revenue shortfall. Since salaries and benefits constitute the major are of expense, much of the scrutiny is through position control and exercised by Dr. McKay.

As far as the 2018-2019 Operating Budget, my office has already begun our budget process. The Call letter to the College Departments went out on Halloween. In light of the fiscal challenges faced by the State and the County sponsor, once again the instructions are for no growth operating budget with the exception of new space and in this 18-19 operating budget we have the potential impact of not only a full year of the Learning Resource Center, but we expect to have the Health and Wellness facility operational and perhaps the STEM building as well.

The budget requests for the departments are due on the first week of January and their presentation to Dr. McKay and my office are scheduled for the

following week. And as soon as we firm up that schedule, I know members of the Budget and Finance Subcommittee have some interest in attending one or two of those presentations.

The auditors; they have completed their field work, woo hoo. We were on schedule to have the completed financial statements to you by mid February, gives you an opportunity to review them with the expectation that we will vote on them in March, certainly no later than April.

A few resolutions I wanted to bring to your attention. One is the Item Number One is the November monthly sponsor services payment to the County for employee health insurance. It's just under two point six million dollars.

And I regret to say that this morning we were notified by the County that the fund rates will be increasing for family by about 11.2 percent, which will drive up -- they will be effective in January. It will drive up our monthly costs. So we are reviewing whether there are sufficient funds

for that as well as the impact on the 18-19 budget.

Item Two are the budget transfers, just review those quickly. The funds are in the operating budget just not quite in the right category for the particular expense.

The first item is a solar lawn mower for the Eastern Campus. It replaces a 26 year old motor with this solar lithium battery mower that operates very very quietly and they will be able to cut the lawn regardless of whether classes are in session or not. So they expect they can probably cut down some of the Saturday Sunday overtime on cutting the lawn.

Also with the needs of the Eastern Campus, especially with the new Health and Wellness building going up, a forklift is needed to allow employees to move large items safely and efficiently. Also the setup for outside events and College events in the Health and Wellness Center such as hoisting up commercial banners and other things from the rafters as

we generate revenue to lease out that space.

The third item is replacement vehicles. This is for vehicles that have reached their useful life. They will be replaced with energy efficient vehicles. Each year we are fined somewhere in the neighborhood of $10,000 by the US Department of Energy as not having sufficient energy hybrid vehicles in our fleet so we want to position ourself so we can address that and save monies there as well as the more commendable objective of reducing our carbon footprint and reliance on fuel.

There will be brief presentation on the successful Cenergistic savings and the more we save, you remember the formula is that we do share the savings. So we have June, July and August bills that are due, that's about $117,000 in commendable savings for not using the air conditioning 24/7, only air conditioning in occupied spaces. So we would like to move $250,000 in the right place because we expect there will be more savings and more payments made.

And the final thing is, a van is

needed, a replacement van for the mailroom. It's replacing a 2005 van that is just no longer safe. It's past its useful life. It's in very poor condition. This is the one that's dedicated to the Eastern Campus and culinary. So those are the budget transfers.

TRUSTEE MORGO: It maybe a very trenchant comment but I like Vice President Vizzini's seasonal blazer. But I do have a question. You said that the final enrollment figures for this semester is down two percent. As I think everybody knows, tuition is our biggest source of revenue. What at this time, last year, do you know Gail, how much was enrollment down?

MS. VIZZINI: I don't know for sure. My recollection it was closer to three because the shortfall was considerably more.

TRUSTEE MORGO: More, yes, that's what I thought.

MS. VIZZINI: We were constantly bringing to your attention we were looking to mitigate, I think it was one point of eight million. It's certainly not as bad.

TRUSTEE MORGO: Do you recall the last time when

FTEs weren't down? I'm just trying to look at trends.

MS. VIZZINI: Well, we can certainly show you the trends at the next Budget and Finance Subcommittee Meeting. We have the annual numbers for FTEs.

TRUSTEE MORGO: That would be good.

MS. VIZZINI: But coupled with full-time students, part-time students. We're still educating 27,000 kids.

TRUSTEE MORGO: We are not unique. Community College enrollments are down probably across the State. I know in the nation as well. Yeah, so but I just want to make everybody aware, that's our largest source of revenue and that's one of the things we have to constantly look at. Okay. Thank you.

DR. MCKAY: And, Trustee Morgo, just before we go on the record, as you will hear with the other presentations later today, you'll see from the Eastern Campus where we find efficiencies. You'll see from Cenergistic where we also gained efficiencies and that avoid cost. You'll see that as we plan forward, we have to take actions midyear to

mitigate some of those concerns. I remember us talking about Nassau. Us being lower than Nassau in regards to the cost of increase for tuition for our students here.

We looked at that across the State and to see exactly how our cost matches up to the other systems. We did have some systems that were above the two percent area, some were even as close to five or five and a half percent in increases.

So we will have that information to you. That's why we go with a zero based budget and no cost increase but we do move things around from time to time as we try to mitigate some of those actions. So, again, to the Board's credit we were able to maintain a sort of a flat increase in cost while trying to mitigate for the unknowns in enrollment.

What you have seen also across the State are even closer to double digit numbers, high digit numbers, in regards to being down the flat. That means they did project correctly for their region. When

we're planning for seven or eight or nine, remember that's the bubble time when the bubble burst. Our enrollment increased then. Some you see now part time numbers are higher in some programs than others.

So we're looking at new programs offerings, online offerings, simultaneous sequencing. And you'll see more of that as Dr. Adams puts together a team to report on that in January.

CHAIR SANDERS: Thank you very much. Thank you, Dr. McKay. Any other questions? [NO RESPONSE]. Great.

I would like to request a motion for the approval of the College Resolutions 2017.65 to 2017.73.

TRUSTEE MORGO: So moved.

TRUSTEE BOST: Second.

CHAIR SANDERS: All in favor?

Any opposed?

[WHEREUPON THE MOTION MADE AND SECONDED WAS VOTED ON AND CARRIED.]

We'll now have move into committee report and we will start with our student trustee today. Hey, Jerome.

TRUSTEE BOST: Hello, Chair Sanders, Members of the Board, Dr. McKay, faculty and friends. On October 19 through the 22nd I attended the 63rd Annual Community College Trustees Conference at Syracuse, New York. I was accompanied by Alan Williams, a trustee at Monroe Community College in Rochester New York and Kyra Mosner (phonetic) of the New York Community College Trustees.

While there, I participated in a few workshops. One was the Excelsior Scholarship Program initiative. There each college had an opportunity to actually report how many students are actively recipients of the Excelsior scholarship. So I mentioned Suffolk County Community College's 430 and that seemed to be the same trend, a low number at the other community colleges.

So that was facilitated by Patricia Thompson who is the assistant vice chancellor of Student Financial Aid Services for SUNY. And she committed to work to make improvements that will benefit the student

body in the long haul.

The second workshop I participated was clients and legal. And that was with the SUNY associate legal counsel, Donna Bullock. We just went over standard things such as Robert's Rules of Order, the Open Meeting Law which, Lou, you and I discussed. And just guidelines regarding executive session.

One honor I had was actually to join the executive committee which consists of executive board members throughout the 30 community colleges we have in the State of New York and I sat in. And they were looking at preliminary plans of discussions in Albany regarding, you know, funding to community colleges.

So, I think that would be instrumental and helpful as I work and mobilize students. And I think the workshop ended with lunch with the Vice Chancellor, Johanna. So there she mentioned some of her projects such as the Pathway Initiative, Smart Scholars College Program and some of the work that she's looking to do in the

community colleges as far as securing the funding that we are looking towards with our schools.

Because there seems to be, you know, a gap, between I guess the Governor's office at times and SUNY. So I'm looking forward to being part of the that. And concludes my report.

CHAIR SANDERS: Thank you very much. We will move to the Finance Committee.

TRUSTEE MORGO: Thank you, Theresa. We last met on October 23. And the committee lasted two hours. I hope this report doesn't last as long. I'm trying to make sure it doesn't.

I have to say I'm always happy to hear Dr. McKay talking about the efficiencies on the expenditure side. As you all know if you keep a household budget it's what you spend and what you take in. So it's all expenditures and revenues. The first thing we talked about at the October 23 meeting really grew up out the ACCT leadership conference that I attended and I bored you with last time.

The one session that I went to

was on maximizing resources. And this was motivated by community colleges looking for more revenues. We get most of our revenue from the students, that's why the enrollment trends are so important. But we also get revenue from our true sponsors from the State and the County.

One of the things that came up and we discussed at the committee was that some community colleges actually contribute to their operating budget from philanthropic fundraising. And it goes directly to it. We don't do that and we talked about whether we should or not. And Vice President Vizzini made the point several times that it's not a good idea to rely on anything like philanthropic funding.

We all said, you know, nobody is looking to that, we're just exploring the idea. I had -- I wanted to make the point several times that we looked at what the Foundation was doing and we really admired what the Foundation is doing. The Scholarship and the program enhancements, that was also -- the automotive program

enhancement.

And I have to -- I felt compelled to mention at the meeting a couple of times, this was not being critical, we were just doing our job, our unpaid job, but our job to look at and analyze and make recommendations. The talk of FRI (phonetic) contribution was mentioned several times. But it was also mentioned that the staff of the Foundation, six member staff, their salaries and benefits come out of our operating budget.

And when the Foundation was formed in 1989, the goal was it to be self-sufficient and that there was a time when it was going to pay for itself. But since we are still paying all the expenses from the College's operating budget. It was pointed out and understand that the Foundation has its own Board. And what we asked for is that we want to look at a future meeting, look at the finances.

It's ultimately our responsibility to look at the investment, to see what kind of return we are getting.

Return for scholarships and programs are both very good. But the expenditure is coming out of our operating budget. So, Vice President Mary Lou Araneo will provide a presentation of the Foundation including a look at the budget expenditures and revenue sources for the past three years.

Then we went on and looked at an examination -- we examined the Lone Star College which is a community college obviously in the Lone Star State. And we looked at their operation. There were similarities and differences. But they had a five year budget plan. And with what's happened in our last couple of budget cycles where there is a lack of clear direction, although last year was better, we thought we would take a look at the Lone Star College.

And Vice President Vizzini did a very comprehensive review. We then made the kind of logical transition to look at the legislatures' five year budget plan and how the effected us. For those of who you don't know, there was legislation that we recommend and that the County Legislature

and the County Executive picked up to have a committee look at budget planning for the College.

We talked about, and I know we have done it before, I really don't want to get into it here. But we talked about the plusses and minus of the legislature. It's something we're still going to have to deal with. And then because the Lone Star College, Community College, uses performance based criteria in what different public entities give for the different community colleges. Do you remember, Gail, about six different colleges?

MS. VIZZINI: Yes.

TRUSTEE MORGO: And their funding is based upon performance based criteria. Now that sounds good; however, it has a lot of land mines. There could be a lot of things wrong with it. The State legislature is looking at it but we're hoping that it will be seen as supplemental, not instead of. So, but we're going to keep on the eye on it and Gail mentioned that she's going forward basing it on we're getting the allocations. We don't

know what they are going to be, but we get the allocations from the State and the County and we're not going to think about performance based criteria until we have it.

Then we went into a look at the budget process. And I believe you at the retreat, which Theresa says she's going to talk about later, there was a full discussion on the budget process. So I can skip over that. We asked about the status of collective bargaining. The five contracts are in place, three in the AME, one with the faculty, and one with the Guild. The AME contract however expired on December of last year but the terms roll over to the next contract, until the next contract is ratified.

So they are operating under the terms of the old contract. My colleague Chris Murray looked at how the programs, the different programs are reviewed. I think Gail mentioned that Chris asked about actually going to the department meetings and some of us maybe going when the expenditures are reviewed.

Finally, Chris asked the kind of question that I think we always should ask, he asked if there be any savings. If instead of three deans for each one of the campuses, if we had one dean so that the function would be consolidated. That would be I think a logical question. It was answered why it really wouldn't work. However, it was mentioned that several services are consolidated.

In other words, services of one program for all three campuses; Mental Health Services, Veterans Affairs. There are others as well. So that is my encapsulation of a two hour meeting. I think all kidding aside, you can see there was a lot of serious discussion and there are things that are going to continue.

The next meeting is December 13 at 4:00 o'clock at the President's conference room in Selden.

CHAIR SANDERS: Thank you very much, Jim. It wasn't two hours but it was a lot of detail. And just think back to when the finance committee was only meeting a couple of

months a year. And this is a sign of the current times. We have got to really dig in. And it's evident by the way we're balancing the budget and negotiating relationships and, you know, trying to keep tuition low. So thank you for the leadership on the committee.

We'll move to the Facilities Committee, Bryan.

TRUSTEE LILLY: Well, we haven't had a meeting. But there's a couple of things that I would like to bring out. I think, what was it on Monday, the legislature approved all the capital projects?

PRESIDENT MCKAY: Tuesday.

TRUSTEE LILLY: I'm sorry, Tuesday. And next -- not next Monday but I think the date of 12/18 capital -- Facilities and Capital Committee meets.

PRESIDENT MCKAY: Infrastructure.

TRUSTEE LILLY: Right. And that's where all the different branches, departments come with their wish lists for the future, whether it be a year or going further out.

Yesterday I attended an

automotive job fair that was here. And as Dr. McKay will probably touch on, the building that it's housed in was originally designed for I think 40 students. Now they have over 200. It was attended by or we had a round table with the manufacturers, all the major manufacturers were there. Some retailers, local retailers, and some trades groups.

And overwhelmingly they were looking for help in training technicians and people for their branches. The fact was brought up that we live on an Island so we have a captive audience. They can't find people. I think one person said it actually costs for basic like lube tech or, you know, generic service technician, it cost them about $12,000 to train them and then, you know, after the training the person might get a job offer somewhere else and he rolls on.

And another person brought up the fact that not only are they competing amongst themselves for qualified candidates but other industries are jumping on hands-on

because as Newsday the other day, there was an article about the shortage of plumbers.

And I think that right now they brought up the median age of some of their techs is 53 years old. So you go -- there was an, I guess a long 20, 25 years, 30 years where there's a generation of non-blue collar traditional, you know, like mechanical inclined I guess. Some reason maybe it fell out of favor.

CHAIR SANDERS: They didn't want to get their hands dirty.

TRUSTEE LILLY: Well, whatever it is. But now, guess what? The cows are coming home. And now all those things -- and not only just become mechanical but the autonomous cars, they brought that up. That's a whole another avenue. I mean, that one example with the windshield. That brought up a whole, you know, a whole thing where that's coming down the road. So they need these technicians.

So we have a captive audience. I know Dave brought it up and it's going to be brought up again going forward is those are

programs that we have to look at. Funding, of course, is not the easiest thing. Granted, the County and State are not in the greatest financial shape.

But, if you don't do this, they all take about brain drain and everyone leaving the Island. Well, here's a lot of our population could benefit from this. And we're not even talking about, this is just Nassau and Suffolk. I mean, they were talking about Queens going further west, going -- they're also, you know, hurting for -- there's no training places.

So if we build it, they are going to fill it before we even open the doors. And there were discussions of maybe, you know, stopgap measures, finding a location, you know, that we might be able to lease that we can get up and started when we do have these plans. But it was eye opening to say the least.

We kind of know that there's a demand for this, but when you have all these bigwigs from GM, Toyota, the Tesla guy was there, saying, you know, we need people.

And as soon as you build it, we're going to come here and fill it. Whether it was Hunter, whether it was Toyota, whether it was General Motors. They said we'll help. So we have look at these type of programs, not just this automotive but some of the other programs. Like the welding program has a long wait.

And, you know, I know it may not be as glamorous, but I mean, I remember Trustee Pontieri saying that not everyone is book smart, some are hand smart. And, you know, as a community college we also have to look at that. But again it comes down to money, capital projects, and getting the finances.

TRUSTEE MORGO: But in the long run it's a niche for us.

TRUSTEE LILLY: It is. And not to say somebody comes in for that, their brother might come here for an automotive something and then the parents go, you know, this is an alternative. You know, so again, we have to keep our enrollment, unfortunately increasing. I don't know how we do it

without building and finding, you know, space sometimes. But given the fact that every, you know -- we need an enrollment advancement almost every year just to stave off tuition increases. But I know, but like I said on the 18th, we're going to get our Christmas list of projects.

And you know one thing I can say though, I went last year's subcommittee meeting, they don't ask for anything that isn't needed yesterday. It's not like a Christmas list. They're not going, hey, I would love to have. Yeah, everyone would love to have that. I would love to have that Lexus LC500 that I saw yesterday. I walked out, I was like, that's a beautiful car, but $100,000 is not in my budget.

TRUSTEE CANARY: Maybe Santa will.

TRUSTEE LILLY: A toy one.

TRUSTEE CANARY: Are you on the naughty list?

MEMBER LINDSAY-SULLIVAN: It's interesting because, you know, I have been in K-12 education for 20 years. And 20 years ago we just talked about college. You know, everything now is college and career, college and career. And

even the way that we teach kids is different now. I know that Common Core is a dirty word in some situations. But basically what it is is teaching kids how to think. And teaching them you the think doesn't necessarily mean book smart, it means problem solving. And figuring out problems that, you know, will help our world, our environment, you know, all the things that businesses are looking for.

So, K-12 is making that shift already. So our programs have to make that shift in order to capture those students when they leave high school. I think the point you make is very valid.

TRUSTEE LILLY: We also have to look at some of the programs that we have that might be dated and start to wean them out like, unfortunately --

MEMBER LINDSAY-SULLIVAN: There was a statistic that I heard the other day that was striking to me. It was next generation science standards conference. The presenter said that the research is showing that our kids today will have 10 to 15 careers before they retire.

So the days of going into a field, working in it for 30, 35 years and leaving won't happen anymore.

CHAIR SANDERS: It's all about those transferable skills. It's almost like we are cycling backwards. You know, it used to be you got out of high school and got a job so that you could afford to go to college to get a career. And now it's, you get out of high school, go to college and get a career. So there's this thing called work that a lot of --

MEMBER LINDSAY-SULLIVAN: They don't want to do.

CHAIR SANDERS: -- that the generation doesn't know what to do. They don't expect us it. You know, when we're talking about automotive programs, it's almost like cars are supposed to just work and drive itself. You don't worry about maintaining it. It's interesting

TRUSTEE MORGO: Bryan, you spoke about investing, spending money to make money in effect. Investing in facilities that will get us enrollment.

TRUSTEE LILLY: Right.

TRUSTEE MORGO: How are our facilities now? Are we lacking or -- as far as for automotive for example.

TRUSTEE LILLY: Automotive is definitely -- I know that with culinary if you built a bigger facility, you could probably fill that program, correct? I mean certain ones.

PRESIDENT MCKAY: It's not really out of turn because I know that they are committee reports, but just for the Members to know, we continuously review all academic programs. We look from fall to fall, spring to spring. We look at the discipline to see exactly the enrollment, what the enrollment trends are, graduation rates, success rates.

Add we do it also at the high school level and we participate in the high schools. And Paul will bring some information on that has at his section. But what's interesting at the automotive event was how technical the discussion was in regards to the expectations of these firms. And on the other side of it too was the quality of work that they have currently is not who they are projecting to have ready

where they're heading. So they couldn't match the training that was needed but they knew there was a pipeline issue.

So it was a visionary meeting. We had our Foundation staff with us. We talked about how we can then partner together. We showed them how we partner together with Hunter and others, with LIU utilizing the space, their new programming.

We have a STEM program coming on board, STEM CTE and the word STEAM, the arts, keeping that involved as well. The programs now we have to look at as to how the region is changing and the demands upon the institution as Trustee Sullivan indicated. We also have a population that's underserved, and underserved throughout Long Island that we have to talk about. How we reach them, where they are and to get them to where they need to be.

Paul has a statistic -- could I just shift for a second have Paul introduce this one area, Paul?

DR. BEAUDIN: Sure. Thank you, Dr. McKay. Thank you, Chair Sanders. I always get an

opportunity to share goods news about numbers. One of the things that we did recently, you recall last year we were involved in the early intervention math program at our local high schools. And we had over 700 high school seniors complete the program. By completing the program which was really aligned with some of the great work Trustee Lindsay-Sullivan had done at Hampton Bays High Schools, we replicated that. We also added a couple of other pieces.

We worked with McGraw Hill Publishing and we had over 700 high school seniors complete the program. And we're now tracking those students as they come to us as first time full time students. We had amazing results from four of the high schools that participated. One of our high schools, one of our largest feeder high schools decreased developmental math placement by 15 percent in one year, which is really amazing.

Developmental placement is appropriate for students who really need

that kind of educational support. But for some students, it really becomes a difficult hurdle for them to get over for them to do college level work. And we really prefer, Dr. McKay, Dr. Adams and myself really prefer that students are doing their catchup work while they are still in high school rather than when they come to us and are slowed down their educational progress.

So we were really very happy to see those kind of results. Debra Wolfson and I have been working hard at this and Debra and I are going to do a deeper data dive and hopefully be able to report back to you what was the optimal amount of time that students needed to be engaged with this program, what other things can we add with Dr. Adams' help to really increase student success and to decrease developmental placement.

So we're really thrilled with the results that we got.

DR. MCKAY: Another part of that, too, is an event that we held on this campus, I believe it was couple of days ago with LIRACI

(phonetic). That's where all the presidents and superintendents on Long Island being in that one group together. I served as cochair with the Presidents/Superintendents group with Lars Clemensen from Hampton Bays before he left I believe and we were able to talk about the hundred and 20 something districts across Long Island that they are each dealing with things differently versus collectively talking about what you are approaching in your respective districts.

Because your budget is going to have a challenge. If you have a student, you're going to have a challenge. The resources you have in regards to the availability of the faculty, to the content, is always be different back and forth with math, reading and writing, critical thinking. So in that committee this past week we held the parents and advised the counselors for the first time meeting on this campus to talk about what it means for when that student comes into our doors, what to expect from us.

So through admissions through the

whole process, not just the open access but where we meet you at the high schools now, when you come here, this is what you're going to see, what we're going to see. We're going to need your help. There's a different type of dialogue now.

The other part of it, too, is our students that are coming in are using these tools very efficiently. But some students try to do pen to paper totally different, how they write, how they type. Any English majors in the room? But, again, that's how the type, how they tape, how they communicate. So we have to reach them in a different way.

So there is a whole shift that we are dealing with now. There's several programs. We can highlight many of them. But one program that we have now that Paul is looking at is how we can better identify programs much sooner when the trends are changing and the enrollment isn't tracking where it should be. Went through all that out. We had dispensing on this campus that took up an entire wing of the Health Sport

Education Center. And had a very small or low enrollment and graduation rates.

We felt that the program was costly, was not utilizing the space efficiently. We looked for the programs that were growing. We moved over photographic imaging and microbiology. That area is packed, why? Nursing, HIT, Canon, that's what's in the area now, right? So you got premed, nursing -- the call it pre-nursing but it's not pre. These are the folks that you need to remember were in the hopper but couldn't get into the program. They need to have that to get in the program.

So now that area is fully utilized. When he talks about getting more commercial space, we just got contact with a dealer that has 49 final branches and a vacant space. After attending yesterday, now wants to talk to us about leasing space to expand our program. So we try to make changes, but public private is more important now for us on the technical side.

CHAIR SANDERS: We're keeping up. We're keeping

up because when you talk about we went from a facilities conversation, you know, to the academic. This is really the reality of our world as an educational institution. Because our customers, which are the students, are changing. And we have to keep up out how to serve them and make sure that they are successful in the world they live in. So we can't be static. We have to have these interchangeable conversations.

Yes, Gordon?

TRUSTEE CANARY: You go ahead.

TRUSTEE MORGO: I was going to say but it was all focused on increasing enrollment.

TRUSTEE LILLY: Going back to your question.

TRUSTEE MORGO: But the specific question was talking about what was described as a less than glamorous occupation the more mechanical. I was wondering, do we have the facilities. And Dr. McKay did get to that. He mentioned the leasing of commercial space. But it was a long ride but we got there.

TRUSTEE CANARY: That was my point that I wanted to make that that excited me when I heard

that, because, again, if we said today we want to build, we're talking a couple of years down the road. If we have got 49 bays somewhere that we can lease and get the program up and running in months versus years, I mean, that's a no brainer.

TRUSTEE MORGO: And less expensive and faster and --

TRUSTEE CANARY: Absolutely. So that is something that needs to be explored quickly before we lose it.

The question I had back for Denise is many years ago there used to be something call aptitude testing in the school. We don't do that anymore, right?

MEMBER LINDSAY-SULLIVAN: We don't call aptitude testing, we call is interest surveys. So you -- well, I mean, I took the attitude test when I was in high school and they told me that I should be a mortician. So when I became a kindergarten teacher, it was kind of like, hum. So we do it in a way now that we look at what kids like to do, what they are good at, where their interests lie and then it kind of leads them to, well, this would be

something you might want to consider. I think the other thing too that's happening more and more is that students are exposed to college campuses younger and younger. You know, we have a rule in our school district that if you are taking students on an overnight trip, they have to put their feet on a college campus.

So if they are going to Frost Valley, they're stopping at Marist on their way up. Or if they are going to Disney, they are going to Disney University while they're there. Or if they're going to Washington, DC, they to to Georgetown just to get them -- they may never go to Georgetown as a college. But they're going to get there and say, gee, I liked that about it.

One of my sons did a competition for music at Five Towns. And he said to me, gee, Mom, it's a small school. I like that. That's more for me. I never would have known that as a 13 year old. So it's exposure and it's helping them to make decisions along the way.

TRUSTEE CANARY: And on the subject of exposure, in the previous generation a lot of dads, and this is not to say that moms can't do it too, but a lot of dads would tinker with their own cars. There were some parts of cars that guys could repair. I used to do it when I was younger. Today, forget abut it, what can you do.

MEMBER LINDSAY-SULLIVAN: Computer -- you can't even change the oil.

TRUSTEE CANARY: I did mine. So, kids my age saw Dad going into the garage and you got interested in tools and you started helping Dad in the garage and so it's like how do we target that boy or girl who has an intrinsic inherent ability with their hands and try to steer them in the direction of going into plumbing, electrician, automotive repair?

TRUSTEE LINDSAY-SULLIVAN: That's a really good question. And, you know, like the old shop, what was that called? Industrial Arts. Now it's Technology.

TRUSTEE CANARY: Wood, metal, printing, I took all that in junior high, it was great.

TRUSTEE LINDSAY-SULLIVAN: They are doing 3D printing, it's

different

CHAIR SANDERS: We're going to reel this back in because we're still in committee reports. We were moving right along and all of the sudden. So we should videotape this and at next year's retreat show a good board meeting.

TRUSTEE MORGO: So far.

CHAIR SANDERS: Student Success.

MEMBER LINDSAY-SULLIVAN: I don't have a report you'll be happy to know. But we will have a meeting on January 11 at 3:30 in the President's conference room. By report is done.

CHAIR SANDERS: Thank you very much.

We did have a Governance meeting and I stood in for Gordon. I tried my best to be you, Gordon, I just couldn't do it.

TRUSTEE CANARY: It's a tough job.

CHAIR SANDERS: It's a tough job. I will kind of summarize what we did. We did have a couple of things on the agenda that we made sure we went over. We had a discussion about the facility use policy and the renters schedule and we will have to ask administration to vet some information for us and bring it

back at our next meeting. So we will be reporting out to the Board at the next meeting.

We also had a discussion about potential need for the development of a National Disaster Tuition Assistance policy. It's a mouthful, but the idea is those individuals that are effected by national disaster, do we have a policy that could possibly waive tuition for them. And some of the feedback, it got a little complicated because there's local regs, there's State Regs and then there's Federal Regs that pertain to waiving tuition.

So it's not that easy for us a a Board to take on waiving tuition. So we're taking a look at who do we have to advocate to to develop a policy? Is it starting with the state level. And we'll also be addressing that at the next governance committee meeting, administration will come back with some recommendations.

We also talked about some new things. We raised the issue of social media policy. We were talking about that and

we're going to have administration vet some best practices and we'll go over that at the next governance committee meeting. And we also talked about developing a board procurement policy.

And the administration is doing some research on this for us. So we've added two new things to your agenda.

TRUSTEE CANARY: Board procurement in what sense?

CHAIR SANDERS: Well, we don't really have a lot of contracts but we may have special services contracts that only the board does for special service. We don't have a procurement policy is it pertains to that. So we want to put something in place that if someone comes in, they can't serve in perpetuity. And we want to follow the same kind of procurement the college finds with its vendors. Just to make sure --

TRUSTEE MORGO: For optics it is a good idea.

CHAIR SANDERS: Yes. And it's good practice.

So that is the report on your behalf. We missed you and we'll see you -- our next meeting is --

TRUSTEE CANARY: I guess I could have participated

by phone but I was on the golf course at that time.

CHAIR SANDERS: We're jealous. Our next governance meeting is --

TRUSTEE CANARY: Tuesday, January 16 at 4:00 p.m.

CHAIR SANDERS: Thank you so much.

And I will just defer now to the Foundation report. Sylvia.

MS. DIAZ: Good afternoon, everybody. Madame Chair, again, good afternoon. Thank you for allowing me to report on the Foundation. Many of you who were at the board retreat last month were privy to the announcement by our president Dr. McKay that we were -- that we are essentially happy to announce they we were successful in raising the $7 million in funds to support student scholarships and programs in the institution.

And while he also alluded to the fact that he would be publicly announcing at a later date, although this is a little bit public I suppose, that we would be embarking on a bridge campaign. I did want to mention that, again reiterate that point, where he

has charged us to raise an additional $3 million by the year 2020 to support some priorities that he's identified specifically in the area of automotive and staff.

So we're very excited about that, that's $10 million in 20, right, 10 in 20, right?

DR. MCKAY: For now.

MS. DIAZ: And of course we're stepping up to his call to action.

DR. MCKAY: Before we move on from that point again, going back to Trustee Morgo and I believe it was Trustee Lilly who talked about leveraging and finding ways of taking a look at those critical partners that are you aligning with the College and getting our best inviters but also students who are ready for the places of work.

Where ever we go to meet a partner, we go with the Foundation as well to see how we can leverage the resources we have for students. Our students get about 60 percent of their tuition fully covered in scholarships and to an extent, grants alone. But the other side of it, too, we want to

package this. We heard something at the automotive meeting yesterday. Where one of the dealers said that the minute they put up a salary of $60,000 a year how it turned around the environment of folks who want to move up the ladder or stay longer in the industry.

That same person had 149 dealerships between New Jersey and Connecticut. No one is training but New Jersey. So you want to come closer to us. So aligning the Foundation with the dealers now again saying you can add scholarships, you can add programs. We can add the programs, let's do the training. They are trying to do training for 49 dealerships for the first time at a higher level.

Well, we can customize that, let's talk about credentials. So those are the things we are looking at partnering with the Foundation. So I believe you'll get to probably 20 in 20.

MS. DIAZ: Thank you, Dr. McKay. We will definitely try without a doubt. And, of course, the automotive being the priority,

you know, in discussion yesterday. It was really exciting to have all those dealerships and the manufactures there. And they are very excited also about our upcoming gala in 2018 where we are celebrating the 30th anniversary of the Automotive Program. So this all seems to align nicely with the priorities identified.

Our year end campaign efforts are well underway. I know there's been a communication sent out to this Board by our president and of course many of those efforts are directed towards the establishment of course of the John Jay and Kevin Foley scholarships. So we are making some great efforts to ensure that that fund is fully funded.

And of course, this is an opportunity to ensure that our leadership and volunteer leaderships in particular are engaged in giving. We are very fortunate to have a wonderful cabinet and leadership in this institution that is giving 100 percent and volunteer leadership of course at the Foundation Board is committed 100 percent as

well. We're very excited about that, being able to say that and tout that to prospective donors is a really big deal, in case you didn't know that it really is. So of course we're going to encourage you all to consider us in terms of your own year end giving as well.

And finally, of course, our annual audit is under way, moving quickly they showed up a week early. We were ready. So that's moving very very quickly and it looks very favorable for us. Some of the operations that we have adjusted in the last couple of years have really been very effective for us and I think we'll have a very good result with that as well. So thank you all.

Any questions?

CHAIR SANDERS: No, just congratulations.

MS. DIAZ: Thank you, thank you.

CHAIR SANDERS: I will just go into the chairs report. Which I want to say thank you, thank you, thank you for such a fabulous retreat that we had this year. It really brought forth a synergy of all our

governance bodies to be in one room. Our foundation board, our center board, and our own Board of Trustees. And then to have cabinet members come in, it really felt like we were on a singular mission. And that's always been the goal that our mission is student achievement and student success.

And we had some really good training topics. I think that the day flowed well. It was nice to be in a brand new facility. It was very impressive particularly when you have volunteers that come in to the university and then they get the see where their, you know, time is going and you see this product. And you got to walk past the students studying to get in here. It is magical what happened at retreat.

And I really look forward to us continuing our own professional development as a Board. And I thank you each and everyone of you for stepping in and lending expertise on topics, training topics. Because I think it really came out well. The hit, of course, was the worst board

meeting video which was hilarious. And it was funny because I think at one point some of the other board volunteers was like, is that us? Who is that? Did somebody do that here at the College?

They didn't know that. It was like, no, that's a Youtube video and nothing connected to Suffolk Community. But it did give us an opportunity to look at how bad it could get and we're nowhere near there. So the Board retreat was great. Couple of things coming up, I do want to make sure to remind you all. These tablets are wonderful tools. Please use them. If you want a training session, please, the College will make the tech team available for you to have a private lesson.

But if you go on and play with it, just start playing with it, you have all of your Board documents in here. Everything is in here. You do not have to carry paper and a whole bunch of stuff. If you want to, that's fine. But all of our Board reports, all of your documents are here. Your calender, if you need to reference back to

something. It is a great tool that the College has provided for us. So I encourage you to continue to use your tablets and make sure that you are able to reference different things that we talk about, resolutions that we have passed. Everything is in here. It goes all the way back to 2014 when we weren't here so in case we have to reference something, so it's here.

Couple of things, please be mindful, take a look at your 2018, we're now setting up for committee appointments for 2018. If you have a committee that you want to serve on a and you are on another committee, please just talk to me and let me know. We do this kind of informally. New trustees I have already asked to serve on certain committees and your board meeting schedule for 2018 is in here. I recommend that during down time over the holidays you plug in those dates ahead of time.

We usually get calendar alerts. We've been pretty good this year with the administration making sure they send us alerts so it goes directly into your

calender on your phone.

If that's not working, again, talk to administration, they'll put technology people, they'll take your phone, they'll plug it in and, voilà, all of Suffolk Community College appointments will appear in you calender. You have no reason to miss a thing.

But it's a wonderful tool to have so that you can keep up. Because we do become very busy here. And the last thing I will say in my report, is, yes, a very happy holiday for all cultural celebrations that are happening this month. Because there are a variety of cultural celebrations and I don't want to start naming to miss anybody. There's new stuff that pops up that some of the young kids are telling me. And I'm like, that's not a holiday.

They just make up stuff to have a day off and get a Gift. But, have a safe holidays. Happy holidays and enjoy with your families. And we look forward to seeing you in 2018. And that is the end of my report.

TRUSTEE MORGO: First of all, there's never been a war on Christmas.

CHAIR SANDERS: Never war, no, never war on Christmas.

TRUSTEE MORGO: No. That's nonsense.

Serious question, at the retreat I'm very sorry I missed it, you know the reason. It was unavoidable. Did the Trustee Ethics committee Members, did any of them attend?

CHAIR SANDERS: Yes.

TRUSTEE MORGO: Oh, they did.

CHAIR SANDERS: Yes. And did a presentation and it was very well received.

TRUSTEE CANARY: Anthony and Mattie and Anthony made a presentation.

CHAIR SANDERS: And answered questions from the group. Full engagement.

TRUSTEE CANARY: On Jeopardy last night, Robert's Rules of Order, the derivation or where it came about, a military officer attended an extremely unruly church gathering and came away and said, you know what, I'm going to develop rules of order of how you should conduct a meeting. And that's where

Robert's Rules came from, an unruly church meeting.

TRUSTEE MORGO: The worst church meeting ever.

TRUSTEE CANARY: So I'm taking it to the bank because it was on Jeopardy.

CHAIR SANDERS: That ends my report. I will move to the President's report, Dr. McKay.

DR. MCKAY: Yes, Madame Chair, Members of the Board. I have three presentations for you today. Paul, could you join me? One of the programs that we try to look at over the past few years is the Excelsior Program -- and for the record, the Excelsior Program had its name many, many years ago at the College. There's no relation to the State Excelsior Program, point of clarification.

So, Paul, could you take us through where we are now, the number of, you know, school districts that are involved, the number of credits that we have taught?

DR. BEAUDIN: Sure. Thank you, Dr. McKay. So Excelsior Program for us prior to the scholarship program was the College and the high school program. We are currently in 49 high schools. We increased the enrollment

by 14 percent over last year and this fall we have 18,200 college credits being given in the local high schools. We're very grateful to our faculty and our chairs. Because the way that we perform the program, we make sure that the courses that are being taught in the high school are truly college level courses.

We rely upon our faculty and our chairs to certify that the instructors are worthy of teaching college level courses. We review the syllabi and we send mentors into the high schools when a high school faculty member is teaching a college course for the first time.

That generated over 600 FTEs for the College this fall, so we're really proud of that. We also have another program, our early college program which 14 high schools send their students to one of our three campuses and they take college courses on the campus. We increased our enrollment by 53 percent this year over last year and we have about a thousand college credits being earned by talented and gifted high school

juniors and seniors.

I'm happy to report that our ELL program by Director June Ohrnberger, we have an increase of seven percent and we are servicing over 2100 Suffolk County residents in the teaching of English as their -- ESL -- or ELL English Language Learners. So that's been going really very well. So we're thrilled with that. And one last number, and this goes to what Trustee Lindsay-Sullivan was saying about getting students on campus.

This year we have 421 middle school and high school students from six local school districts at the Ammerman Campus on Saturday as part of our STEM program. And that's an increase of about seven percent over last year. So thank you very much for giving me the opportunity to share that wonderful news.

Lastly, I want to thank you. One of the resolutions that you approved this evening is a $20,000 grant that we received from SUNY. And that $20,000 grant will be used to help to train faculty members in the

spring semester. I'm working closely with our governance leaders, one of whom is here this evening. And we're developing a program train faculty on the use of open educational resources which really is free textbooks.

So, as we struggle every year to determine what's a fair and just tuition for students, you know, we know that one of that the unforeseen expenses sometimes will be the cost textbooks. So by participating in this program, more and more of our students will be enrolling in classes in which faculty staff have opted to use free educational resources.

That is going to dramatically decrease the cost of attendance here at the College. I'm grateful for Dr. McKay's support. And Dr. Adams and I are working with governance to make this happen. So thank you very much, Dr. McKay.

DR. MCKAY: So before Dr. Beaudin sits down, these are the examples that we will continually share every board meeting. The faculty and staff that work with my

administration and work with the faculty in the high schools and the middle schools are working very very closely. We want to see an increase in this development. Because, again, when those students engage with us much earlier, we have students who are excited, who want to come to Suffolk.

And the faculty and parents who are also engaged now see the value of coming here as the first option. That's the ultimate goal. So when we take about enrollment, it's much more than enrollment. It's the experience they will have not just here but at the high schools. Thank you.

CHAIR SANDERS: I have question about the open -- is it open learning.

DR. BEAUDIN: Open educational resources.

CHAIR SANDERS: Are there any best practices, any schools that are using it that you've seen?

DR. BEAUDIN: Right. This is a national trend. Governor Cuomo has put money in his operating budget for this year to encourage colleges, the 64 SUNYs. He paid for our -- we state taxpayers I should say -- paid to allow all 64 SUNYs to participate in this

open educational reprogram. So Lumen Learning is the platform. And subscriptions for all of our 64 campuses were paid for by the State.

So we're looking forward to participating in that. You know, these open educational resources, they are written by and large by college faculty. They are peer reviewed textbooks and other educational material. So it's going to be exciting for us.

CHAIR SANDERS: Good.

DR. BEAUDIN: Thank you.

TRUSTEE LINDSAY-SULLIVAN: Paul, can I ask a quick question? What happens when the grant is gone?

DR. BEAUDIN: When the grant is gone with the State paying for that? There will be a nominal charge for participation. Whether the students will pay that fee or whether that will be paid for by by grants or other funding sources, I really don't know.

TRUSTEE LINDSAY-SULLIVAN: Do you know how long it's good for?

DR. BEAUDIN: That is a question. As you know, I always have those kind of questions when I

call SUNY, like how long will this be in effect? I am told that it's likely it will be in the operating budget again for the coming year.

But even if a student had to pay a fee for participation, the fee for participation would be dramatically less. Some of our textbooks that we use in some of our courses run about $200.

MEMBER LINDSAY-SULLIVAN: Yes, easily.

DR. BEAUDIN: So a small fee for participation really would be a great benefit to our students.

TRUSTEE LINDSAY-SULLIVAN: And does it require the student to have a device?

DR. BEAUDIN: That's a great question. So a lot of our students already have the device. Students who don't can also use the library. And our bookstore has agreed that they would be able to produce a print copy of the OER, the online Open Educational Resource. And some of the colleges that I have spoken to, places like TC-3 and Cayuga and Monroe, the bookstores are producing or printing out these textbooks for students for about $15

per textbook. Which again dramatically lowers the cost.

MEMBER LINDSAY-SULLIVAN: One last question, I'm sorry, I'm sorry. This is web based?

DR. BEAUDIN: Yes, that's right.

MEMBER LINDSAY-SULLIVAN: So as long as they can get on the internet --

DR. BEAUDIN: Yes.

MEMBER LINDSAY-SULLIVAN: They could easily get a Chrome Book for $190.

DR. BEAUDIN: Yes. That's great.

PRESIDENT MCKAY: One more item before Paul sits down. There will be another matter that Paul and the faculty worked on. It's been embargoed. But we were just informed again of another similar project that we have with SUNY that is embargoed for the time being. And very carefully when we announce that, it might be by the time the next board meeting will occur so you may see a press release that we could not share publicly today.

But, again, another wonderful and positive initiative with the faculty and staff to benefit our students on this campus.

DR. BEAUDIN: Thank you.

TRUSTEE LILLY: Paul, you said 49 high schools participate. Obviously they are Suffolk high schools.

DR. BEAUDIN: Except for three, they are Suffolk high schools.

TRUSTEE LILLY: Okay. There's how many districts in Suffolk, 70 something? I know there's 120 something in Suffolk County and Nassau.

DR. BEAUDIN: We always include in our count, we always include not only the public but we also include the private.

TRUSTEE LILLY: Is there a list that we can find or you might be able to give some of us of the nonparticipating schools so we can go locally out? Like if we know people in other districts, we can say, why --

DR. MCKAY: Paul, and I answer that.

DR. BEAUDIN: Please do.

TRUSTEE LILLY: I don't want to put you on the hot seat.

DR. MCKAY: Thank you, Paul. I think that that probably is a matter to be discussed with the Student Success Committee in detail because of the significance of testing and

testing results. We agreed with the institutions not to provide testing results publicly to other partners in the system. And at the same time identifying all of the participants in system publicly. We have to be careful on how we speak about that.

Because there are several different requirements. You got state requirements, you got local requirements and then we have our own internal requirements. And having a faculty, working with the faculty that closely, we are seeing much more dramatic results when we engage in that.

We can share that with the Student Success Committee and seek their advice. And certainly you can attend that committee. But for the public record, we are cautiously not discussing the results of participation of the school systems. Some could be political and some could be based on circumstance.

TRUSTEE LILLY: That's the remedial what' you are looking at.

DR. MCKAY: No, no, no.

TRUSTEE LILLY: I'm just looking at certain schools choose not to participate but their students could be getting college credits and it's just the stubborness of the administrations.

MEMBER LINDSAY-SULLIVAN: There's multiple reasons why, you know, like for Excelsior, in order for -- so here's an example. We do calculus in Hampton Bays and it's an Excelsior program through Suffolk. I had to have a teacher who had a Masters degree in mathematics. Most teachers in K-12 have a Masters in education or in other areas, not necessarily the content.

But in order to be eligible to teach a college level course, you have to have a Masters degree in the content, so that's rare. So that could be a reason. The other program, the early college, that requires bussing. I can't afford to send a bus to Riverhead from Hampton Bays. So there's a lot of reasons. It might not be the lack of outreach and I'm pretty confident it's not --

TRUSTEE LILLY: It's not the outreach. It's the

pushback from certain districts.

DR. MCKAY: And, again, it's an item that we are working with and working on. But I believe that if you look at the numbers that we have now to where we were several years ago, it's going in the opposite direction. And to have some Nassau institutions to participate in this and the privates to participate is really rewarding. So if I'm little bit cautious, I'm optimistic.

And now I want to turn to Mary. I have asked Dean Reese to fill into a position out on the Eastern Campus, one because or her knowledge and her background dealing in multiple areas. And on each of the campuses for the past fall semester, I have asked the dean to show us an update as to how much work is taking place on the campuses and how involved they are.

And most of the work you could see here some involve mitigation efforts, some involve looking at cost, some involve looking at the academic environment. And there's a whole host of items that you'll see here. This is the third in a series of

presentations.

And before Mary begins, I want to publicly thank Dean Reese for stepping in while we were going through a search process.

DEAN REESE: You're welcome. Thank you. Thank you, President McKay and Chairwoman Sanders. Thank you so much to the Board of Trustees for allowing me a couple of minutes to try to share with you the enthusiasm that I hold for the East as I know you do, too. This is a shot that Drew Fawcett took with his team attempting to catch the sunrise over the campus one morning, and while beautiful, I don't know that we see the sun, but what the saying goes as, we are the campus where the sun rises on SUNY.

So my experience at Suffolk has gone since 2003. I came on as a counselor. I have worked in various capacities. I have been currently serving as the interim executive dean and it's really been an honor and a privilege to be able to do that, Dr. McKay. So thank you, I have learned an awful lot. But none of it would have been

possible without the team that I work with.

We have an academic team that is topnotch. We have been working with Jenn Browne, our college-wide curriculum dean; we have Jane Shearer, Pina Arcomano Britton, who are assuming the academic affairs duties. Out head librarian Dana Antonucci is phenomenal. We have five academic chairs on our campus. And then on our budget and finance side works closely with our plan operations people, Suzanne Dela Raba and Tony DeAngelis are just as strong as they get, so I am just so grateful to those folks.

My role, I will go back into the Dean of Students with the arrival of Dr. Irene Rios. She comes to be with us in the beginning of January and we're every excited that she's going to be coming on board. Dr. Martinez, our assistant dean, Chuck Connolly, enrollment services, Mary Dernbach, Denny Teason, Mary Ryder, just wonderful, wonderful, wonderful colleagues to work with.

Our staff on campus -- as I

tallied -- this was a great final project to wrap up, actually my interim capacity. Because it gave me a chance to reflect back so I could get a bearing for who we are. 56 full-time faculty, 112 approximate part-time faculty, myself, one exempt. We have 18 Guild Members which is inclusive of our five chairs and our 58 AME blue and white collar employees.

Those are our public safety officers, our nurses, our plant operations people, our clerical support. And they are creative and collaborative and not a thing would get done if they weren't as much in support as they are. Our students, all right? So this is why we do what we do and this is why we love what we do.

Our study now over this last couple of weeks, when I got in in April, we opened up in the fall and I said, let's look at who our people are. We have 42 percent male, 57 percent female on our campus. 41 percent of them are falling 19 years or younger. 37 are between 20 and 24. And the rest are 24 years of age or older.

Nationally, we're little different. We have a younger population that comes to us of community. They are often an older population. We find ourselves welcoming the new high school graduate or that early career person.

Average class size is about 21 students on campus. One of the startling things we found, and, Paul, you mentioned this, but our ELL, ESL population has exploded at the college, at our campus in particular. We are up almost 20 percent in that student population. That's noncredit bearing people on Fridays and Saturdays.

There's a couple of reasons why that might be the case and I'll talk a little bit about that. But we're trending -- in Fall 15 we were at a number that looks different than 16, we dipped a little bit in Fall 16. But I'm happy to say in Fall 17 come back strong.

Again, doing this study it was striking how many part-time students we have compared to our full-time students. We are almost double what our part-time people are.

And so that really asks us as a campus, we need to look at our services and see where we are where they can find us. I think we frame a lot of our services around our full-time cohorts. But our people maybe with us early in the mornings, on the weekends, and we need to be when they are with us.

But our Fall enrollment for that ESL, ELL population, the non-credit people in 2015 we had about 665, this Fall we are closer to 800. There's a couple of reasons for that. I think over the last number of years there been a very intentional outreach to the community of second language speakers. We're out from our enrollment areas doing orientations in a bilingual fashion, particularly our Spanish speaking people.

Are students are visiting us on campus in greater numbers. And we have just been intentional knowing it's a big population out in our area of the Island and we want to be able to share with them why we are important, why college is important,

what it can do for their family. So I think that's what our numbers have shown.

Some of the unique programs, culinary arts. We talked a lot about it, we taste their goods, we love that program but I know it's a prioritized item of yours, Dr. McKay, to make sure that the enrollment is strong and robust and more importantly our persistence in that program.

So these were some of the initiatives that folks were taking under the leadership of our new director, Laureen Gauthier, and Dean Shearer who have been down on campus, they have been out into the community. We were studying with OPI (phonetic) at the beginning of our terms. What were are trends there over the last number of years? Where are we finding our students, where are we losing our students? How can we communicate to the community that we are there, we have upgraded our infrastructure with our subzero kitchens. We have reinvigorated our hands-on open houses so people coming to us and learning while they visit. And these were some of

exercises that they went through this past Fall.

You'll start to hear a little bit more and culinary program on some of the radio stations we listen to perhaps. There was a really generous donation made back to the culinary program of media time so we're pleased to be able to use that well. Other unique programs, we are the visual art type of campus, computer art, graphic design, interior design, all demonstrating the strength and growth over these last number of years.

Computer art is currently awaiting the New York State Department Ed's approval to change from Computer Art to Digital Art -- Digital Media and Animation. That we anticipate shortly. Other strong programs are dietetic technician programs. It is a program to look for over the next couple of years as we go into conversations about accreditation. It is currently and accredited program but that is under consideration by the Department of Ed. Should two year programs be accredited or

should they reserve that accreditation status for four year programs? So you'll be having those conversations.

Our practical nursing program, it is a program that is within our nursing school but it is unique to our campus and those are PN nurses heading out with their credentials after passing their night classes.

Some of the past slides led to the four priorities that I've named for the campus in conjunction with my team. Really the opening of the Health and Wellness Building. We're excited. That picture was taken today. It's starting to look an awful lot like the sketches we have seen. We are in the budgeting consideration time for staff, for the impact it will have on energy.

So, right now we get excited watching the walls go up but we know there's a lot of work yet to be done. Our plan, and we'll go into it later, Fall 18. It's on schedule. We're very excited about that.

Thinking about that ESL noncredit

ELL population, we prioritized outreach and enrollment initiatives. Another goal that I have a personal interest in and I know that the College is mindful of is the way in which those who are physically challenged navigate our facilities. So there's been some good work done so far and we'll continued.

And then looking at our part-time students doing focus groups and work groups around that population, what do they need from us? Not unlike our other campuses, some of the support that's there for our students, it's plentiful, it's spread throughout our campus. We have our academic skill center overseen by Dean Britton, Pina Arconamo Britton. Our academic advising centers, our centers for writing, EOP, student support services, honors programs, all numbers show strength.

We just launched our Fall and Science Learning center. And a neat spot over in our C Building is what they call the makers space. You talked earlier about the technology and the introduction into the

classroom, a space that students can enter, create, develop. They have got 3D capability over there and they are bringing online in the spring virtual reality hardware for the necessary programming. It can be in collaboration with our faculty.

So within that setting, folks could get in there for their anatomy and physiology classes, they could get in there for their interior design classes. Get the so we're excited to see that launch. So our facilities, just to remind and as some have been on campus, many I hope, we have got five academic buildings. We are not as big as some but we are mighty. We are mighty.

All in great shape. Our facilities folks do a phenomenal job. We have one student center administrative building. We have an external partner onsite. Our central energy plant and then the Health and Wellness Building. That's to open in Fall 18.

It will have a regulation competition swimming pool, weight rooms, there's a climbing wall in there. We are

due to bring for the first time indoors the plenty -- the plentiful PE classes. You know, our students are running down -- running around Ring Road, they are riding their bikes on the outside weather permitting. So this allows us to bring it inside.

Projects completed this past Fall. We continue to upgrade our LED lighting. We have got asphalt repair being done in-house. A lot of care, a lot of good stewards to maintain the properties the way they are. Hand dryers and auto access doors on some of our facilities were critical. We replaced 26 double pained stained windows, the math lab, the hazards of tripping, Fujitsu, the air conditioning units in our is servers keeping the infrastructure strong.

And so it's just been a wonderful busy semester. Maybe nothing as wonderful as to what happened to us in November. We were able to dedicate a space on campus outside the Peconic Building to the Veterans Plaza, renaming what was the Peconic Patio

to the Veterans Plaza. And it was a collaborative effort with our College wide veterans service office.

The campus serves close to 80 veteran students. College wide I think we are up in the hundreds. So it was just a wonderfully executed, well attended event, and I'm very proud of that. We have some of the best student service delivery centers on campus. If you have the chance to visit us and see these if you haven't, they are wonderful.

All of our students who negotiate enrollment with us come through the same space. They are all signing in. We're data collecting on all of those visits. Everything from admission to paying for bills is all in one space. And we were only made -- that only became an opportunity for us when our new building came online a couple of years ago.

This is data, this is too much for one screen, but this is the type of information we can gather which helps us kind of organize where our counselors are

working at a given time. If we were lighter in financial aid, they are coming over and helping us in Advisory.

If they are busy in admissions, we're pulling the. If they are lighter over in EOP, they help us with our admissions work. This is the kind of data that helps us substantiate when we go into budget requests. Where do we have needs? Where is our heavy traffic? How do we allocate our people?

The other great resource on campus that we have luckily since 2009 was our Call Center. Not unlike other areas when folks called and they have to leave a message, you have got 60 calls by the end of the day, we can't get back to them. So this has taken that challenge off the table. We average 350 calls a week, everything through our enrollment process and 89 percent of them are answered from our Call Center, five College aides which were shed from other areas around enrollment not needing them at their desks, they could come and work in our center.

We continue with great projects as we get ready for Dr. Rios' arrival. We have got an exciting project this Spring term out at the air base. We're offering two courses, at the 106 Air Base in West Hampton. That was a wonderful college wide project. We worked with Dr. Beaudin's are and our Veterans Affairs people.

We continue to offer noncredit ESL offerings out in East Hampton. And our focus groups are working with our part-time students to find out where do they need us and how do we encourage them.

Facilities continues with our general maintenance, our infrastructure issues, our LED project, and our bird conservation filling project up on MLRC. After it all, it's for the students. They come to us. They connect with us. They return to us. And their success os what motivates us.

So, I hope that I shared just a little bit the good things that are happening out on the eastern campus. As you drive through and you want to stop in,

please do. We're there for you as you need us. All right? So any questions or thought.

MEMBER LINDSAY-SULLIVAN: I just want to say, having these presentations is wonderful. I love seeing all of the great things that are happening at the different campuses. It's interesting because you talk about the Wellness Building and earlier we were talking about friends and being aware of what's coming and then connected to that was the increase in the cost for healthcare.

My brother was talking to me yesterday about how the County is like $600,000 that they are in the hole with with regard to the health policies. There's four diseases that are the biggest treatment expenses with regards to the insurance, and you know the County is self-insured. It's cancer, high blood pressure, diabetes and heart disease. Three of the four are due to poor diet, poor exercise, and things that are in our control.

So I think that the wellness Center kind of brings all of that in. And

talking about trends and careers and things that we need kids to really get excited about and get into help our situation. It's a really good thing. Talk about tying it all together.

DR. MCKAY: And what's great about that is our elected officials continue to understand the varying needs across the campus and how the East End needed to have an economic development opportunity similar to what they have we have here at the Grant Campus or Ammerman. And, you know, when the building is open in the Fall, it will be interesting that the amount of elected officials that have varied from where they were to where they are now and still remain excited, like the William Halsey, your dad. We have Jay Schneider.

There's a lot of folks that now are still excited about where we are. And we get the State and elected officials and then we have a faculty and our students who really advocated for this building to be a reality. This was worked many many years ago. And now it's into realty. We have

swim clubs that now are saying to us, we want to get into that building. I'm saying, you got to wait for a minute now. We got to take our teams from outdoors to indoors and you got to offline but you've got to pay more money.

CHAIR SANDERS: It's changing, the focus or Long Island because the East End used to be resort community. But there are people that live year round on the East End and who is servicing those people?

TRUSTEE BOST: First, I want to thank you, Dean Reese for the presentation. Like I feel really comfortable since I know the presenter here. And sometimes you watch a video and what you see is the video may not always display actually what that campus or that era maybe. And everything that video actually represents Suffolk County Community College Eastern Campus. You have a sense of community on the Eastern Campus.

I remember when you and I met. If I remember correctly, you had lunch in your hand and somehow you made yourself available to speak to me about something I

wanted to speak about. And from there our relationship grew. So I want to thank you for being part of the that culture on the Eastern Campus and for your presentation.

DEAN REESE: Thank you. Thank you.

CHAIR SANDERS: Thank you very much.

DR. MCKAY: And for purposes of time, Madame Chair, Members of the Board. Again, we have had Cenergistic in with us for a while now. You saw that we have a partnership with Cenergistic. And part of it in this presentation to show you where we have been, what we have through and where we are in regards to efficiencies. You have seen what the campuses are doing in regards to the transformation on all three campuses.

Well, they are being measured by this team. And part of when we look at the budget transfers, you see transfer from light, power, water, fuel, heat is because of the efficiencies we have gained because of this joint partnership. And I wanted to them to just give you an overview of where they are to date. Because the budget transfers occur monthly but I wanted to give

you like a snapshot of where the program is today. Introduce yourself, please.

MS. MORRIS: Hello, everyone. My name is Melanie Morris. I am the Assistant Director of Sustainability Programs.

MS. MALLEY: My name is Carol Malley. I'm one of the energy specialists.

MR. MCENANY: Brian McEnany, energy specialist as well.

MS. MORRIS: We presented to the Board at the end of the Spring Term. Tody we're just going to give an update on our energy conservation program. And as the semester closes, it's been really successful so far. This is a behavior based program and our main focus is to improve our organizational efficiency, decrease our operational costs and all while contributing to different environmental successes.

This diagram just shows how both energy specialists, Ryan and Carol, work with Suffolk and Cenergistic as well. And Cenergistic frequently sends out consultants and engineers to make sure that the program is running smoothly. With that I'm going

the turn it over to Carol and she's going to explain a little bit more about the program.

MS. MALLEY: A few details about the energy conservation program. The board approved the policy and guidelines in September of 2014. The contract was signed with Cenergistic. It's a five year contract. It will be expiring in 2020. The primary focus is to reduce energy use in the unoccupied times. Cenergistic provides us with consultants and also training.

As was mentioned earlier, it's a shared savings program. 50 percent goes to the College and 50 percent goes to Cenergistic. From Cenergistic's 50 percent comes Ryan and my salary and benefits and any program costs. Also we get a monthly invoice from Cenergistic and that invoice is verified by the College's business office auditor.

TRUSTEE MORGO: I just have a question. It's occupied. Is the heating 68 70 in here now?

MR. MCENANY: The thermostat right there was reading 70.

TRUSTEE MORGO: Because it seems very cold.

DR. MCKAY: It's very efficient.

TRUSTEE LINDSAY-SULLIVAN: It' McKay 70. I bring my blanket.

TRUSTEE MORGO: I wasn't kidding.

MS. MALLEY: The way we reduce row our energy use is by first we start with looking at the schedules for the building. We use the College's class and event program, 25 Live, and we look at when the buildings are occupied or unoccupied. In the middle of the screen you'll see what we see on the Building Management System, the system that schedules our HVAC equipment.

So we schedule the building either occupied or unoccupied. Once we did that, then we go into the buildings and we look and we see, is the equipment operating as it should be. We also spread our program to the campus community. And we understand that occupant comfort is a key part of the program.

Now I'll turn this over to Ryan.

MR. MCENANY: All right. This is the program and savings timeline and I'm just actually going to introduce this a little bit

differently because we're excited to announce that last month we went over two million dollars in savings for the College. And with the savings, it's important to realize that this trend has been really ticking up wards. It took us about a little bit more than two years to reach our first million dollars in savings and now it's just a little bit more than a year, I think 13 months to total that second million dollars in as savings.

Our timeline, the Board approved the policy and guidelines in September of 2014. Carol and myself were hired in August of 2015. Carol, myself and Nick Palumbo, the Director of Sustainability, attended national training conferences with Cenergistic. And this is now our third time presenting to the Board of Trustees toup date.

This is a slide from our Energy Kappa accounting software. This is a refresher for many of you. And this is how the savings are calculated. So for each month and on each meter at our College, for

electricity and natural gas, there's calculation and there's bar graph all the way to the right is actual baseline use. So that is what the College used in electricity for that actual baseline month.

The bar chart to the left that is also blue is the baseline adjusted to current conditions. And the best way to describe that is it's making adjustments to that baseline based upon different variables. In this case, it would be the addition of the Lindsay Building and the weather. Because this is August, the summer months was hotter and that's why it's allowing for more weather use there.

If we go all the way to the left that's the actual current use. So we're comparing what we actually used based on our utility bill to the baseline adjusted to current conditions. And you can see that green area in between is the use avoided and that's where our savings come from.

This pie chart is our baseline. This is our utility expenditures for the entire College from August of 2013 through

July of 2014. The chart depicts that 75 percent of the utility use is electric which totals over $4 million. The total amount for all utilities was five point eight million dollars.

And now this is a comparison. Our most recent year we actually decreased the utility spent by one point one million dollars. So it went from five point eight to four point seven million.

And the next is the cost avoidance. You can see that it's been rapidly increasing. So 2014 to 15, we only saved about $140,000. Then we went over half a million dollars for 15-16. And this last year we were above $900,000. And now -- there's different factors that influence that cost avoidance as we discussed before, those variables. So there's that difference of the raw utilities have been decreased by one point one million dollars but the cost avoidance was calculated to be a little more than 900,000. And those variables are the increase of building space, like the Lindsay Building,

this building we're in here today as well as changes in utility rates and mechanical upgrades and weather of course.

So this grand net savings for the College has been over one point five million dollars. There's a fee that goes to Cenergistic. And part of that, you know, we've discussed that it's a 50-50 percent shared savings. And so you might think, why isn't it one million and one million. Well, we're reimbursed for Carol and salaries and training and benefits.

MS. MORRIS: So you have seen some of the cost savings and now we're just going to take a look at some of the environmental impacts that we're having. As we try to reduce our carbon footprint, some of the savings that we have had is equivalent to taking off over a thousand cars off the road for one year and also the equivalent of planting over 148,000 trees, so they are pretty significant.

MR. MCENANDY: And now in addition to our energy conservation program, this is completely separate, for the summer of 2017 we enrolled

in a demand response program. And what that does is we partnered PSEG and during the hottest days of the year, they'll call for us to reduce our electric use and our demand. And they will actually pay us for this reduction to avoid a blackout.

This was a great collaboration between the Office of Sustainability, Plant Operations who made this possible as well as the purposing department and the communications that went out were great. We actually were enrolled in this program in 2011 and 2012. And as you can see on that bottom chart, we actually did -- we did a great job. We met 96 percent of our target estimate and this resulted in payment to the College of about $100,000.

So this is again, just to point out, this is in addition to that last energy conservation program where we just went over two million dollars. There's opportunities for next summer. We could -- there's the possibility of adding more buildings to this program and we're going to be receiving smart meters on campus that allow for

interval data so Carol and myself will be able to target specific buildings and reduce the load during these events.

MS. MORRIS: Moving forward, you can see that we have had and upward trend with all of our energy savings and there's potential to grow and more opportunity to save for the College. Our target goal is to reach a 25 percent savings, which would equal about a million and a half dollars per year for the College. And we just want to thank everybody who has supported our programs and especially, a special thanks to everybody in this room, the Board of Trustees, President McKay, all faculty and staff, our Campus Executive Deans and essential facilities, plant operations, business and financial affairs and our special programs and public safety. We couldn't do any of these programs without all the help and collaboration with everyone.

Anybody have any questions, feel free.

DR. MCKAY: And before we have you sit down --

MS. MORRIS: Yes.

DR. MCKAY: A part of what we talked about was behavioral changes. The other part of that is the infrastructure that we have to manage. Some of it was antiquated, some was old. And that deferred maintenance infrastructure from what we had upgraded some of those things. As you know, 50 percent by the County and the State. And that helped in a number of different areas across the College. Because we did a study and the State told us it will take 10 million dollars per year up to 10 years just to keep everything the way it is if you do nothing.

So we worked on that and that's part of the report on Tuesday when John and Paul and Ben and them went to the Leg to help us there. But with the newer buildings now, we're able now to go right into the new building with a behavioral expectation of all who is going to inhabit that building by working with the team that we have here.

So, things are going to be different. And I want to publicly thank the

team. It's a lot of work. But they cover all three campuses. And I think from the savings that we saw, we're heading in the right direction. So thank you.

And Madame Chair, that concludes my report.

CHAIR SANDERS: That concludes your report. And we're sorry we had them sit through all of the other fun tonight. But we appreciate seeing that one point five million dollars.

TRUSTEE MORGO: Yes indeed.

CHAIR SANDERS: Any round table items? [NO RESPONSE.]

Okay. So I would like to request a motion to enter into executive session to discuss the medical, financial, credit or employment history of a particular person, or corporation, the terms of a contract, matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation and the proposed lease of real property.

There will be no further business conducted after the executive session. Can

I have a motion?

TRUSTEE MORGO: Motion.

TRUSTEE CANARY: Second.

CHAIR SANDERS: All in favor?

Anybody opposed?

[WHEREUPON THE MOTION MADE AND SECONDED WAS VOTED ON AND CARRIED. THE MEETING OF THE BOARD OF TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY COLLEGE WAS CLOSED BY THE CHAIRPERSON, THERESA SANDERS, AT 5:54 P.M.]

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CERTIFICATION

STATE OF NEW YORK)
) ss
COUNTY OF SUFFOLK)

I, JANICE L. ANTOS, a Shorthand Reporter and Notary Public within and for the State of New York, do hereby certify:

THAT the foregoing transcript is a true and accurate transcript of my original stenographic notes.

IN WITNESS WHEREOF, I have hereunto set my hand this 13th day of December, 2017.

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JANICE L. ANTOS