

OFFICIAL BOARD OF TRUSTEES HEARING MINUTES

PROCEEDINGS AND VERBATIM DISCUSSIONS OF
THE BOARD OF TRUSTEES OF THE SUFFOLK
COUNTY COMMUNITY COLLEGE HELD ON THE 15TH
DAY OF JUNE, 2017 AT 10:06 A.M., AT
SUFFOLK COUNTY COMMUNITY COLLEGE,
RIVERHEAD CAMPUS, CULINARY ARTS CENTER,
MEDIA ROOM, RIVERHEAD, NEW YORK.

PRESENT:

SHAUN MCKAY, President

DENISE LINDSAY SULLIVAN, Trustee (Not
present)

GORDON D. CANARY, Trustee

BRYAN LILLY, Trustee/Secretary

GEMMA DELEON-LOPRESTI, Trustee

E. CHRISTOPHER MURRAY, Trustee

CHRISTOPHER NORTH, Student Trustee

THERESA SANDERS, Trustee/Chairperson
(Delayed Presence)

JAMES MORGO, Trustee/Vice Chairperson

LOU PETRIZZO, ESQ., General Counsel

1 VICE CHAIR MORGO: All right. I would like to call
2 the Board of Directors, Board of Trustees
3 meetings to order. And before we begin with
4 the Pledge from Trustee Canary, let's just
5 reflect for a second the perilous times we
6 are in and what heated rhetoric can do. So
7 no what our views, let's all remember that
8 we're all Americans and we all have a common
9 mission.

10 So, Gordon, please.

11 TRUSTEE CANARY: All rise.

12 [AFTER RECITATION OF THE PLEDGE OF
13 ALLEGIANCE, THE MEETING OF THE BOARD OF
14 TRUSTEES OF THE SUFFOLK COUNTY COMMUNITY
15 COLLEGE WAS CALLED TO ORDER BY THE VICE
16 CHAIRPERSON, JIM MORGO, AT 10:07 A.M.]

17 VICE CHAIR MORGO: As you probably all realize, I am
18 not Theresa Sanders, but we will proceed
19 until Theresa gets here. We have a quorum,
20 thanks to Chris Murray being able to make it
21 today. Again this points to the need to
22 fill vacancies that we have. I'm looking
23 for Gemma.

24 TRUSTEE CANARY: She was just here, she stepped
25 outside.

1 VICE CHAIR MORGO: We don't have any votes or
2 anything to take for a while so we can still
3 proceed. Carol, Chief of Staff, would you
4 recognize any guests we have, please.

5 MS. WICKLIFFE-CAMPBELL: Yes. Please allow me to
6 introduce Chef Laureen Gauthier, Program
7 Director and Chair for Culinary, Baking
8 Pastry and Hospitality Programs. Chef
9 Laureen Gauthier holds a Bachelor of
10 Science, a Master of Science in Natural
11 Resource Management with an emphasis on
12 statistics from the Virginia Polytechnic
13 Institute and State University and an
14 Associates Degree in Baking and Pastry from
15 the Street School in the Netherlands.

16 Chef Gauthier brings with her
17 over three decades of experience with the
18 good and beverage industry. She has held
19 the role of chef, teacher and manager of
20 bakeries, hotels and fine dining restaurants
21 in both Europe and the United States. She
22 has held memberships in professional
23 organizations including the American Pastry
24 Chef Association, Women Chefs in
25 Restaurants, and the Vermont Fresh Network.

1 And she has served on the Industry Advisory
2 Committee for the Community Kitchen Academy
3 in Burlington and Barre Vermont.

4 Chef Gauthier began her career in
5 culinary education when she joined New
6 England Culinary Institute in Montpelier,
7 Vermont as a chef instructor in 1993. In
8 2000 Chef Gauthier moved into educational
9 administration holding progressive
10 responsibilities and culminating as Dean of
11 Academic Services for seven years at the
12 institute.

13 During her 21 year tenure at the
14 New England Culinary Institute, her
15 responsibilities included oversight of
16 offices related to student success, economic
17 records, career services, learning services,
18 library and online learning. She brings
19 with her a strong grasp of curriculum
20 delivery and academic policy and has led
21 curriculum design and development teams for
22 several new degree and certificate programs
23 in culinary arts, baking and pastry art and
24 hospitality and restaurant management and
25 was integral in developing the Institute's

1 initial delivery of online programs.

2 In her role as Academic Dean,
3 Chef Gauthier also coordinated the
4 compliance and accreditation renewal efforts
5 across the college's three campuses for the
6 US Department of Education, Vermont
7 Department of Education, and the college's
8 accrediting agency. Prior to relocating to
9 Long Island, Laureen was working with
10 Vermont Technical College in Randolph,
11 Vermont in the Office of Continuing
12 Education and Workforce Development Office,
13 focusing on workforce development and
14 business training.

15 And despite her history of
16 administrative and academic work, Laureen
17 remains a pastry chef at heart. She is
18 happy to back in the world of culinary
19 education and she is excited about the
20 possibilities that exist for programs here
21 at Suffolk County Community College.

22 SUPERVISOR PETRONE: Yeah, yeah.

23 VICE CHAIR MORGO: Would you like to say a few
24 words?

25 MS. GAUTHIER: What I'll say is I'm happy to be

1 here. It's exciting. I'm starting to
2 explore the world of food on Long Island and
3 out on the North Fork. Went to look at
4 local oysters yesterday so I'm getting into
5 it. And excited to see what we can do here
6 and how we can make our programs and Bakers
7 Workshop more successful, so...

8 VICE CHAIR MORGO: Do the Trustees have any
9 questions? Well, welcome, Chef Gauthier.
10 Oh, Bryan has some questions.

11 TRUSTEE LILLY: No, I don't have a question.
12 Just listening to that list, I know that I
13 probably speak for everyone at the board
14 that we are gleefully welcoming you. That
15 list, that was quite the laundry list of
16 accomplishments and it just goes to show the
17 level of expertise that the College seeks
18 out. And welcome, and as fan of most baked
19 goods --

20 MS. GAUTHIER: That's what's important, right?

21 VICE CHAIR MORGO: Take a look.

22 TRUSTEE LILLY: I'm always impressed. I had jury
23 duty a year ago so I was in Riverhead all
24 the time and one day I came in and if anyone
25 doesn't know that after it's what, 1:00

1 o'clock all the baked goods are what, 50
2 percent off. I wiped out all the cupcakes,
3 I brought them to a practice. And I don't
4 know I had about 25, half of them red
5 velvets.

6 There parents were like, where
7 did you get this stuff? I said, this comes
8 out of the College.

9 MS. GAUTHIER: Yes. It's a great resource.

10 TRUSTEE LILLY: So welcome and thanks.

11 VICE CHAIR MORGO: Thank you for that trip down
12 culinary lane. Thank you again.

13 MS. GAUTHIER: You bet.

14 PRESIDENT MCKAY: Thank you.

15 VICE CHAIR MORGO: Can I have a motion to adjourn
16 the Board of Trustees meeting and call the
17 Board of Directors meeting to order.

18 TRUSTEE NORTH: So moved.

19 TRUSTEE MURRAY: Second.

20 VICE CHAIR MORGO: Trustee North, Trustee Murray.
21 All in favor?

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

24

25

1 VICE CHAIR MORGO: We'll go into the Board of
2 Directors Meeting now. Is there a motion to
3 approve the minutes of the April 20 Board of
4 Directors Meeting?

5 MEMBER NORTH: So moved.

6 VICE CHAIR MORGO: Member North.

7 MEMBER LILLY: Second.

8 VICE CHAIR MORGO: Member Lilly.

9 All in favor?

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

12 VICE CHAIR MORGO: Again, the minutes are approved.
13 Could Dr. Adams now give us the
14 Association's financial reports.

15 DR. ADAMS: Good morning, Vice Chair and
16 Members of the Board of Directors. It's my
17 pleasure to present a couple of items during
18 the Board of Directors meetings, one of
19 which is the financial report from September
20 1, 2016 to May 31, 2017. It's in your
21 packet. It was also e-mailed to you as
22 well. Very happy to report that in all the
23 areas of the Association, we're operating in
24 the black with three months to go in the
25 fiscal year, June, July and August, left in

1 the Association, we are in very good shape
2 when it comes to our finances.

3 So obviously, the biggest thing
4 that came out of the month of May was the
5 commencement ceremony. We had an
6 outstanding commencement ceremony for those
7 of you that were attendance. It was
8 probably one of our better ones over the
9 last couple of years. It was a lot of work.
10 As you know the Association supports
11 financially the commencement ceremony but it
12 is run by the College and the College
13 employees, which, again it was a wonderful
14 ceremony and happened on May 21. So I was
15 very excited about that.

16 That's it for the report for this
17 month. Are there any questions relating to
18 this report?

19 VICE CHAIR MORGO: Chris, you mentioned
20 earlier that the projections for a decrease
21 in enrollment may have some impact going
22 forward on the Association. Maybe you can
23 share that will all the Members.

24 DR. ADAMS: Sure. In your packets there are
25 four resolutions put forward this month. As

1 we all know, the Association is microcosm of
2 the College. It has obviously a much
3 smaller budget when it comes to the
4 operating budget of the College. The only
5 differences that there's only one stream of
6 revenue coming in. There's no State
7 support. There is no County support. All
8 of the Association is paid for by student
9 activity fees.

10 As our enrollment has levelled
11 off over the last couple of years, there's
12 been less student activity fees. As you
13 know, when you have more part-time students
14 coming in compared to full-time student,
15 they are paying less of the student activity
16 fee. Therefore there's less money coming
17 in.

18 We have had to tighten our belts
19 a little bit. If you look at the budget
20 that we are presenting today for the 17-18
21 year there is a negative 3.94 percent
22 decrease in the money allocated across the
23 three campuses, including our College-wide
24 athletics, our theatre program and our
25 College-wide forensics that are happening,

1 including our two child care centers and
2 also our commencement ceremony budget that
3 we have.

4 So that's presented to you for
5 you today. Again, if enrollment comes in a
6 little bit more, there will be more money
7 that will be coming in by the student
8 activity fees and then we will be able to
9 allocate that money to the campuses.

10 VICE CHAIR MORGO: Dr. McKay.

11 DR. MCKAY: Yes. Dr. Adams said a negative
12 3.4 percent. What we have done, again,
13 fiscally tightening our belts here. And as
14 we have done with the College, only, you
15 know, things that were strategically
16 required. We were even below the cap and
17 it's only like a .67 percent in new spending
18 there. But over in the Association, we had
19 to take a look at, likewise, areas that did
20 not impact the strategic goals of the
21 Association and pull back.

22 So it's not a negative. What we
23 have done is to strategically realize the
24 fiscal condition, and then we were able to
25 make the adjustments not to impact the

1 student learning portion of it. Because
2 that -- there's an outside of the classroom
3 learning that goes on. So we have to look
4 to see where we can pull it back and that's
5 what we did. So it's not a negative .34
6 percent, it's a reallocation within the
7 budget to make sure we realize the goals of
8 the Student Association. Just for a matter
9 a correction.

10 VICE CHAIR MORGO: Dr. McKay, the reason I wanted
11 Chris to explain the situation with the
12 declining enrollment is because it's
13 something that this Board has emphasized to
14 you and your team, the recruitment of new
15 students. And the team has done an
16 exemplary job. I only yesterday saw one of
17 the commercials, "I Started at Suffolk." It
18 is a very good job.

19 This maybe a premature question;
20 has there been any impact on projected
21 enrollment from the Excelsior Initiative? I
22 know it's so new and we don't know where
23 it's going exactly. Chris, do you want --

24 DR. ADAMS: Well, I will -- I'll defer to
25 Dr. Pedersen who has done some research on

1 that as part of the College. So
2 Dr. Pedersen.

3 DR. PEDERSEN: Working with Legal Affairs we
4 have looked into the policies that are still
5 kind of evolving for the program. So we
6 have looked into some of our numbers. And
7 last year we took in 10,628 new students to
8 the College, 5,931 of them were part time.
9 We have had a move toward part-time students
10 from full-time students which we believe is
11 due to the economy.

12 We are now about four percent
13 employment which most economists feel is
14 full employment for the Island. And that
15 has -- our enrollment is kind of
16 counter-reciprocal to the economy. We took
17 in 4,697 new full-time students.
18 Historically, 17 percent of our full-time
19 students would complete the requirements
20 required of Excelsior on time. So if we
21 look at those 17 percent of full-time
22 students, that would leave us with 798
23 students who would be able to fulfill the
24 requirements of all of those students coming
25 in, all 10,000, it would be 798 students and

1 half of those would not qualify because of
2 family income being above the limit. So
3 we're talking about 400, 450 students of
4 that 10,000 that we would take in that would
5 be effected by the program. So we don't see
6 a real change in enrollment due to this.

7 VICE CHAIR MORGO: You don't see an uptick?

8 DR. PEDERSEN: No.

9 VICE CHAIR MORGO: Okay. Anybody else? Any
10 other questions? Gordon.

11 MEMBER CANARY: I would just like to say that it
12 was my fourth time, my fourth commencement
13 ceremony. And, again, I was very impressed
14 with the organization, the way it was
15 conducted, ran smooth. I think we got out
16 of there a little bit earlier than last
17 year. But, again, to sit on the stage, and
18 I say this year after year and I'm going to
19 continue to say it, to sit on the stage and
20 see the look in the graduate's eyes as they
21 come on the stage is just -- that's what
22 it's all about, gang. So I really thank
23 everybody involved with putting the
24 commencement together again and just a super
25 job. And our commencement speaker, what a

1 nice guy. The astronaut, what a great guy.

2 VICE CHAIR MORGO: Hoot.

3 MEMBER CANARY: Hoot, yeah, just a really nice
4 guy. I just wanted to say again thank you
5 and very pleased to be there.

6 VICE CHAIR MORGO: Trustee North.

7 MEMBER NORTH: Frankly, I honestly think being
8 there was a great event and the guest
9 speaker was great. And being a graduate as
10 well, watching the other students that are
11 my fellow students graduate, so it's been an
12 honor.

13 MEMBER CANARY: And, if I may, in addition to our
14 commencement speaker, the student speeches
15 from the three campuses selected the
16 students, really, really amazing stories,
17 amazing students. I wish them the best but
18 very moving statements from our three
19 students.

20 VICE CHAIR MORGO: Okay. Thank you, all. Thank you
21 both. Can we have a motion now to adjourn
22 the Board of Directors meeting and call the
23 Board of Trustees.

24 I'm sorry, I skipped the
25 resolutions. Resolutions 2017.82 to

1 2017.85, could we have resolution for
2 approval of those resolutions?

3 MEMBER NORTH: So moved.

4 VICE CHAIR MORGO: Chris North.

5 TRUSTEE MURRAY: Second.

6 VICE CHAIR MORGO: Chris Murray.

7 All those in favor?

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

10 VICE CHAIR MORGO: Okay, now let's move. Request for
11 a motion to adjourn the Board of Directors
12 Meeting and call the Board of Trustees to
13 order. Is there a motion?

14 TRUSTEE MURRAY: Motion.

15 TRUSTEE NORTH: Second.

16 VICE CHAIR MORGO: Trustee Murray, Trustee North.

17 All those in favor?

18 [WHEREUPON THE MOTION MADE AND SECONDED WAS
19 VOTED ON AND CARRIED. THE BOARD OF DIRECTORS
20 MEETING OF THE SUFFOLK COUNTY COMMUNITY
21 COLLEGE WAS ADJOURNED BY THE CO-CHAIR, JIM
22 MORGO, AT 10:22 A.M. AND THE BOARD OF
23 TRUSTEES MEETING WAS REOPENED.]

24

25

1 VICE CHAIR MORGO: We are now in the Board of
2 Trustees Meeting. You all received the
3 minutes from the April 20 Meeting. As you
4 know we did haven't a May meeting because of
5 lack of a quorum. That's a not so subtle
6 indication that we need the vacancies
7 filled. So we are in the Board of Trustees
8 meeting. Could I have the Vice President
9 for Business and Financial Affairs.

10 MR. PETRIZZO: You need a motion to approve the
11 minutes.

12 VICE CHAIR MORGO: I thought I did it. Okay, a
13 motion approve the minutes from the April 20
14 Meeting.

15 TRUSTEE NORTH: Moved.

16 TRUSTEE MURRAY: Second.

17 VICE CHAIR MORGO: All in favor?

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

20 VICE CHAIR MORGO: Vice President of Financial
21 Affairs, Vice President Vizzini.

22 MS. VIZZINI: Thank you, Vice Chair Morgo.
23 Each of you have your monthly
24 expenditure and revenue projections for the
25 current fiscal years 16-17 in your packet

1 and the accompanying executive summary. The
2 projections are pretty much in line with
3 previously reported. As you know, due to
4 enrollment, the revenue shortfall was
5 roughly one point six million, which we are
6 confident we have mitigated by the surpluses
7 generated in light, power and water and
8 surpluses in salaries and benefits.

9 As far as the 17-18 operating
10 budget, the requests you approved in your
11 April cycle, May 31st we received the County
12 Executive's recommended College operating
13 budget. It included an increase in the
14 County contribution of one point five
15 percent based on the recommendation of the
16 Five Year Budget Committee.

17 The College had requested two
18 point five percent leaving us with a revenue
19 shortfall of about \$418,000. In response to
20 this, Vice Chair Morgo convened the Budget
21 and Finance subcommittee on June 6 to
22 discuss the recommended budget. A letter
23 was drafted and forwarded to all of you for
24 your concurrence and from all the trustees.

25 The letter endeavors to clarify

1 for the legislature and the county executive
2 that the Five Year College Budget Committee
3 was advisory and nonbinding and not intended
4 to substitute for the budget process.

5 And that the other component of
6 the base assumption in that Committee, \$100
7 in State aid did not materialize, we got
8 \$50. And the \$200 assumption for the
9 increase in tuition also did not
10 materialize.

11 The budget process requires two
12 public hearings. On June 13th, College
13 representatives attended the first of the
14 two required public hearings on the College.
15 Ben spoke on behalf of the College and
16 addressed the forthcoming letter -- it's
17 there for Chair Sanders to sign -- and
18 requested that the College be permitted to
19 manage to revenue shortfall in lieu of the
20 County looking to reduce the total budgeted
21 amount.

22 The second public hearing is
23 Tuesday, June 20 at the General Legislative
24 Session and after that hearing is closed,
25 then the budget would be eligible to be

1 voted upon by the legislature.
2 Representatives of the College will be there
3 for that hearing and to answer any questions
4 that they, the legislatures, may have.

5 Some of the resolutions before
6 you with financial implications include both
7 the May and the June sponsor services,
8 health insurance payments to the County.
9 The May and June budget transfers. The
10 annual sponsor services payment we make to
11 the County for Workers' Compensation and
12 liability coverage. Three grant
13 resolutions. And the annual authorization
14 to accept and allocate \$515,000 in Federal
15 Work Study Grant funds for part-time
16 employment for our students to offset the
17 cost of their education, and \$733,000 in
18 Federal supplemental opportunity grants.
19 Those are the grant funds for our
20 exceptionally needy students.

21 There is also a resolution before
22 you that came from the Governance committee
23 standardizing the lease fees for College
24 space; one college, one fee for similar
25 spaces. No exemptions, whether profit or

1 nonprofit entity, there's a standard rate.

2 And an updated of a few labor rates to

3 correlate with the current costs.

4 VICE CHAIR MORGO: Are there any questions regarding
5 the resolution with financial implications
6 to Vice President Vizzini. Gordon?

7 TRUSTEE CANARY: Just -- yes, thank you,
8 Mr. Chairman. Just got a question on the
9 term you used that we are requesting from
10 the County the College be able to handle the
11 shortfall through management. So exactly
12 what do we mean by that?

13 MS. VIZZINI: Well, the budget has to be
14 balanced. So right now expenditures are
15 \$418,000 more than revenue. The most likely
16 scenario is to increase the dollar amount
17 that we -- you allow us to take from the
18 reserve. Right now it's six point three
19 from the reserve. So based on discussions
20 with Budget and Finance, there is no will to
21 increase tuition. So it would be six point
22 seven million dollars from the reserve.

23 VICE CHAIR MORGO: Perhaps it might be illustrative
24 if I give the Budget and Finance Committee
25 report right now and then we'll ask for the

1 other reports. As Vice President Vizzini
2 said, the Budget and Finance Committee met
3 on June 6. And at the beginning we spoke
4 about the County Executive's not meeting our
5 request. We requested two point five,
6 County Executive came up with one point five
7 which caused that \$400,000 that Gail talked
8 about as a shortfall.

9 While we said we were
10 disappointed, we discussed it for a long
11 time, we all acknowledged the tenuous
12 situation in County finances. And Dr. McKay
13 was at the meeting and he said that -- and
14 again this is still tentative because we
15 don't know what the legislature is going to
16 do. But he said he thought the College
17 could manage that shortfall in the operating
18 budget, probably by going to the reserves.

19 Because the Trustees made it
20 abundantly clear that after four years of a
21 nearly 20 percent increase in tuition, we
22 were going to keep it as modest as we could.
23 We went into our original deliberations
24 wanting a zero increase. We came up with
25 the \$50 a semester, \$100 increase in

1 tuition, which still keeps us well under the
2 \$5,000 that we were looking at.

3 What we thought, what Budget and
4 Finance thought was almost more important --
5 not almost, what we thought was more
6 important was the fact that the County
7 Executive spoke about the recommendations
8 of the long range budget committee.

9 As Gail illustrated, the document
10 itself says it is not a recommendation, it's
11 a model. And we were afraid that if we
12 didn't respond to that, that in perpetuity
13 it would be seen as a recommendation. So
14 that's why Theresa and I signed the letter,
15 that's why all of you approved it.

16 As Gail said, the model that the
17 one point five came from also talked about
18 \$100 from the State, as you know we only got
19 \$50 from the State. And it talked about a
20 \$200 increase in tuition, and as you know we
21 only came up with \$100. So the State -- we
22 only asked the students for \$100 additional.

23 That was overarching principle,
24 that we were not going to raise tuition
25 anymore than 100. The correction is in the

1 letter and that as soon as Theresa signs it,
2 you will all have that letter. You all saw
3 it, it was all sent to you. So that's what
4 we considered more important, was correcting
5 the misreading of the committee report as a
6 recommendation. And it's in the letter it
7 clearly does not say recommendation, that
8 it's a model based to show how the budget
9 works.

10 Okay. The only other thing that
11 I want to mention as a report that we
12 decided, Budget and Finance, we decided that
13 we were going to meet for the full year, not
14 just during the budget season. So I was
15 told by a member of the committee that no
16 way would we be meeting in July or August.
17 So we will be meeting our first Budget and
18 Finance Committee in September. Any
19 questions for me? Yes, Chris?

20 TRUSTEE MURRAY: Well, is there any chance that
21 the Legislature would increase the County
22 Executive's proposed?

23 VICE CHAIR MORGO: Yeah, that's a good question.
24 You know, in fact, one of the legislatures
25 said to me you asked for two point five,

1 they said why don't we come in at two? But
2 it was a serious deliberation by the
3 committee that we would not make an all out
4 effort because of the, as I said, the
5 County's situation.

6 But also you remember when there
7 was a shortfall out on the eastern campus
8 for the Health and Wellness --

9 TRUSTEE MURRAY: Right, right, right, right.

10 VICE CHAIR MORGO: -- that the County Legislature
11 came through on that. And in light of the
12 cooperative nature, we thought that was not
13 a hill we wanted to die on on this
14 particular matter. Chris?

15 TRUSTEE NORTH: I would like to go on the record
16 and thank Dr. McKay and Jim Morgo and the
17 committee in making sure that tuition
18 doesn't go up more than \$100. Thank you
19 very much.

20 VICE CHAIR MORGO: You're welcome. And, again, you
21 got to us, Chris, it helped. Gordon?

22 TRUSTEE CANARY: Just to address Chris' point
23 before, if you read today's Newsday, another
24 bond rating agency just dropped the Suffolk
25 County bond rating. So I think that's like

1 two or three of the rating agencies have
2 dropped it. And they are most concerned
3 about this budget gap that the County can't
4 seem to get over. So I think in light of
5 told's news, I don't know if the County
6 legislators are going to feel comfortable
7 going against the County Exec's
8 recommendation. I think the cards are on
9 the table.

10 VICE CHAIR MORGO: That's right. You've got to pick
11 your battles kind of thing. Ben, do you
12 want to add anything about Tuesday when you
13 spoke to the legislature?

14 MR. ZWIRN: There was some questions that
15 Legislator Barraga had a number of questions
16 based on enrollment about the fact that lot
17 of our students, residents of Suffolk County
18 are in neighboring institutions and how do
19 we try to bring some of those students back
20 from Nassau Community College and FIT.

21 FIT is pretty much in an of
22 itself, we're never going to bring a log of
23 those students back. But we are making
24 efforts to try to bring them back from
25 Nassau Community College. And he just made

1 a point that revenue is enrollment driven.
2 And, you know, the Legislature has always
3 been very supportive of the College but I
4 agreed with all the comments that were made,
5 this might not be the year -- I mean we
6 could ask for two percent and there's a
7 chance we might even get it. But I think it
8 would be a -- it wouldn't -- it's the wrong
9 time to fight that battle.

10 TRUSTEE CANARY: Just a point.

11 VICE CHAIR MORGO: Go ahead, Gordon.

12 TRUSTEE CANARY: Again, the issue of students
13 going to Nassau is not a reflection of this
14 institution not doing a good job. It's the
15 mere fact that they are taking courses that
16 we don't offer, like the mortician.

17 DR. MCKAY: Mortuary Science.

18 TRUSTEE CANARY: X-ray technician, some of these
19 other programs. If we don't offer it, I
20 mean they're going to -- again, they are not
21 going across the border because Suffolk
22 Community College isn't offering a good
23 program.

24 MR. ZWIRN: If you look look at the
25 geographical location for most of those

1 students are, they're from Babylon and
2 Huntington which are closer to the Nassau
3 border. If they're working in the city or
4 they're working in Nassau County, often it
5 it's easier for them to attend classes at
6 Nassau than Suffolk.

7 TRUSTEE CANARY: And as it's been said, the FIT
8 situation is whole another Megillah unto
9 itself, so...

10 VICE CHAIR MORGO: But that's the recruitment of
11 students and we have made the effort to get
12 some of those back and it's reflected in our
13 operating budget. Dr. McKay.

14 DR. MCKAY: Just Vice Chair Morgo and
15 Trustees, we have done some work with the
16 Comptroller's office to get the listing, and
17 Dr. Adams and I have been working on that,
18 to ask the students, what are the reasons
19 why you're going to out of county
20 institutions? And I made it very clear that
21 if we offer the courses and the programs at
22 this College, the Towns and the County
23 should not be paying for the students, to
24 subsidize them to go elsewhere.

25 Now, what was very key with that

1 was in that survey we realized fashion
2 merchandising, dental hygiene and sonogram
3 radiology and the other one, mortuary
4 science, which is what Nassau has. We don't
5 offer that.

6 Now, we were one of the first
7 institutions in the State to have a table
8 top dissection table in biology that we have
9 and then we don't go to get cadavers to
10 bring on the site because that's a whole
11 another health requirement and compliance
12 issue. But just so you know that we have
13 surveyed the students to find, you know, why
14 are you going there.

15 So now we are responding not just
16 to the College's mission but we are
17 addressing what the County legislators are
18 asking us to why are they going elsewhere.
19 Now, Gail, do you want to speak a bit about
20 what -- well, no.

21 We went ahead and in the dental
22 hygiene program, the curriculum is now
23 designed. We hired a professional, a doctor
24 who is in the field. And he started about a
25 week or two ago and now we're going to push

1 that through.

2 Those programs are going to be on
3 the Grant campus in the Allied Health Area.
4 So we have an Allied Health program at grant
5 with HID, OTA, Veterinary Science, all those
6 programs are at Grant. So we're putting all
7 the programs together centered there.
8 Fashion merchandising; we have an interior
9 design program at the Eastern Campus.
10 Fashion merchandising is something that goes
11 straight to Nassau and FIT.

12 We saw over \$14 million that went
13 from the Towns to cover that area. What we
14 are doing now -- because the County doesn't
15 pay that, really by the Westchester Group
16 and the law that went down, it goes goes
17 down into the Towns. So right now we're
18 trying to address the issue of Suffolk
19 County in nexus in general. And I believe
20 those programs are going to help mitigate
21 some of the concerns of folks leaving.
22 Which means it puts it back on the resident
23 to say, you got to use the resources we are
24 investing here in Suffolk County instead of
25 going elsewhere.

1 VICE CHAIR MORGO: And we all have to get that
2 message out.

3 PRESIDENT MCKAY: Yes, yes.

4 VICE CHAIR MORGO: Bryan, did you want to say
5 something?

6 TRUSTEE LILLY: Couple of things. Fashion
7 merchandising is FIT's wheelhouse. They
8 have the reputation. So I mean, going up
9 against them for that program, I don't know
10 if it's going to stem that many responses.
11 I look at some of the programs that we have
12 and some of the programs that we should be
13 expanding on to attract more. You know, we
14 discussed the automotive section, that's a
15 growing field.

16 Media, the media field that we're
17 going into is changing on a daily basis. If
18 we can be in the front end of that. You
19 know, you have digital media you have --
20 again, I bring up the alternative channels.
21 I mean I was watching the news this morning
22 and Apple is coming out with their own
23 shows. So these things are evolving and
24 that might be some of these departments that
25 is we might be, if we get ahead, and that's

1 one of the benefits of being in the
2 community college program is we should be
3 very, not liquid but very flexible in our
4 movement. Instead of, you know, if you are
5 some local teaching college you can't change
6 and go into something else.

7 So if, you know, the job market
8 for teachers is saturated, you're kind of
9 stuck in that business model. Now, as a
10 community college we should be a little
11 bit -- a lot more flexible in opening up
12 some of those programs and maybe even being
13 the incubator to some degree.

14 PRESIDENT MCKAY: And, Trustee Lilly, on that
15 point. In the mission of the College it
16 says we are a comprehensive community
17 college. I know Jim and I serve on the REDC
18 and just yesterday we were talking about the
19 role of the community college in regards to
20 job development.

21 We saw nationally that they are
22 talking about workforce development
23 initiatives, things that we have already
24 been doing. The other part of it is this, I
25 got Dave right here which I gave a challenge

1 in the automotive sector. And being a new
2 academic chair, he was already in the
3 program and he got promoted. And I asked
4 him to go out and get -- because right now
5 there's a 70 billion dollar industry
6 automotive right here on Long Island.

7 And the program was just going
8 through and I said, Dave, we got to do more.
9 And he's gone out and over the last month,
10 what he has done we haven't done in years.
11 And it was sitting right here at the
12 College. So, Dave, do you want to share a
13 little bit real quickly, a little bit of
14 what you have been doing?

15 MR. MACHOLZ: Sure. For the record, Dave
16 Macholz, M-A-C-H-O-L-Z.

17 DR. MCKAY: I'm trying to work on Dave to
18 speak up a little bit because he's a very
19 mellow guy.

20 MR. MACHOLZ: I can project. Can everybody
21 hear me?

22 All right. So the automotive
23 program is a really strong program in
24 Suffolk. It's been in existence for almost
25 30 years. My predecessor used to say that

1 we're the best kept secret in Suffolk
2 Community College.

3 DR. MCKAY: No more.

4 MR. MACHOLZ: I used to say why? Why are we
5 the best kept secret in Suffolk Community
6 College? There's a tremendous demand for
7 automotive technicians, service personnel.
8 The transportation industry right now is
9 booming and they're dying for people. In
10 fact, Wes e-mailed yesterday. He was
11 driving down the Smithtown dealership
12 corridor there yesterday and sign after sign
13 says technicians wanted, help wanted.

14 So we have just recently added
15 Subaru as a partnership. We added
16 Fiat-Chrysler Automobiles as a partnership,
17 which adds to already we have Toyota, Honda,
18 General Motors. We're working with BMW.
19 Recently I had conversations with Tesla,
20 with Ford, with Audi. All of them want to
21 be involved with Suffolk County Community
22 College. We have the opportunity to really
23 be a transportation center for the
24 northeast.

25 Many of these programs that we're

1 affiliated with, we have an area that stems
2 from New Jersey to Connecticut. So we do
3 pull students in from Nassau, Queens and
4 Brooklyn, they do make the drive.

5 But we do have a lot of
6 opportunity for expansion I believe and
7 would love to be able to talk more about it.

8 VICE CHAIR MORGO: Thank you, Dave. We took a bit
9 of an off ramp in our discussion of the
10 budget. But I want to very quickly get back
11 to that. But Trustee Canary, go ahead,
12 Gordon.

13 TRUSTEE CANARY: Thank you, Dave. Are we getting
14 into diesel as well.

15 MR. MACHOLZ: So that's one of the areas of
16 opportunity is diesel, collision, marine,
17 pretty much any of the transportation
18 sectors are in great need of people.

19 TRUSTEE CANARY: Yes, because diesel again gets us
20 into the commercial trucking industry as
21 well as marine, so, yes, something to think
22 about.

23 VICE CHAIR MORGO: Saves the carbon footprint, too.

24 TRUSTEE CANARY: Thanks.

25 VICE CHAIR MORGO: All right. So we'll get back to

1 the operating budget. This is all important
2 because the more students we get, the higher
3 their enrollment, the less pressure on the
4 operating budget. So let's keep that in
5 mind. And let's also not forget that the
6 Budget Planning Committee of the legislature
7 that we passed the resolution to create
8 about a year and a half ago was not to be a
9 recommendation. It would have been quite a
10 boomerang if that's how it was seen and
11 that's why the letter was so important, so
12 let's not forget that.

13 Okay. Let's get back to the
14 resolutions for the Board of Trustees.
15 Resolution for College Resolutions from
16 Number 2017.31 to 2017.46. Is there a
17 motion for those?

18 TRUSTEE CANARY: On the point?

19 VICE CHAIR MORGO: Yes.

20 TRUSTEE CANARY: In reviewing all the resolutions
21 the last couple of days, I noticed -- it's a
22 small thing but I made note of it so I'll
23 just throw it out there. On Resolution
24 2017.36.

25 VICE CHAIR MORGO: Point three six?

1 TRUSTEE CANARY: Yes. On the Bio Rep, Biology
2 Partnership situation, there was a spelling
3 error, Rosa Gambier on the federal
4 documents, they misspelled her name.
5 Instead of -- they put her down as Gambler
6 with an L instead of Gambier. So I just --
7 it's a small thing but I noticed the
8 spelling error on the name if you want to
9 point that out to whoever needs to know it.

10 VICE CHAIR MORGO: What are the odds of your finding
11 that? Again, do have we have a motion?

12 TRUSTEE NORTH: Motion.

13 VICE CHAIR MORGO: Chris North.
14 Is there a second?

15 TRUSTEE CANARY: Second.

16 VICE CHAIR MORGO: Okay. All those in favor?
17 [WHEREUPON THE MOTION MADE AND SECONDED WAS
18 VOTED ON AND CARRIED.]

19 VICE CHAIR MORGO: All right. The resolutions are
20 approved. Let's move to committee reports.
21 Governance Committee, do you have a report,
22 Gordon.

23 TRUSTEE CANARY: Yes. Thank you, Mr. Chairman.
24 Governance Committee met on May 9 and I'll
25 read you the minutes very quickly. First

1 item on the agenda was the fee schedule to
2 be utilized with the facilities use
3 application and we just passed that
4 resolution now, so thank you for that
5 support.

6 VP Gail Vizzini and Steve Alberti
7 distributed a memo and chart with
8 recommended changes to the rental rate and
9 labor schedule. It was reviewed by the
10 committee. It was stated that the prior
11 schedule was approved in 2009, last reviewed
12 in 2012. Through the years there have been
13 many upgrades in technology, new buildings
14 as well as increases in labor costs. It was
15 discussed that it would be best to have
16 uniformity in pricing across the three
17 campuses, something else that we discovered.

18 Discussion was had whether or not
19 there should a discount for not for profit
20 organizations, what documents would need to
21 be submitted, and would it create additional
22 work for the Special Events office. How
23 many events are currently held by not for
24 profit groups. During the discussion it was
25 noted that there are a few organizations

1 that have longstanding relationships with
2 the College that do not currently pay rental
3 charges for use of the College facilities
4 and that will have -- will be advised going
5 forward that we need to follow College
6 policy and their next events may very well
7 should be charged.

8 And it was decided that in an
9 effort to keep tuition and fees down for
10 students, that it was necessary to continue
11 to charge not for profit organizations the
12 standard rental charges. County, State and
13 SUNY events will continue to be eligible for
14 the waiver if approved and signed off by the
15 County Exec's office.

16 A resolution drafted for the new
17 fee schedule for board approval and, again,
18 we just did that. So I thank Gale and Steve
19 for your help on that in putting the data
20 together for us and making the presentation.
21 I think that was an important thing for us
22 to review and I thank you for your support
23 on that.

24 Committee discussed having a meet
25 and greet with the newly formed ethics board

1 for the Trustees at the end of the May 18
2 meeting. We were going to have them come to
3 the meeting but we canceled the meeting. So
4 I think what we're probably going to do is
5 have them all come down to our board retreat
6 have them actually make presentations on
7 ethics, something we talked about. So I
8 think that would be my recommendation back
9 to Theresa and the Board.

10 Chairman Canary discussed that
11 while I was at training last month in Hawaii
12 with the National Training Institute. There
13 was discussion about Robert Rules of Order.
14 There was a very lengthy discussion about
15 again, boards conducting themselves
16 appropriately and properly and following
17 Roberts Rules of Order and again following
18 the new version of Roberts Rules of Order
19 that came out a couple of years ago.

20 So trustees should know it, use
21 it be, sure we're using the latest version.
22 So it's suggested that this would be a good
23 topic for the trustee retreat in November as
24 well. We had scheduled the next Governance
25 Committee for June 6. That had to be

1 cancelled because we had a problem with
2 quorum and some of the members not being
3 able to make it.

4 So I think our next Governance
5 meeting is coming up in August, just give me
6 a second here, yes August 8, 3:00 to 5:00
7 again at the Sagtikos Building on the Grant
8 Campus. All are welcome to attend and that
9 is my report.

10 VICE CHAIR MORGO: Thank you. Thank you. Questions
11 for Gordon Canary from the Governance
12 Committee? I just want to say as usual it
13 was a very productive meeting. Gordon
14 reviewed our deliberations about the
15 reduction for not for profits using college
16 facilities. It was back and forth but I
17 think looking at the bigger picture we came
18 up with the right decision and it was in
19 your resolution today.

20 TRUSTEE CANARY: Thank you.

21 VICE CHAIR MORGO: Anybody else? [NO RESPONSE].
22 The Student Trustee report. Can
23 we have your farewell address?

24 TRUSTEE NORTH: It's been an honor to serve for a
25 year of being on the Board. It's been an

1 honor to be here at Suffolk, it's been a
2 great time. It's time for me to move on and
3 get ready to do what I need to do in my
4 life. I'll be transferring out, going to
5 Stony Brook. So that will be a fun and new
6 adventure.

7 I have to thank Dr. Adams for all
8 the time, transportation initiatives you
9 have done for me, helping me in the meetings
10 together. I just want to thank all the
11 students that are in the room, my
12 predecessor, Jerome Bost, I want to thank
13 you for stepping up and helping out when I
14 needed help.

15 And Jim Morgo, thank you.

16 Everyone on the board, it's been an honor.

17 And I will be back sometime.

18 VICE CHAIR MORGO: I didn't realize I was going do
19 this. Christopher.

20 TRUSTEE CANARY: Do you want to wait for Theresa
21 to come for photos?

22 PRESIDENT MCKAY: We can do it after.

23 VICE CHAIR MORGO: Get me out of this. That is what
24 you wanted.

25 Speaking for all the trustees,

1 it's been a pleasure to work with Student
2 Trustee North. Chris' dedication was
3 unparalleled. His dedication frequently got
4 to us all as a matter of fact. And we
5 appreciate your involvement incredibly,
6 Chris, so on behalf of the Board of Trustees
7 and the administration let me present you
8 with this.

9 DR. MCKAY:

 Yeah, how about that, huh?

10 You were a relentless advocate on
11 behalf of the students. It doesn't matter
12 that Chris doesn't currently own an
13 automobile and I don't think how he gets
14 around, but he doesn't miss a meeting and
15 he's always on time. His dedication in
16 regards to the students is unparalleled,
17 from a 2:00 o'clock in the morning bus ride
18 up to Albany to the legislature down here,
19 he's a transportation advocate by the way,
20 when you're talking about cutting bus
21 routes, guess who was the first person up at
22 the podium? It was Christopher.

23 And it wasn't about himself, it
24 was about the students. And the first
25 student trustee that convened all of the

1 SDAs together and all of the CAP folks
2 together was him. So I really want to say
3 on behalf of the College, Man, and I hope
4 you don't go too far, he set a model.

5 And by the way, he's also talking
6 to the incoming student trustee about his
7 role in that position. So it's a good
8 transition, not like other places, but it's
9 a good transition, and want to commend Chris
10 publically for his work here at the College
11 on behalf of all of us. So, thank you,
12 Chris.

13 TRUSTEE NORTH: Thank you.

14 VICE CHAIR MORGO: This is Chris' successor. You
15 have a tough act to follow, my friend.

16 TRUSTEE BOST: I wasn't dressed for this today.

17 VICE CHAIR MORGO: Welcome.

18 DR. MCKAY: I guess this is the official
19 passing of the baton.

20 VICE CHAIR MORGO: Okay, thank you. Just to speak
21 about Chris' persistence, in Albany some of
22 the Senators and Assemblymen when they saw
23 Chris coming, and members of the assembly,
24 when they saw Chris coming they told their
25 aids to meet with him. We think because

1 Chris was just a dogged advocate for not
2 only the students but for the entire
3 college.

4 In anticipation of Chairwoman
5 Sanders getting here, I want to skip on the
6 agenda now and if we could have the
7 Synergistics update. Do you want to
8 introduce the, Dr. McKay?

9 DR. MCKAY: Yes. Vice Chair Morgo and
10 members of the board, as you would
11 recollect, that we entered in agreement with
12 Cenergistics because part of it was to work
13 on the behavioral model of what we do in
14 using energy here at this College. The one
15 area, apart from when we have difficult time
16 with winter and everything else, was either
17 healthcare or energy costs. And we felt as
18 an institution that we needed to change how
19 we utilized energy throughout the system.

20 We had aging infrastructure and
21 at the same time we were bringing on board
22 new buildings that require difficult levels
23 of behavior than what we were used to in the
24 past. So part of it was to get the College
25 and the community to change how we think

1 about utilization of energy and how it
2 impacts the flow and operation of the
3 teaching and learning environment.

4 So today I have with us, with
5 Cenergistics, and members of my team here at
6 the College to walk you through a review of
7 what we have done, where we are, and where
8 we are headed, so without further ado, I'll
9 just introduce the team.

10 Please, for the record, could you
11 just state your name clearly so we can have
12 it for the record.

13 MR. PALUMBO: Nick Palumbo, Executive Director
14 of Sustainability Programs.

15 MR. SOUTHER: Matt Souther (phonetic). I'm
16 from Cenergistics and I'm the Program
17 Director.

18 DR. HOFF: Dr. Randy Hoff with Cenergistics,
19 I'm CEO.

20 MR. MCENANY: Ryan McEnany, I'm an Energy
21 Specialist for the College.

22 MS. MALLEY: Carol Malley. I'm an energy
23 specialist for the College also.

24 MR. PALUMBO: Thank you, Dr. McKay. Good
25 morning, everyone, Board of Trustees. So, I

1 was asked to give an update on the program
2 but I really felt it was important to
3 provide a little background and context of
4 what it is that we're doing here.

5 As Dr. McKay mentioned, energy is
6 an important element of the College budget,
7 I believe it's the second largest cost
8 center for our budget. So we undertook a
9 relationship with Cenergistic, which is
10 really a full partnership effort, to reduce
11 our utility spending on an annual basis
12 through active energy management.

13 And so what you're seeing here in
14 the diagram that shows the relationship
15 between Suffolk and Cenergistic. You could
16 see the various parties that are involved.
17 And right in the center of that, really at
18 the heart of the program are our energy
19 specialists, Ryan and Carol who are College
20 employees whose salaries are funded by the
21 savings that we're generating from the
22 program.

23 So some program details,
24 Cenergistic provides the technical training
25 and support to make the program work through

1 consultant visits, remote visits, training
2 from our staff and as I mentioned, the
3 energy specialist salaries.

4 So we signed a contract with
5 Cenergistic in August of 2014. The Board
6 adopted policy guidelines which you see here
7 that really dictate how we're heating and
8 cooling our campuses. The largest component
9 of our utility budget is heating,
10 ventilation and air conditioning. So these
11 guidelines set parameters for what we
12 control.

13 It is a five year contract. The
14 primary focus of our efforts is on schedule
15 and building optimization, which is a lot of
16 what Ryan and Carol do. And it's a shared
17 savings model where we share 50 percent of
18 the savings that we generate from the
19 program with Cenergistic. However, there
20 are adjustments made for, and we're going to
21 get into this a little bit, for commodity
22 cost fluctuations and weather impacts and
23 the expenses from the program from
24 Cenergistic's side of the table.

25 So we're going to walk through

1 very quickly what the energy specialists do
2 and set up for how well we are doing it.

3 MS. MALLEY: Okay. So how do we save energy?
4 I'm going to use Smithtown Science Building
5 as an example of what we do. When we first
6 got here, Smithtown Science Building had one
7 schedule building management system. With
8 Cenergistic's help we reprogrammed the
9 system and we now have 12 schedules for
10 Smithtown Science Building.

11 So before the building had to be
12 operated say from 6:00 a.m. to 11:00 p.m.
13 Now we're able to just look at 25 Live and
14 see where classes are, where office hours
15 are and adjust the schedule. Say maybe
16 schedule be 8:00 to 5:00 and only another
17 hair handler will be scheduled from 6:00
18 a.m. to 11:00 p.m.

19 So we can save energy that way.
20 Also, once we do this, we go out in the
21 field. We look at the buildings. We make
22 sure that the equipment is responding the
23 way we expect it to. And we also talk to
24 staff while we're there, find out what
25 comfort issues are. And we try to make the

1 building as comfortable as possible. And
2 most of our savings we try to get from
3 unoccupied time. So that's just a little
4 snapshot of what we do.

5 MR. PALUMBO: So I just want to run quickly
6 through the timeline of the program. As I
7 mentioned, the contract started in August of
8 2014. The board policies came shortly
9 after. It took us a little while to hire
10 the energy specialists. We went through a
11 process there and I think we were very
12 successful in identifying the right
13 candidates, as I said, they are key to the
14 program.

15 As you can see, we have attended
16 a number of national training events that
17 Cenergistic sponsors with their partner
18 organizations from across the country. We
19 have updated the Board of Trustees on
20 several occasions now since the program
21 started. There are some new Board members
22 here however, so.

23 And a major milestone, so on this
24 graphic where you see the timeline running
25 across the center with various milestones,

1 and behind it you see a track of our
2 cumulative savings. And a major milestone
3 was achieved this past September when
4 surpassed a million dollars in savings.

5 PRESIDENT MCKAY: Yes.

6 MR. PALUMBO: And we're continuing to trend
7 upward and we're going to talk about the --
8 we are at one point three million dollars
9 now and we are going to talk later on about
10 how we can do even better.

11 MR. STELLAR: So Ryan over here is going to get
12 into some of the aggregate data for you all.
13 This shows the breakdown. But this is a
14 screenshot from the energy accounting
15 software that we use, EnergyCAP. And what
16 EnergyCAP does it actually gives you the
17 value of the energy that you did not use.
18 Sto if you look at the -- this is a
19 screenshot of your main meter for Ammerman.
20 And if you look at the column on the far
21 right, that's your actual baseline use.

22 And if you look at the column to
23 the left of that, the BATCC, that's baseline
24 adjusted to current conditions. So what we
25 want to make sure when we are valuing the

1 energy that you didn't use, is that we
2 account for any changes. Any changes in
3 occupancy, buildings that were added or
4 taken out.

5 This specific example actually
6 shows the addition of the Lindsay Science
7 Building. So in order to compare reasonably
8 from one year to the next, we have to take
9 all of these factors into account. And this
10 is just again a snapshot that shows what the
11 impact of an adjustment would be. Some of
12 them are higher, some of them are lower
13 depending on if you had an decision or if
14 actually removed a building.

15 So we go through on a monthly
16 basis someone from Gail's team, Jamie Hahn
17 and Paul Cooper to review these adjustments
18 with the accounting department and the
19 engineering team to make sure that we are
20 all on the same page in terms of the value
21 that we measure this in.

22 MR. MCENANY: Then to go deeper into this,
23 this is Suffolk County Community College's
24 actual utilities spend and this is
25 considered the baseline year. It was a year

1 before the contract was signed with
2 Cenergistic. As you can see here, the main
3 spend is on electricity which was about four
4 point two million dollars and the overall
5 utilities spent from August, 2013 to July
6 2014 was five point eight million dollars.

7 This next slide behind that pie
8 chart is the baseline. So it's faded out
9 but it's showing that it was five point
10 eight million dollars in 13-14 and the quick
11 start period was before Carol and I were
12 hired. You can see that we wound up saving
13 about \$79,000. There's a difference between
14 the raw savings and the cost avoidance and
15 we would like to explain that a little bit
16 further.

17 Factors like the Lindsay Building
18 going online, that added 64,000 square feet
19 and during that time period, electric rates
20 increased. There were also other factors
21 that effected it in a different way which
22 were other utility rate actually decreasing.
23 Now this was our first performance year,
24 August 2015 to July 2016 and you can see
25 that the utility rates shrunk a great deal.

1 And it wound up being about a
2 difference of one point one million dollars
3 in utility. And the cost avoidance was
4 calculated to about half of that, \$525,000.
5 And again, there were more buildings that
6 came online. There was a difference in
7 weather and also utility rates decreased.
8 And that's what changes the difference
9 between the raw savings and the cost
10 avoidance.

11 And this is the update on our
12 current year. There's only nine months of
13 data but we're looking that we're trending
14 to be similar as last year. And the
15 utilities spend is going to be similar to
16 last year. But now we have also added the
17 Learning Resource Center at the Brentwood
18 Campus. So we keep adding these buildings
19 and now we're getting to a point where the
20 utility spend is staying the same and
21 decreasing as well.

22 Overall the bigger picture is
23 that the current for the life of the program
24 we have had a cost avoidance of one point
25 three million dollars. We have wound up

1 paying Cenergistic a fee of about \$250,000
2 and the total savings is over one million
3 dollar to the College.

4 DR. HOFF: Do you want to talk on the
5 environmental?

6 MS. MALLEY: This is just another way to
7 express some of our savings in metric terms,
8 106,000 in 2017.

9 MR. MCENANY: So obviously this effort, in
10 addition to has a major impact on our
11 environmental footprint and serves as a
12 model for what's being done. Moving
13 forward. We think there's an opportunity to
14 do even more here. Cenergistic, when they
15 first looked at Suffolk set a savings target
16 of 25 percent. We're about 16 percent now.
17 And we're very optimistic that we can get to
18 25 percent.

19 As you see we are trending
20 upwards and that translates to about a
21 million and a half dollars a year. So some
22 of the ways we can do this, we were already
23 in the process of working with our
24 facilities group and our budget and finance
25 group to make some targeted improvements to

1 our infrastructure that will result in
2 additional savings. And we're continuing to
3 communicate with our faculty, staff and
4 students to get their buy-in with the
5 program.

6 And that brings us to our final
7 slide here -- I'm sorry, I think we have one
8 more. But I would like to talk a little bit
9 about some of the people who are involved in
10 this program in addition to the folks you
11 see here. Obviously our Board of Trustees
12 for supporting us overall and President
13 McKay, the campus executive deans that have
14 very supportive to what we're doing. Paul
15 Cooper and his facilities folks and plant
16 operations is really really key to what we
17 do on a daily basis.

18 As mentioned, Vice President
19 Vizzini and her staff have been very
20 supportive in accounting, of which there is
21 a significant amount in this project. And
22 our best planning staff are also active
23 partners in the program. Dr. Hoff, I think
24 wants to make a few comments. I'm sorry, I
25 ran through your slides, but if you would

1 like to speak a little bit.

2 DR. HOFF: Sure. Yeah, I think this is an
3 amazing story, a great story of
4 sustainability.

5 DR. MCKAY: Randy, for the record, could you
6 just state who you are, we have a reporter,
7 you know.

8 DR. HOFF: Sure. My name is Dr. Randy Hoff.
9 I'm CEO of Cenergistic based in Dallas,
10 Texas. It's my pleasure to be here today.
11 I love the Suffolk story from a
12 sustainability standpoint, from a cost
13 savings standpoint, and for redirecting the
14 utilities spend, that five point eight
15 million dollar utility spend the year that
16 we started, redirecting that back to -- the
17 core mission of the organization, back to
18 the students where it should be. We have
19 been very successful with that.

20 At Cenergistic we work with 1500
21 educational institutions nationwide in 48
22 states and we truly believe that 25 percent
23 savings is here, so that's what we're
24 targeting, that's is our stretch goal for
25 the program, to save one point five million

1 dollars a year in utility expenses so those
2 can go back to the core mission of the
3 organization.

4 So thank you for the success and
5 thank you for the progress and we're going
6 to keep fighting the fight.

7 VICE CHAIR MORGO: Do the Trustees have any
8 questions or observations. I know Trustee
9 Canary has one I want to hear.

10 TRUSTEE CANARY: Exciting, very exciting. You
11 know, it's one thing to sit here a few years
12 ago and get a presentation and be told these
13 are the projected savings we think we can do
14 and we said, okay, let's give it a shot.
15 And now to sit here so many years later to
16 say, wow, it actually happened.

17 Again, once again, this College
18 is leading the way. Cenergistic, thank you
19 for your efforts. This team, thank you for
20 your efforts. This is clearly something
21 Suffolk County should be doing with all of
22 its buildings and facilities. This is a
23 proven winning operation and initiative. So
24 I'm really, really thrilled to sit here and
25 see these numbers.

1 identified in our billing.

2 TRUSTEE CANARY: Yes. I bring that up because
3 when I was the Deputy Supervisor of the Town
4 of Babylon back in the eighties, we had
5 brought a the company in and we were amazed
6 to find how many errors in billing we had in
7 the Town. So that's why I had a little bit
8 of involvement in prior years so I wanted to
9 ask that question.

10 MR. PALUMBO: It's an important part of the
11 program.

12 TRUSTEE CANARY: Great. Another thing, I would be
13 really interested in next year's
14 presentation to see a comparison of the new
15 Learning Center operations. So, again, so
16 theoretically our new building has state of
17 the art heating and cooling equipment. So,
18 again, using that I would really be
19 interested to do some comparison in some of
20 the older buildings and older equipment to
21 see how well that's working out.

22 Again, just thrilled with this.
23 And the last question is, any pushback or
24 feedback from students, faculty, employees
25 about doing temperature -- better

1 temperature controls in the buildings and
2 classrooms?

3 MR. PALUMBO: Ryan or Carol, do you want to
4 talk about that? Carefully.

5 TRUSTEE CANARY: I think I hit on a sore point.

6 DR. MCKAY: And Ryan and Carol, make sure you
7 don't speak about the president's office.

8 TRUSTEE CANARY: That's what I was thinking. Guys
9 are the biggest complainers.

10 MS. MALLEY: With David here from Auto Tech,
11 they are a big supporter of our program. In
12 fact, our first year here, they saved 40
13 percent in their gas bill.

14 VICE CHAIR MORGO: I'm not sure that was the
15 question.

16 TRUSTEE CANARY: Natural gas, not gasoline.

17 MS. MALLEY: And, yes, there's always, there's
18 always issues. I think when we first got
19 here people thought the program was going to
20 have a bigger impact on them than it has.
21 This year seems much calmer. People realize
22 that it's not that harsh a program and we
23 did a lot of work with them.

24 MR. PALUMBO: I would say I think the model
25 here is a good one in that energy

1 specialists are College employees and so I
2 think there's a different perception.
3 Rather than having consultants come in from
4 the outside and talking to our faculty and
5 staff, I think there's greater buy-in there.

6 And really a big part of what
7 Ryan and Carol do is to talk to the staff.
8 And they're doing the outreach, they're
9 responding to comfort complaints. And as
10 mentioned, you know, a major focus of what
11 we're doing is to try and manage the comfort
12 expectations of the staff and the students.
13 And I think we have been successful with
14 that.

15 So we're not trying to impose any
16 sort of harsh reality on people, we're
17 really trying to manage and optimize the
18 schedule so that it saves energy at the same
19 time.

20 MR. MCENANY: And our goals dovetail with
21 operations. I mean, we really do want
22 people to be comfortable we -- you know, our
23 ultimate goal is to not use anything when
24 people aren't in the space. So that's,
25 instill it down to the simplest of facts; if

1 no one is in the space, we don't want to be
2 using energy, so...

3 DR. MCKAY: And part of it is, you know, it's
4 behavioral changes. You know, for example
5 for the summer schedule what we have is a
6 smaller proportion of students. We try to
7 put the students into the largest building
8 on the campus to then reduce the carbon
9 footprint and then maximize our savings on
10 buildings that are not being occupied. When
11 it comes to holidays or when we have to have
12 a reduced staff, we try to centralize where
13 they are going to be located and then take
14 others off the grid.

15 In my office, I walk in at 8:00
16 o'clock in the morning, 9:00 o'clock, you
17 know, and I realize that they can control my
18 building remotely over a laptop. So,
19 there's no sense of trying to move the meter
20 in your office, it wouldn't work because
21 they would turn it down. And that impacts
22 the savings we're looking at here.

23 So when folks will go into
24 individual classrooms and try to go up and
25 down and up and down, it doesn't work that

1 way. Because they have studied exactly the
2 footprint that Steve and Nephtali have done
3 with Schedule 25 I believe you call that
4 thing.

5 And then the look to the see who
6 is going to be where and what. So they
7 maximize that remotely. So they are not
8 driving up and down the LIE to get to
9 buildings. They already have that in a
10 laptop so they can look to see exactly well,
11 what's the usage? Who is where? And they
12 control it from there remotely, right?

13 If there's a big meeting that
14 has, I don't know, 500 people in that
15 meeting and the room is a little bit warm, a
16 phone call to them and they can modify that
17 right there off their laptops. So it's a
18 great program. I believe we're the leaders
19 in the State in regards to this. And others
20 are now looking at how we are doing it.

21 So I want to again commend Randy
22 and the entire team for bringing that vision
23 to Suffolk and to our local team that's
24 here. I want to give you another round of
25 applause again. Well done.

1 TRUSTEE NORTH: I want to thank Mr. Palumbo and
2 the team for all the savings have been
3 great. And to see more savings going on and
4 save the College money.

5 VICE CHAIR MORGO: Yes, I want to pick up on that,
6 too. Because, as you said, this is right
7 off our operating budget. And we are often
8 asked by the legislators and the County
9 Executive and -- asked is probably the wrong
10 verb. We're told that you have to tighten
11 your belts and have economies. Well, this
12 is an outstanding economy and I hope it's
13 being communicated. Just one question,
14 Cenergistic, what was the term of the
15 contract.

16 MR. PALUMBO: It's a five year contract. It
17 started August 2014. And so I think maybe
18 Randy or Matt can speak to this, but the
19 relationship that we have with Cenergistic
20 will continue beyond that five year term but
21 we stop sharing in the cost savings at that
22 point. That's one of the attractive things
23 about this company that we like.

24 VICE CHAIR MORGO: Say that again.

25 MR. PALUMBO: So the relationship will continue

1 beyond the contract expiration but we don't
2 have to share in the savings.

3 DR. MCKAY: Let me get on the record for
4 that, though. I'm still the president but I
5 report to a Board. Let me just say this,
6 though, that this is an evaluative process
7 that we will come back to the Board and give
8 you an opportunity to see where the program
9 is going and then at least you direct us
10 accordingly as to what you expect of a
11 program like this.

12 It's a matter of now in the
13 behavioral stages. So we may see a
14 significant shift as folks get accustomed to
15 this now. Because the State set the
16 standard, for example, air conditioning
17 should be set at 74 degrees across in
18 buildings. And they are times we go up and
19 down and up and down and that negates what
20 we are getting here.

21 So by utilizing the team, the
22 team now in essence will the now say to us,
23 you don't need that because the weather on
24 Long Island is different from Upstate and
25 Buffalo or elsewhere. And they can

1 relatedly talk about the dis-aggravation of
2 that information. So that's good for us to
3 do.

4 Now, when it goes beyond the five
5 year contract, by that time I hope we get
6 down to a point where we can see beyond one
7 point five and you can go up to maybe 30
8 percent, no pressure on the team. But
9 that's where we are headed and that's my
10 push. But certainly we will come back to
11 the Board and have the Board guide us
12 accordingly as we go forward.

13 VICE CHAIR MORGO: Chris?

14 TRUSTEE MURRAY: The numbers you are showing, is
15 that net to the College or does -- I assume
16 we're participating in some of the savings
17 as far as the contract. The amount you are
18 showing, is that net to the college or is
19 that --

20 MR. MCENANY: The one --

21 MR. STELLAR: The million dollars is net
22 savings to the College.

23 MR. PALUMBO: So that's taking out their
24 salary, benefits, training conferences, all
25 of that.

1 VICE CHAIR MORGO: Chairwoman Sanders is with us.

2 CHAIR SANDERS: Yes, thank you.

3 VICE CHAIR MORGO: So I would like to turn the Chair
4 over to Chair Sanders.

5 CHAIR SANDERS: I just wanted to just chime in.
6 Dr. McKay had mentioned about moving and
7 when he comes into the office and the remote
8 application. And I just whispered to Gemma,
9 I need that at home so I could control how
10 everybody make adjustments. But all joking
11 aside, is there a residential application
12 for this type of a product? Have you
13 thought about that.

14 DR. HOFF: So our business is -- 95 percent
15 of our revenues are educational based so
16 we're looking for the large educational
17 institutions to work with. And a few
18 hospitals and other places. I think that
19 absolutely, we believe in outreach to the
20 students. They should be taking that home
21 and training their family and teaching their
22 family and taking these same habits they are
23 learning at the college back home. We
24 absolutely encourage that. I think that is
25 happening, too.

1 CHAIR SANDERS: Thank you.

2 VICE CHAIR MORGO: Okay. Thank you very much.

3 We left off at the Chair's report.

4 CHAIR SANDERS: Okay. Thank you, everyone, for
5 your patience this morning. You know, we
6 all have day jobs. So my day job called me
7 this morning and I really had to report. So
8 we will move to the Foundation report.

9 MS. DIAZ: Good morning, madame Chair.

10 CHAIR SANDERS: Good morning.

11 MS. DIAZ: Sylvia Diaz, the Director of the
12 Foundation. First of all, I want to thank
13 everyone for your support last month at our
14 annual gala. It was a huge success. Of
15 course, our honoree Randy Weingarten drew
16 from the labor community. We had a
17 wonderful presence of our labor partners.
18 So it was a truly successful event. In
19 addition to that of course, faculty and
20 staff came out in droves to support this,
21 it's of course our signature event of the
22 year. And so we're really, really excited
23 to have that level of support.

24 And also I want to thank this
25 body, the Board of Trustees, for their

1 financial support and for Trustee Canary for
2 his humor and adding a little bit of his --

3 TRUSTEE CANARY: I went rogue.

4 MS. DIAZ: A little bit rogue, tosses aside
5 his talking points. Marylou, sorry. It was
6 terrific. It was a great night. I think
7 the feedback I got was that it was an
8 actually -- people had a really good time.
9 It was fun and obviously a terrific cause.
10 We actually successfully reached our goal
11 thanks to a final push by the foundation
12 board. We were a couple of dollars short of
13 our goal.

14 And Dr. McKay made a challenge to
15 the Foundation Board at last month's meeting
16 and everybody stepped up and they got us to
17 goal. We're still doing post collect, so if
18 you haven't mailed your check, if it's still
19 sitting around, send it in. We'll be
20 collecting through the end of the fiscal
21 year for that event.

22 And, again, I want to thank the
23 College community, this body, members of the
24 Board who came and supported us, really
25 really exciting night. Additionally, Im'

1 happy, very, very excited to announce that
2 on August 21 we will be holding our 34th
3 Annual Golf Outing, terrific, right? Yeah,
4 it's amazing.

5 And truly this year in particular
6 we're excited to be able to be recognizing
7 two wonderful individuals who have
8 contributed greatly to this College and this
9 community, the two honorees are Michael J.
10 Grant, who of course is our Foundation Board
11 Chair and our own winningest coach, Kevin
12 Foley.

13 And of course the Foley Family
14 Foundation scholarship will also be
15 acknowledged at that event. We're excited
16 to have these two gentleman back together
17 again. These are families that have been in
18 Suffolk County for decades. Their fathers
19 contributed to the County through their
20 connection to County government. They
21 served on the County Legislature at the same
22 time.

23 So it's wonderful to bring these
24 two families back together and, of course,
25 our coach Kevin Foley, who we kicked off his

1 scholarship fund last year, a little bit
2 over a year ago. And we're raising money to
3 endow that scholarship. And that's, of
4 course, part of this.

5 So August 21st at the Hamlet in
6 Commack, we hope to see you there. If you
7 are not a golfer, no excuse. Come to the
8 dinner, it's going to be spectacular. We're
9 very, very excited about it. Thank you very
10 much. Dr. McKay.

11 DR. MCKAY: Sylvia, before you move forward,
12 could you update the Board? Now we have
13 been very silent in our capital campaign --
14 not our capital campaign but our campaign in
15 general to raise \$7 million for, you know,
16 the College. As you know, a separate
17 501(c)(3) but they do support scholarships
18 and they support faculty endeavors of the
19 College. And of the \$7 million, publicly
20 for the first time and we have said it
21 before, but publicly, Sylvia, can you tell
22 us where we are and how we are going to get
23 to the end of the year do close out that
24 campaign. That's your challenge.

25 MS. DIAZ: Absolutely, absolutely,

1 Dr. McKay --

2 CHAIR SANDERS: No pressure.

3 MS. DIAZ: No, no pressure whatsoever. We
4 have been working very, very hard, very
5 diligently, we are just over six point two
6 million dollars which is fantastic. So if
7 someone wants to write a check for \$798,000,
8 feel free. We're working very, very
9 diligently and pacing very well to the
10 closure of that campaign.

11 Dr. McKay, when you stepped out,
12 I mentioned your challenge to the Foundation
13 Board ot get us over the top with the Gala.
14 It's those types of challenges that I think
15 we are looking for. This college community
16 believes in the mission of this Foundation,
17 which is a powerful mission. It's
18 transforming lives. We have seen a 50
19 percent uptick in the applications for
20 scholarships as a result of the work we have
21 done with academic work with Dr. Adams' team
22 and getting the word out about these
23 scholarships, it's tremendous.

24 There's a tremendous need, an
25 increasing need. We have had some exciting

1 things happen. I know Marylou is working on
2 some reporting on that, the word is getting
3 out to you guys soon. But really wonderful
4 stories that have emerged as a result of
5 these efforts that have transformed the
6 lives of these students.

7 A number of funds that we develop
8 are undocumented students. Really, you
9 know, terrific, life changing circumstances
10 that result as as a result of this work.
11 So, you know, the mission is a wonderful
12 mission. It's important. Of course,
13 hitting the goal is important. But you have
14 to remember what that money actually does
15 when it gets in the hands of our students,
16 so.

17 But thanks for mentioning that
18 again. And yes, we will get there. We will
19 get there. So thank you. Any other
20 questions? Checkbooks? And is it only me
21 that it's warm in here but -- remote
22 control.

23 CHAIR SANDERS: Thank you very much, Sylvia. I'm
24 going to the Chair's report and my report
25 will be brief. There's a lot going on in

1 you know, national, international politics
2 which kind of always makes us have a shift
3 at home and it makes you really focus in on
4 what's important. And, you know, education
5 is always a stabilizing effect.

6 Our colleges and universities are
7 always just the brainchild for teaching
8 people how to behave in crazy times. And we
9 have a very important role as a college and
10 a university. So I applaud Dr. McKay's
11 faculty and staff and everybody that's day
12 to day touching students. Because we're
13 living in some crazy times right now.

14 What's taking up a lot of our
15 time recently on a local level has been our
16 budget negotiations. And we have been
17 shifting, moving, kind of just making sure
18 we keep up with keeping tuition affordable
19 for our students. It has been challenging
20 when all the other challenges, financial
21 challenges with our sponsor, you know State,
22 shifts and adjustment. And we have had to
23 kind of go with it and at the same time keep
24 tuition affordable. So it's been -- it's
25 taken up a lot of our time over the last

1 couple of weeks. And I have to credit our
2 chair of the Budget and Finance Committee,
3 Jim Morgo, who has kept us informed and
4 engaged.

5 It's a very transparent process.
6 It's not always easy because it's a lot of
7 moving parts and a lot of chiefs. But I
8 think we did well. We're holding our own
9 and we just got to keep moving, moving
10 forward to seep tuition affordable.

11 Thank you, Sylvia, for your
12 report on the Gala. Unfortunately I could
13 not be there this year. But I did hear that
14 Gordon Canary went off script totally and
15 Marylou was shaking. But I understand that
16 it all went well.

17 MS. ARANEO: For the record, he did eventually
18 read and go.

19 CHAIR SANDERS: But I heard it was entertaining.
20 And that's how we are supposed to do it.
21 We get to these events, we should be able to
22 relax and really enjoy each other and for a
23 good cause. When you look out from the
24 stage at graduation, and that's always like
25 such a picture. You all know I love taking

1 pictures and posting them. But when you
2 look at that and you see those families and
3 how we have impacted, maybe the next couple
4 of generations within the family, it's an
5 exciting thing to be part of this team.

6 So graduation is exciting. The
7 scholarships that we give to the kids are
8 empowering and life changing and very
9 exciting to hear those stories at
10 graduation. And those students speakers, I
11 tell you, they were so -- I think everybody
12 was crying even some of the men that tried
13 to be hard, I saw some tears coming down.

14 You couldn't help but feel
15 emotional and you reconnected to why we're
16 all here. So I want to congratulate. I see
17 a couple of students that are here, incoming
18 trustee Jerome. I saw you yesterday at the
19 AG presentation. We do some great things in
20 the community. And that was a great
21 workshop.

22 I see a couple of graduates of
23 other students in the back. Thank you very
24 much for trusting us with your lives.
25 That's what we're doing, we really do

1 appreciate that.

2 Jim, I don't know if -- he's very
3 humble but he looked up when I said his
4 name. Jim did receive the LIA Award. I
5 don't know if any of you heard about the
6 award. It was -- it's a big thing. When
7 you mention Jim's name in the community,
8 he's been around so many different systems.
9 But I heard this award was called the old
10 guy award. Was that a joke?

11 VICE CHAIR MORGO: That's what I called it.

12 CHAIR SANDERS: Oh, that's what you called it.
13 Oh, okay. I heard that and I was like they
14 didn't really call it that. But Jim has
15 made a huge impact and even the other day at
16 the LIHP luncheon they were calling your
17 name because you had not missed a board
18 meeting in what, 24 years?

19 VICE CHAIR MORGO: Yes.

20 CHAIR SANDERS: So it's great to have a servant
21 and to work with you on this team at
22 Suffolk. So thank you very much. That
23 concludes my report.

24 I'd like to move to the
25 President's report, Dr. McKay.

1 DR. MCKAY: The President's report, we had
2 the Cenergistic part of my report. But I
3 must say that we had what was I think a
4 seminal moment for Long Island. If you
5 haven't seen it yet, but we had the cyber
6 security conference at the Brentwood Campus.
7 Well attended by a number of major major
8 corporations, institutions, higher education
9 folks, bank, healthcare, you name it.

10 The Vice President of Northwell
11 Health that oversees all of cyber, all of
12 technology IT was there. So for the folks
13 that are on the staff here at the College, I
14 want to thank them again for putting Suffolk
15 County Community College at the forefront of
16 this dialogue and this discussion.

17 The Honorable Barboni, we talked
18 afterwards. And he offered his support to
19 the institution and referred us to DHS,
20 Department of Homeland Security in regards
21 to certifications. And what we have seen
22 also is that -- my Chief of Staff is saying
23 sent it around. What we have seen also is
24 there's a request for more conversations in
25 this arena by a number of different

1 industries.

2 What we have learned also that --
3 I believe it was they mentioned it was
4 Target that got hacked through an automated
5 system that controlled HVAC and went all the
6 way down through accessing points because
7 someone stored a password on something that
8 we wouldn't think about. And then that
9 infiltrated the entire system. He also
10 mentioned that if we think about shopping on
11 line is a problem, shopping face to face is
12 also a problem. It's how you protect the
13 information that you have.

14 And I know, you know, our own
15 trustee had his members of their firm that
16 attended and had, you know, a table to talk
17 about on the legal side how you protect
18 yourself. So, you got healthcare, you got
19 law, you got SCPD was in attendance. So we
20 have a whole listing of firms. And the
21 great thing for us is that we did not know
22 what we did not know. And when we thought
23 we were protected, I have Shadi sitting very
24 quietly, but this Board passed a policy that
25 what we heard at the conference was, it's an

1 insurance policy against hacking.

2 And we passed that several months
3 ago. And Shadi was the one who brought that
4 to our attention. I didn't know we needed
5 that. I thought we had indemnity from
6 certain things. But that, we didn't have
7 the policy. And I want to thank this Board
8 for passing that. Now that's a part of what
9 we do going forward. In this budget
10 presentation that you have done some
11 transfers, we have also beefed up on our
12 security systems.

13 As you can tell, it is a system
14 that continues to evolve and we're going to
15 have to stay on top of that. I know Shadi
16 is look at expanding how we cover ourselves.
17 And this is a night and day thing. One of
18 it was really interesting. I got an e-mail
19 saying that I needed to transfer so much
20 money and it came from supposedly Gail to
21 me.

22 And we don't operate like that,
23 you know, so very quickly I copied all the
24 principals on my team. And then we realized
25 that look, what you said is true, it

1 happened to me, too. So had I clicked the
2 link and said go ahead and transfer, the
3 whole system would have crumbled.

4 So, again, they look at the
5 organization and who is at the top and who
6 is at the head and then they work their way
7 down through the system. So we are
8 continually tapped but we are more mindful.
9 The one thing I said to Shadi and others is
10 that as we hire new people to the College,
11 as we hire adjuncts to the College, they too
12 need to be continually informed of what not
13 to do.

14 But on the other side is what to
15 do. So you can't say not, not, not without
16 giving them an opportunity to grow within
17 the environment that we exist in. Also, I
18 did mention before with Trustee North and
19 with the new incoming Trustee, we're in
20 different timeline now where students are
21 reacting differently in regards to their
22 expectations. They are more technologically
23 savvy now so we're going to have to
24 communicate with them differently.

25 That's why Drew and Chris and

1 their team are now looking at ways to get
2 apps, folks can now just tap on an app and
3 get access to information.

4 Because no more are they going to
5 go to a website to find things, they want it
6 on their phones. Apps now. We're doing
7 enrollment that way and we got to protect
8 our students that way and that's why Shadi
9 now when we got the new budget approved, now
10 we have to address students differently and
11 encrypt things differently. So that's a
12 continual work for us.

13 I also want to say when it comes
14 to our facilities, we don't often mention,
15 there's a group of folks that work in the
16 basement of the NFL building. You don't
17 ever see them, .

18 TRUSTEE CANARY: Black ops?

19 CHAIR SANDERS: Maybe you should clear that up.

20 DR. MCKAY: No, no, point of clarification.
21 You don't want to see them. But those are
22 our engineers, our architects. Those are
23 the guys -- they are down there in that
24 basement and they work continuously. And
25 they go out to the field sites. And then

1 they report to Lou. But, again, when you
2 look at a three or four page report of all
3 the work that they do as a matter of public
4 record, I really want to recognize them.
5 From Paul and John DiMaio and the entire
6 time. I know, Brian you worked with them
7 for a while.

8 But certainly, the amount the
9 project we have at this College in regards
10 to refurbishment, restoration, asbestos
11 abatement, you name it, these are the folks
12 that really make this happen for the
13 College. And they don't often get talked
14 about because when we come in the air is
15 going well and all of that. But you don't
16 hear from that group. So publicly I want to
17 say on the record that we should thank them
18 when we see them around the College, that we
19 thank them for their service. That's my
20 report.

21 TRUSTEE MURRAY: I would just like to say I
22 commend the College, cyber security is
23 obviously an issue that is growing.
24 Potential liabilities are horrendous for
25 entities such as a community college,

1 hospital and things like that. And it's
2 really kind of cutting edge of what's going
3 to on not only from a legal point of view.
4 So I commend the program that we started.

5 PRESIDENT MCKAY: On that note, we had the REDC
6 meeting yesterday. Carol and I were there.
7 And a huge part of that is exactly that.
8 The institutions of higher education, no one
9 is training at the community college sector,
10 the skills based sector, they are at a
11 Master's degree or higher. But no one below
12 that is training.

13 So we realize that we have
14 entered into a gap. And, Trustee Lopresti,
15 Gemma was there yesterday. And you heard
16 that in the meeting as well. But the demand
17 now is focused on the community college and
18 what we are going to do to help. But then
19 at the meeting we keep hearing the word
20 university, university, university,
21 university versus we were in the same room
22 and I was cochair of the meeting.

23 So part of it now goes back to
24 again, where is law, where is healthcare,
25 where is IT, IS, technology portion? Where

1 is labor? So we have not had that dialogue
2 before but for this conference. Now we
3 realize now where we need to go. We've
4 asked the attendees to tell us whether or
5 not your companies are, in fact, protecting
6 yourself. Are you aware? And we got all
7 the results on the survey which we have not
8 released yet.

9 But part of it for us is where do
10 we go next and how do we engage. And the
11 one thing when we dealt with Shadi, which
12 was the liability and culpability, which is
13 what our trustee just mentioned, is an area
14 that we did not look at before. So now we
15 have continue to convene and build a program
16 and then to get to the certificates to
17 address that issue. So thank you.

18 CHAIR SANDERS: Yes, this is such an area. I
19 mean, because it's -- you're vulnerable
20 because individuals do stuff and sometimes
21 they are not even aware that they are doing
22 anything wrong. So we have to some
23 challenges. Do you have a vision for
24 something that students as part of
25 orientation that we build into the

1 orientation process?

2 DR. MCKAY: That also was another discussion
3 we had at the meeting yesterday where
4 students may want to just click and not know
5 what they are clicking, opens up. So then
6 that goes back to the firewalls and that
7 goes back to -- not even the firewall can
8 block you now. So it's an emerging issue
9 for us. And, you know, without saying what
10 we are doing, we are --

11 CHAIR SANDERS: You're working on it?

12 DR. MCKAY: Yes.

13 CHAIR SANDERS: Got you.

14 MS. DELEON-LOPRESTI: I want to add to that,
15 students -- our kids did know how to use
16 computers but they don't know how they work.
17 And I think what was also interesting that
18 ties into -- sometimes the frustration of
19 organized labor when we talk about
20 attracting high-tech jobs to our region, is,
21 as you said, it's higher education and at
22 the Masters level. But yet when you talk to
23 employers, the need is much greater for
24 entry level type work in technology and
25 pharmaceutical and healthcare.

1 And so yesterday was enlightening
2 and there's an opportunity for this college
3 and other community colleges to work to
4 reeducate people who have been dislocated or
5 students that want to get into fields where
6 maybe they are not prepared to go as far as
7 a Masters level for many reasons. But they
8 talked about apprenticeship programs. And I
9 think it's a tremendous opportunity to fill
10 a real need, especially for this region.

11 CHAIR SANDERS: Gordon?

12 TRUSTEE CANARY: Again, great that the cyber --
13 sorry I couldn't make it. I really wanted
14 to try to get to that but I got jammed up at
15 work. But, again, congratulations. As you
16 said, really groundbreaking to have that
17 level of sophisticated conference on the
18 campus, so congratulations on that. You
19 know, the cyber thieves are so intelligent
20 and nefarious and I mean, they are just
21 working around the clock. No matter how
22 many firewalls you put out there and how
23 many security blockages you put on your
24 systems --

25 And just last week -- we have a

1 very good IT team in the New York State
2 Senate. And something got through our
3 firewall. And I had enough wherewithal to
4 know, Oh, I'm not clicking on this. And I
5 immediately called my IT people and they
6 said, Oh, do not click on that, you know.

7 And I had to forward it to them
8 to report it to them. So even with the
9 hardest firewalls that are out there, these
10 guys are unbelievable of how they can get
11 around everything. And damn it, I do not
12 want Vladimir Putin and the KGB changing
13 student grades at Suffolk Community College.

14 DR. MCKAY: For the record, that's not on the
15 record. That's off the record.

16 CHAIR SANDERS: Yes. Thank you.

17 DR. MCKAY: Because they are going to try.

18 CHAIR SANDERS: We have got a long road with this
19 cyber security. So a lot to wrap our heads
20 around.

21 Moving to roundtable? Any
22 roundtable items? [NO RESPONSE]. No?

23 Okay. Well, we'll do the
24 photo-ops right at the end. Then there is
25 also the election of officers for the Board

1 of Trustees. We're introducing the slate
2 today and the election will take place at
3 next month's meeting. So I will turn it
4 over to Trustee Gemma.

5 MS. DELEON-LOPRESTI: Chair Sanders, I have a
6 recommendation for a slate of officers. I
7 would like to recommend, if the Board would
8 like to entertain, Chair Theresa Sanders and
9 Vice Chair Jim Morgo. And for to fill a
10 vacancy of secretary, Trustee Gordon Canary.

11 CHAIR SANDERS: Thank you very much, Gemma. Any
12 discussion? [NO RESPONSE]. Okay, so at
13 this point we're going to entertain a motion
14 to accept the slate?

15 MR. PETRIZZO: You can make a motion to elect
16 those members.

17 CHAIR SANDERS: Oh, we don't have to wait? Oh,
18 okay, there's no challenges so we're going
19 to move right to the election.

20 TRUSTEE CANARY: What's the salary level?

21 CHAIR SANDERS: Zero zero.

22 VICE CHAIR MORGO: We'll double it.

23 MR. PETRIZZO: Double Bryan's.

24 CHAIR SANDERS: May I have a motion.

25 TRUSTEE NORTH: Motion.

1 CHAIR SANDERS: Christopher North.
2 Second?
3 TRUSTEE LILLY: Second.
4 CHAIR SANDERS: Trustee Lilly.
5 All in favor?
6 Any opposed?
7 [WHEREUPON THE MOTION MADE AND SECONDED WAS
8 VOTED ON AND CARRIED.]
9 CHAIR SANDERS: Thank you all.
10 DR. MCKAY: Congratulations.
11 TRUSTEE CANARY: Trustee Lilly, thank you for your
12 years of service as secretary, outstanding
13 job. I have big shoes to fill
14 TRUSTEE LILLY: Yeah sure.
15 CHAIR SANDERS: Thank you very much, Trustee
16 Lilly.
17 I would like to request a motion
18 to adjourn this meeting.
19 VICE CHAIR MORGO: So moved.
20 TRUSTEE NORTH: Second.
21 CHAIR SANDERS: All in favor?
22 [WHEREUPON THE MOTION MADE AND SECONDED WAS
23 VOTED ON AND CARRIED. THE MEETING OF THE
24 BOARD OF TRUSTEES WAS ADJOURNED BY THE
25 CHAIRPERSON, THERESA SANDERS, AT 11:43

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A.M.] .

Thank you very much again.

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