

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

1 CHAIR SANDERS: I would like to call the Board of
2 Trustees Meeting to order and ask our
3 Trustee Canary to lead us in the Pledge.
4 Please stand.
5 [AFTER RECITATION OF THE PLEDGE OF
6 ALLEGIANCE, THE MEETING OF THE BOARD OF
7 TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY
8 COLLEGE WAS CALLED TO ORDER BY CHAIR SANDERS
9 AT 4:06 P.M.]

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

15 TRUSTEE CANARY: Thank you.

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

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

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

1 TRUSTEE CANARY: Same back to the Comptroller.

2 CHAIR SANDERS: Thank you.

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

6 CHAIR SANDERS: Thank you.

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

11 TRUSTEE COVERDALE: So moved.

12 TRUSTEE CANARY: Second.

13 CHAIR SANDERS: All in favor?

14 [WHEREUPON THE MOTION MADE AND SECONDED WAS
15 VOTED ON AND CARRIED. THE BOARD OF TRUSTEES
16 OF THE SUFFOLK COUNTY COMMUNITY COLLEGE WAS
17 ADJOURNED AT 4:07 P.M. AND RECONVENED AT
18 4:12 P.M.]

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

23 TRUSTEE MURRAY: So moved.

24 TRUSTEE MORGO: Second.

25 CHAIR SANDERS: All in favor?

1 Any opposed?

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

4 Thank you very much.

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

9 MS. VIZZINI: Thank you, Madame Chair.

10 Everyone has copy of their revenue and
11 expenditure projections for the 17-18
12 operating budget and the accompanying
13 executive summary. These projections are
14 based on expenditures through the month
15 October, October 31st.

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

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

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

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

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

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

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

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

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

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

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

8 The first item is a solar lawn
9 mower for the Eastern Campus. It replaces a
10 26 year old motor with this solar lithium
11 battery mower that operates very very
12 quietly and they will be able to cut the
13 lawn regardless of whether classes are in
14 session or not. So they expect they can
15 probably cut down some of the Saturday
16 Sunday overtime on cutting the lawn.

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

1 we generate revenue to lease out that space.

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

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

25 And the final thing is, a van is

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

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

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

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

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

25 TRUSTEE MORGO: Do you recall the last time when

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

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

7 TRUSTEE MORGO: That would be good.

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

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

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

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

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

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

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

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

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

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

14 I would like to request a motion
15 for the approval of the College Resolutions
16 2017.65 to 2017.73.

17 TRUSTEE MORGO: So moved.

18 TRUSTEE BOST: Second.

19 CHAIR SANDERS: All in favor?

20 Any opposed?

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

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

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

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

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

1 body in the long haul.

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

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

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

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

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

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

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

15 I have to say I'm always happy to
16 hear Dr. McKay talking about the
17 efficiencies on the expenditure side. As
18 you all know if you keep a household budget
19 it's what you spend and what you take in.
20 So it's all expenditures and revenues. The
21 first thing we talked about at the October
22 23 meeting really grew up out the ACCT
23 leadership conference that I attended and I
24 bored you with last time.

25 The one session that I went to

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

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

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

1 enhancement.

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

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

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

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

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

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

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

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

15 MS. VIZZINI: Yes.

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

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

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

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

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

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

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

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

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

8 We'll move to the Facilities
9 Committee, Bryan.

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

15 PRESIDENT MCKAY: Tuesday.

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

20 PRESIDENT MCKAY: Infrastructure.

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

25 Yesterday I attended an

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

18 TRUSTEE CANARY: Maybe Santa will.

19 TRUSTEE LILLY: A toy one.

20 TRUSTEE CANARY: Are you on the naughty list?

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

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

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

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

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

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

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

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

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

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

25 TRUSTEE LILLY: Right.

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

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

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

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

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

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

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

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

24 DR. BEAUDIN: Sure. Thank you, Dr. McKay.

25 Thank you, Chair Sanders. I always get an

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

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

24 Developmental placement is
25 appropriate for students who really need

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

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

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

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

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

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

25 So through admissions through the

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

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

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

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

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

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

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

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

11 Yes, Gordon?

12 TRUSTEE CANARY: You go ahead.

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

15 TRUSTEE LILLY: Going back to your question.

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

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

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

7 TRUSTEE MORGO: And less expensive and faster
8 and --

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

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

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

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

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

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

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

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

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

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

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

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

1 different

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

8 TRUSTEE MORGO: So far.

9 CHAIR SANDERS: Student Success.

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

14 CHAIR SANDERS: Thank you very much.

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

18 TRUSTEE CANARY: It's a tough job.

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

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

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

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

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

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

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

9 TRUSTEE CANARY: Board procurement in what sense?

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

20 TRUSTEE MORGO: For optics it is a good idea.

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

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

25 TRUSTEE CANARY: I guess I could have participated

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

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

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

6 CHAIR SANDERS: Thank you so much.

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

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

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

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

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

8 DR. MCKAY: For now.

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

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

19 Where ever we go to meet a
20 partner, we go with the Foundation as well
21 to see how we can leverage the resources we
22 have for students. Our students get about
23 60 percent of their tuition fully covered in
24 scholarships and to an extent, grants alone.
25 But the other side of it, too, we want to

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

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

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

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

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

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

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

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

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

18 Any questions?

19 CHAIR SANDERS: No, just congratulations.

20 MS. DIAZ: Thank you, thank you.

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

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

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

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

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

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

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

1 something. It is a great tool that the
2 College has provided for us. So I encourage
3 you to continue to use your tablets and make
4 sure that you are able to reference
5 different things that we talk about,
6 resolutions that we have passed. Everything
7 is in here. It goes all the way back to
8 2014 when we weren't here so in case we have
9 to reference something, so it's here.

10 Couple of things, please be
11 mindful, take a look at your 2018, we're now
12 setting up for committee appointments for
13 2018. If you have a committee that you want
14 to serve on a and you are on another
15 committee, please just talk to me and let me
16 know. We do this kind of informally. New
17 trustees I have already asked to serve on
18 certain committees and your board meeting
19 schedule for 2018 is in here. I recommend
20 that during down time over the holidays you
21 plug in those dates ahead of time.

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

1 calender on your phone.

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

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

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

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

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

5 TRUSTEE MORGO: No. That's nonsense.
6 Serious question, at the retreat
7 I'm very sorry I missed it, you know the
8 reason. It was unavoidable. Did the
9 Trustee Ethics committee Members, did any of
10 them attend?

11 CHAIR SANDERS: Yes.

12 TRUSTEE MORGO: Oh, they did.

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

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

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

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

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

3 TRUSTEE MORGO: The worst church meeting ever.

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

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

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

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

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

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

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

16 That generated over 600 FTEs for
17 the College this fall, so we're really proud
18 of that. We also have another program, our
19 early college program which 14 high schools
20 send their students to one of our three
21 campuses and they take college courses on
22 the campus. We increased our enrollment by
23 53 percent this year over last year and we
24 have about a thousand college credits being
25 earned by talented and gifted high school

1 juniors and seniors.

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

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

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

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

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

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

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

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

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

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

17 DR. BEAUDIN: Open educational resources.

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

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

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

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

12 CHAIR SANDERS: Good.

13 DR. BEAUDIN: Thank you.

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

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

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

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

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

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

10 MEMBER LINDSAY-SULLIVAN: Yes, easily.

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

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

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

1 per textbook. Which again dramatically
2 lowers the cost.

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

5 DR. BEAUDIN: Yes, that's right.

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

8 DR. BEAUDIN: Yes.

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

11 DR. BEAUDIN: Yes. That's great.

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

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

1 DR. BEAUDIN: Thank you.

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

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

7 TRUSTEE LILLY: Okay. There's how many districts
8 in Suffolk, 70 something? I know there's
9 120 something in Suffolk County and Nassau.

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

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

18 DR. MCKAY: Paul, and I answer that.

19 DR. BEAUDIN: Please do.

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

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

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

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

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

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

25 DR. MCKAY: No, no, no.

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

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

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

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

1 pushback from certain districts.

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

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

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

1 presentations.

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

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

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

1 possible without the team that I work with.

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

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

25 Our staff on campus -- as I

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

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

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

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

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

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

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

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

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

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

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

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

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

1 exercises that they went through this past
2 Fall.

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

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

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

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

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

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

25 Thinking about that ESL noncredit

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

13 My brother was talking to me
14 yesterday about how the County is like
15 \$600,000 that they are in the hole with with
16 regard to the health policies. There's four
17 diseases that are the biggest treatment
18 expenses with regards to the insurance, and
19 you know the County is self-insured. It's
20 cancer, high blood pressure, diabetes and
21 heart disease. Three of the four are due to
22 poor diet, poor exercise, and things that
23 are in our control.

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

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

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

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

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

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

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

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

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

5 DEAN REESE: Thank you. Thank you.

6 CHAIR SANDERS: Thank you very much.

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

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

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

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

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

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

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

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

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

3 MS. MALLEY: A few details about the energy
4 conservation program. The board approved
5 the policy and guidelines in September of
6 2014. The contract was signed with
7 Cenergistic. It's a five year contract. It
8 will be expiring in 2020. The primary focus
9 is to reduce energy use in the unoccupied
10 times. Cenergistic provides us with
11 consultants and also training.

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

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

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

25 TRUSTEE MORGO: Because it seems very cold.

1 DR. MCKAY: It's very efficient.

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

4 TRUSTEE MORGO: I wasn't kidding.

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

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

22 Now I'll turn this over to Ryan.

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

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

12 Our timeline, the Board approved
13 the policy and guidelines in September of
14 2014. Carol and myself were hired in August
15 of 2015. Carol, myself and Nick Palumbo,
16 the Director of Sustainability, attended
17 national training conferences with
18 Cenergistic. And this is now our third time
19 presenting to the Board of Trustees toup
20 date.

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

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

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

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

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

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

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

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

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

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

13 MS. MORRIS: So you have seen some of the cost
14 savings and now we're just going to take a
15 look at some of the environmental impacts
16 that we're having. As we try to reduce our
17 carbon footprint, some of the savings that
18 we have had is equivalent to taking off over
19 a thousand cars off the road for one year
20 and also the equivalent of planting over
21 148,000 trees, so they are pretty
22 significant.

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

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

7 This was a great collaboration
8 between the Office of Sustainability, Plant
9 Operations who made this possible as well as
10 the purposing department and the
11 communications that went out were great. We
12 actually were enrolled in this program in
13 2011 and 2012. And as you can see on that
14 bottom chart, we actually did -- we did a
15 great job. We met 96 percent of our target
16 estimate and this resulted in payment to the
17 College of about \$100,000.

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

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

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

22 Anybody have any questions, feel
23 free.

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

1 MS. MORRIS: Yes.

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

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

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

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

5 And Madame Chair, that concludes
6 my report.

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

11 TRUSTEE MORGO: Yes indeed.

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

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

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

1 I have a motion?

2 TRUSTEE MORGO: Motion.

3 TRUSTEE CANARY: Second.

4 CHAIR SANDERS: All in favor?

5 Anybody opposed?

6 [WHEREUPON THE MOTION MADE AND SECONDED WAS
7 VOTED ON AND CARRIED. THE MEETING OF THE
8 BOARD OF TRUSTEES OF THE SUFFOLK COUNTY
9 COMMUNITY COLLEGE WAS CLOSED BY THE
10 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.

JANICE L. ANTOS

OFFICIAL BOARD OF DIRECTORS MEETING
MINUTES

PROCEEDINGS AND VERBATIM DISCUSSIONS OF
THE BOARD OF DIRECTORS OF THE SUFFOLK
COUNTY COMMUNITY COLLEGE HELD ON THE 7TH
DAY OF DECEMBER, 2017 AT 4:06 P.M., AT
SUFFOLK COUNTY COMMUNITY COLLEGE, GRANT
CAMPUS, LEARNING RESOURCE CENTER, BOARD
ROOM, BRENTWOOD, NEW YORK.

PRESENT:

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

LOU PETRIZZO, ESQ., General Counsel

1 CHAIR SANDERS: I would like to request the
2 approval of the minutes of the October 19,
3 2017 Board of Directors Meeting. Is there a
4 motion?

5 MEMBER MORGO: So moved.

6 MEMBER CANARY: Second.

7 CHAIR SANDERS: All in favor?

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

10 CHAIR SANDERS: I would like to introduce Vice
11 President of Student Affairs,
12 Dr. Christopher Adams, to present the
13 Association financial report.

14 DR. ADAMS: Good afternoon, Chair Sanders and
15 Members of the Board of Directors. In your
16 packet you have the report. It was also
17 emailed to you yesterday the. Report goes
18 from September 1, 2017 to November 30, 2017.

19 Very happy to report in all of
20 the different accounts that we have within
21 the Association that we are operating very
22 in a very, a very healthy way. And I want
23 to just express thanks to this Board for all
24 of your assistance and help as we're moving
25 forward.

1 We will have an audit done during
2 the month of December for the 16-17 academic
3 year for the Association. I don't
4 anticipate any challenges with that. As you
5 know, we have done a really great job
6 working under the direction of myself and
7 Barbara Hurst who is the Director of
8 Business Operations within the Association,
9 of making sure that we were operating
10 fiscally responsibly with all of our various
11 student activities including athletics,
12 theatre and all the other initiatives that
13 we have taken on by the Association.

14 There's one aspect that I just
15 want to point out because it looks like a
16 very peculiar. That's the zero in Column
17 Five under college wide forensics. As you
18 know, based on a recommendation that we had,
19 we went to a college wide forensic for the
20 three campuses. We now have money that is
21 available for the college wide forensics
22 team. It's zero in that column because they
23 have not begun their season as of yet so
24 there's no expenditures. So I just wanted
25 to explain that where we are.

1 The beginning as you know the
2 season will go from December all the way to
3 April. And then we'll have some
4 expenditures the next name in our report.
5 So I just wanted to report to the Board of
6 Directors that the Association is doing very
7 well. It's been a great semester so far.
8 January, I'll be able to give the full
9 semester report September 1, 2017 to
10 December 31, 2017.

11 Are there questions that any
12 members of the Board of Directors had? [NO
13 RESPONSE.]

14 DR. ADAMS: Okay. I also wanted to bring to
15 your attention, there is one resolution
16 under the Board of Directors' side, just
17 like the College -- and I'm sorry it was a
18 last minute addition. Just like the
19 College, we also for part-time employees
20 pursuant to the State Law, we have to raise
21 the minimum wage to \$11 an hour. We have
22 five titles within the Association that
23 we're below \$11.

24 This will -- our first pay period
25 within the Association begins on January 4.

1 So we're asking for the Board of Directors
2 to approve the resolution to increase the
3 hourly wage for the five titles within the
4 Association to \$11. So thank you very much.

5 Are there any questions
6 pertaining to this resolution under the
7 Board of Directors? [NO RESPONSE.]

8 Thank you, Chair Sanders. And
9 happy holidays to the Members of the Board
10 of Directors.

11 CHAIR SANDERS: Thank you. Thank you very much
12 Dr. Adams. I would like to acknowledge that
13 we have have been joined by our Trustee
14 Lindsay.

15 MEMBER LINDSAY-SULLIVAN: Not because I didn't leave early
16 enough, 3:00 o'clock.

17 CHAIR SANDERS: Love Long Island traffic.
18 I would like to request a motion
19 for the approval of 2017.A9.

20 MEMBER LINDSAY-SULLIVAN: Motion.

21 MEMBER MURRAY: Second.

22 CHAIR SANDERS: All in favor?

23 Any opposed?

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

