

APPROVED MINUTES OF INFORMATION SESSION OF THE BOARD OF TRUSTEES OF THE COMMUNITY
COLLEGE DISTRICT OF THE COUNTY OF MACOMB

An open information session of the Board of Trustees of the Community College District of the County of Macomb was held Wednesday, June 20, 2018 at 6:00 p.m., in Room 109 of the University Center, Professional Development Center, Center Campus, 44575 Garfield Road, Clinton Township, Michigan.

1.0 CALL TO ORDER

The meeting was called to order by Chairperson Haase at 6:00 p.m.

2.0 ROLL CALL

Present: Jennifer Haase, Chairperson
Frank Cusumano, Vice Chairperson
Katherine Lorenzo, Secretary
Kristi Dean, Trustee
Joseph DeSantis, Trustee (arrived at 6:25 p.m.)

Absent: Roseanne DiMaria, Treasurer
Vincent Viviano, Trustee

Also present: James Sawyer, President
Elizabeth Argiri, Vice President, Business
Kevin Chandler, Dean, University Relations
Kimberley Kardos, Administrative Assistant to VP of Human Resources
Sharon Kowal, Executive Administrative Assistant to the President
Deborah Mende, Director, President's Office
Jeffrey Steele, Associate General Counsel, Office of General Counsel
William Tammone, Provost/Vice President, Learning Unit
Jill Thomas-Little, Vice President, Student Services
Casandra Ulbrich, Vice President, College Advancement & Community Relations
Denise Williams, Vice President, Human Resources

3.0 APPROVAL OF AGENDA

MOTION by Lorenzo, supported by Dean, to approve the agenda as presented.

Motion carried.

4.0 AUDIENCE PARTICIPATION

None.

5.0 REVIEW OF AGENDA ITEMS AND MATERIAL

Trustee Lorenzo stated that she and Trustee Dean would like to switch their representation with SEMCOG and MCCA. The trustees agreed that Trustee Lorenzo will serve as the alternate on the MCCA Board and Trustee Dean will represent the Board on SEMCOG.

Dr. Sawyer stated that if the Board agrees with cancelling the July Board meetings a motion is needed to add Item 5.5 Cancellation of the July Board Meetings onto tonight's Regular Meeting agenda.

Dr. Sawyer introduced Kimberley Kardos, Administrative Assistant to the VP of Human Resources who is training to be the backup at Board meetings for Ms. Kowal should the need arise. He also introduced Deb Mende, the new Director in the President's Office, who will be attending Board meetings on a regular basis.

Dr. Sawyer's comments and updates:

The State approved the budget. Macomb received an increase of .8 percent - \$260,400. This is disappointing because Macomb continues to fall behind in funding. For example, Lansing Community College received approximately 1.2 percent. We talk often with our legislators about this disparity of what they are approving, but our ability to affect that is not great. When you speak with our legislators do not hesitate to voice our concerns about the disappointing amount of funding we are receiving.

Capital outlay did not receive funding. We were optimistic as we positioned ourselves number two on the list. However, they did not fund any new community college capital outlay projects. The Advanced Technology Center continues to be our greatest need from a capital perspective. We will revisit this again next year and he envisions it to be the same request. We were more assertive this year, meeting with the Department of Treasury, Management and Budget, getting information and feedback and refining the proposal. We will follow the same process next year in the hopes there will be actual funding.

He and Dr. Ulbrich attended the Mackinac Policy Conference at the end of May. It was a great chance to make different connections and have brief meetings with a number of people. Our big announcement was the Talent Hub project with Wayne State University and the Detroit Regional Chamber. This project is focused on adult learners, including adults with some college but no credentials. From his perspective, he hopes to exercise the reverse transfer process and see if we can bring some of those students back and have them earn a credential and an associate's degree. Wayne State has identified 12,000 people who fall into this category. They are also looking to make financial adjustments for people who owe less than \$1,500. For students who continue to make progress, Wayne is going to start forgiving some of their debt. The project will be unfolding as we go forward.

On June 7th we provided a venue for the republican gubernatorial debate. Three of the four candidates participated. This was a great example of the College providing an opportunity for civic engagement. This was a partisan political event therefore; the Macomb Republican Association had to rent the space from the College. It was however, great for the College to get the visibility of being the site for that event.

Macomb is starting an automotive service tech program for Tesla. There are only three of these programs in the country. Congratulations to our team to be able to lead that program at Macomb. This program also fits nicely with the Center for Advanced Automotive Technology and our leadership in the mobility and autonomous electric vehicle area. It is a credit to our reputation and program that we are able to do that. It is a twelve-week training program with jobs upon completion.

Enrollment is down 3.7 percent for the summer, which is typical of what it was last month. We had forecasted a 3 percent decline so financially there is no great impact. If you recall, in the fall 2017 and winter 2018 terms we were financially ahead because our enrollment was down but we had more out-of-district students so we were better off than we had predicted.

Received notification this week that the trustee proposal for the presentation at the ACCT Leadership Congress was accepted. The conference is in New York City on October 24-27. We will begin preparing the presentation over the next few months.

The renovations program for 2017-2019 is on schedule. The major renovations underway at center campus are E, L and N building. At south campus, it is F and J. The construction world has changed drastically over the past year. In particular, with the rebound of construction in the Metro Detroit area it is difficult to get skilled trade workers. The College feels the impact of that shortage because it contributes to an increase in costs. Another impact on our costs are the potential tariffs on aluminum and steel. We have also had changes in some code requirements that we did not originally anticipate. The scope of the work is changing to meet those needs as well as meet our curriculum and accreditation requirements. In 2015, the renovations for 2017-2019 were proposed and typically, we would plan on an escalation factor of 5 to 8 percent, but now we are witnessing an escalation of 10 to 15 percent on our current prices. As a result, we are going to bring an agenda item to the Board in August or September to modify the renovation costs.

An update to the Office of Retirement Services (ORS) and Senate Bill 888, regarding the issue of students, who are also employees, contributing to the retirement system. While we are happy that the legislation was approved and students will not be required to participate in MSPERS and we won't have to pay retirement for those students going forward, it is unclear what is going to happen with the lookback period. The ORS has initially asked for data from the last four years but the ORS is sending signals that they are going to look back all the way to 2001 and will try to charge the college for penalties and interest for contributions they claim they should have been paid during that period. We have been following the same reporting process for years, as have sixteen of the twenty-eight Michigan community colleges. The ORS did not object to our reporting practice. To come back now and look for a look back period of seventeen years is ridiculous. Ms. Argiri has been communicating with the other college's business officers, most of whom are upset about the stance the ORS appears to be taking. How Macomb and the other colleges respond to this issue is still being decided. Until the ORS comes up with specific guidelines, we do not know the ramifications for us. We intend to fight any assessment of penalties and interest to the best of our ability. Trustee Haase added that over the past few months, she has been on the legislative calls and for the ORS to go back that far on something that was unclear is uncalled for.

In a recent email, Trustee Cusumano shared his concerns about the Title IX policy. Trustee Cusumano asked Mr. Steele to review our current policy relative to it complying with existing laws relating to the due process issue. The Trump Administration has rescinded the "Dear Colleague" letter that served as a basis to help develop the College's existing Title IX policy. Mr. Steele reviewed our policy from that framework and determined our policy is compliant with Department of Education regulations. Our concern with making any changes at this juncture is that the Department of Education has said they are going to come out with some further guidance and to date they have not done so. They have a question and answer document available and again we are compliant with it. Our recommendation, before we make any changes to the policy, since we are compliant with current law, is to wait and see what the Feds do. Therefore, we are not making a change to our policy because when the actual federal guidelines do come out we will be required to change the policy again.

Mr. Steele added that, in his view, the College's current policies are consistent with the most recent "Dear Colleague" letter issued by the Trump Administration as well as the Department of Education's Q&A document. He thinks we are providing the type of process that the Department of Education told us to provide in the interim. Instead of changing our policies now and then potentially having to change them again when the final regulations are released, it makes sense to stay with what we have until we get the new regulations and then determine at that time whether the College's current policies remain consistent with those regulations.

Trustee Cusumano said that irrespective of whatever the "Dear Colleague" letter said or did not say there has been some court activity. There was a *New York Times* article stating that other colleges have been sued for failing to provide Due Process to alleged sexual abusers. One of the things we have to keep in mind is we may be seen as a deep pocket that is easy pickings for certain types of civil rights violations. Not just the free speech, but also civil rights, in regards to due process 1983 actions. Trustee Cusumano thinks the College's current Title IX policy is deficient on its face and he just does not want to wind up being party to litigation and incurring those expenses if this is something that can be reviewed and fixed. He said from the beginning that the policy was deficient and subjecting this institution to litigation.

Trustee Cusumano stated that we should be taking the lead on this. Other community colleges should be asking what Macomb Community College is doing in this area and using our policy as a template for themselves. He thinks that is part of the role of being the number one community college in the State of Michigan. He respectfully disagrees that we should just "wait and see" because we do not know when that is going to occur. If there is no support in reviewing it then he will renew his concerns as more information becomes available. This issue is in the media spotlight now and *The New York Times* is writing articles about it. Back when this all started and he brought it to the Board's attention. There is also a letter that Alan Dershowitz and other Harvard professors signed onto saying that the "Dear Colleague" letter, as propagated by the Obama Administration, flew in the face of everything that they teach their law students about constitutional due process. As time has gone by it has been shown in courts of law that they have the right approach and as he reads our policy, it is deficient.

Mr. Steele stated that he is familiar with those and other recent cases involving students claiming they were expelled without Due Process. First, he knows this does not solve the issue, but that has never happened here. We have not had a situation where we have expelled a student without providing Due Process. Secondly, he suggests that our policy does not really permit the situations alleged in the lawsuits because our policy allows the accused the opportunity to submit a written statement, explain his/her side of the story, and identify witnesses. It is then up to the investigator to look at those facts, interview witnesses, and use all the evidence, including the alleged harasser's version of events, as a basis of making the decision. Thus, unlike some of the cases where schools were sued, the investigator at Macomb will hear from the accused and get both sides of the story.

Third, every case is different. We can make sure in each particular case that individuals are given the process that they are due. Fourth, the College's Title IX policy is designed to protect the College against liability. If there are allegations of sex discrimination or harassment, the Title IX policy requires us to conduct an investigation and try to determine whether it happened and, if so, take reasonable measures to make sure the discrimination or harassment does not recur. There is a separate process for student or employee discipline. If we find during a Title IX investigation that one of our students or staff has violated a policy, we utilize a separate disciplinary process, as necessary. The disciplinary process has an appeal right, which sets us apart from some of the colleges that have been sued for expelling students without process.

Trustee Cusumano said his concern was the idea of confronting a person or having a hearing and that the Title IX coordinator is both the investigator and the fact finder. Dr. Ulbrich stated that is not true. The Title IX coordinator does not investigate the cases. The Title IX coordinator determines if an investigation is needed and then, if so, assigns the matter to someone else to investigate. Trustee Cusumano stated that the accused might not be permitted to confront the witnesses, but might only be permitted to ask questions through an investigator. Dr. Ulbrich responded that we do not allow the respondent to question the complainant directly, but often allow the accused to ask questions and raise issues through the investigator.

Trustee Haase says that would be not conducive of the mission of the College or of our students. This is a different venue than a court of law.

Trustee Cusumano said that is the breaking point, where the issues of civil rights are implicated. Because this is a public institution, it is part of government and certain due process requirements are inherent in our fundamental fairness of our jurisprudence. Trustee Lorenzo asked Trustee Cusumano what he would change. Trustee Cusumano stated that there is no integration of the disciplinary code that does include the right to a hearing and due process considerations and the Title IX policy that has investigators assigned by the Title IX coordinator and that person making findings. He does not think you could find a Title IX violation and not discipline the student.

Dr. Ulbrich said the discipline is based on the severity of the action. Discipline for one student may include Title IX training whereas discipline for another student, based on severity, may include suspension. The only time you would discipline a student is if you found they had violated the Title IX policy.

Trustee Lorenzo asked if Title IX was only for students. Dr. Ulbrich responded that a student could make a complaint against an employee. Trustee Lorenzo asked if a complaint could be employee against employee. Dr. Ulbrich stated that would be a human resources issue, under the Unlawful Harassment policy, not Title IX.

Update on the issue in the Athletic Department. First, there may be members of the community here tonight during audience participation. What is important to note is through the course of the feedback we were required to start a major investigation because of allegations made by a third party. The investigation has been in process for a week and is still not complete. So far, we have found no evidence of criminal activity related to finances. The finance accusation was around poor management of a budget. Nobody said they had been victim of a sexual impropriety. There is an investigation ongoing. The administration intends to report to the Board when the investigation is complete and we determine what, if any, action is appropriate.

6.0 ISSUE AND UPDATES

1. Update on Transfer Initiatives

Dr. Sawyer introduced Mr. Kevin Chandler, Dean, University Relations who gave an update on the College's transfer processes and history.

Trustee Cusumano asked Mr. Chandler about the meaning of his comment regarding the articulation agreements with Lawrence Tech. Mr. Chandler responded that Lawrence Tech had not previously been very interested in articulation agreements with Macomb. The last time we had an articulation agreement with Lawrence Tech was about six or seven years ago. Trustee Cusumano asked if the agreement expired. Mr. Chandler said yes, when they expire and if they are not renewed they are usually not revisited. Trustee Cusumano said then there have been no students accessing Lawrence Tech through this institution through an articulation agreement. Mr. Chandler confirmed that.

Trustee Cusumano said he understood that U of M has been cool to any type of agreement. Trustee Cusumano then asked Mr. Chandler to describe what communication has existed between University of Michigan Ann Arbor and Macomb Community College. Mr. Chandler said the University of Michigan Ann Arbor was recently here visiting about the MiCUP Grant. They have worked closely with Washtenaw and have been MiCUP partners for six years. However, this is the second round of the grant and although they will continue their relationship with Washtenaw, U of M wants to explore opportunities with other colleges including Macomb.

Mr. Chandler continued by noting that Macomb has created an articulation agreement with University of Michigan-Dearborn in Business. That allows the student to complete the associate's degree in General Management at Macomb and take additional courses that meet the MTA and then transfer to University of Michigan-Dearborn.

Trustee Cusumano asked if the University of Michigan would have a physical presence at the University Center. Mr. Chandler replied that is what we are hoping, but not yet.

Trustee Cusumano asked if the MSU PA program would be spring boarded off the osteopathic medicine degree. Mr. Chandler responded it would be housed under the same arena. It is a 27-month program.

Trustee Dean said that it is an exciting opportunity for Macomb. Mr. Chandler thanked her.

2. Connect Magazine Update

Dr. Ulbrich provided a brief update on the results of our first *Connect* magazine.

The Macomb Center for the Performing Arts:

Tracked tickets sales for the two weeks before the magazine went out, the week it hit, and the week after:

- Two weeks previous: Averaging 300 tickets per week, roughly \$12,000.
- The week it hit: Number jumped to 450 tickets per week, about \$16,000.
- The week following: Sold 715 tickets or \$31,000.

Workforce and Continuing Education:

During the period of July 1, 2017 through May 30, 2018, there was a slight decline in duplicated enrollment, but an increase in the number of sections taught and in the number of full sections.

In 2017 - 472 sections, 38 full, 6,010 duplicated enrollment students.
In 2018 - 505 sections, 52 full, 5,735 duplicated enrollment students.

Number of sections: 7% increase
Number of full sections: 27% increase
Enrollment: 5% decrease

For classes starting after July 1, there was a 13 percent decrease in enrollment. Before thinking the decrease is related to the magazine, it is hard to do a comparison with workforce and continuing education because payment is due at the time of registration. People can register all the way up to the day of the class, which is the end of August. It is hard to compare these two together. In addition, based on demand, additional sections may be added throughout the term and numbers could change going forward.

Ultimately, there was not a major decline in enrollment and we have heard many positive responses. Dr. Ulbrich said that workforce and continuing education, as far as we can tell, are very interested in continuing with the concept. Some of the ideas we have to help increase enrollment is to do more targeted communication in addition to the magazine. We did some of that last time but we will do more as we move forward

Dr. Ulbrich stated that overall there has been a positive response to the magazine so it is something we definitely want to continue. We are in the process of producing the second one right now and expect it to go out in July.

Trustee Dean said the workforce and continuing education classes are in the back of the magazine, has placement of that been talked about? Dr. Ulbrich stated that we have not talked about placement but it is included on the cover page. She thinks moving it from the back may be a little confusing, because then we are separating content, which may not work well either. For now, she thinks we should keep it where it is. We have talked about different labeling, color-coding the edge of the paper based on the type of program, so people can easily flip through it. Trustee Dean said the workforce and continuing education magazine was exclusively them and now it is within another magazine. Dr. Ulbrich said but by being part of the magazine, they are reaching more households than when they were doing the separate magazine.

Trustee Cusumano asked what the total distribution was. Dr. Ulbrich said she believes it was close to 400,000. Trustee Cusumano asked what budgets are being used to pay for the magazine. Dr. Ulbrich responded that it is a mixture of budgets. We are using the print budget that was devoted to workforce and continuing education as well as the print budget from the Lorenzo Cultural Center and Macomb Center. Because we are replacing their former print materials they are assuming the cost, but the cost is actually less. However, the majority of the cost savings are in postage but there is a slight savings in printing.

Trustee Cusumano asked if it is neutral. Dr. Ulbrich said yes, they are not being charged more than they were ever charged in the past.

3. Criteria for Sharing Information with Trustees

Dr. Sawyer said there have been recent conversations about the criteria for sharing information with the Board. About a month ago, we shared some rough language with you and received your feedback. (Hands out document.) We have a revised statement and our intent is to include this language in an administrative policy. As president, he has tried to be very assertive with sharing information with the trustees. When a situation falls into a category of a potential public relations issue or a litigation issue, he has tried to give the Board notice that there could be something brewing. This language is formalizing the process that has been in place for the past year.

Trustee Haase commented that she likes the language because it is very specific. She thinks it addresses some of the concerns that Trustee Lorenzo had about having a document in print.

Trustee Lorenzo stated that she likes the language and thinks it is very appropriate. She would like to have something in there that talks specifically to sexual harassment/assault/sexual discrimination/sexual retaliation any kind of workforce retaliation or harmful work environment. She is not concerned with students so much as she is with employees. Because as a Board we have an obligation to protect our own employees, our guests and our students. She wants the Board to be notified whenever there is a sexual complaint. She does not want to have anything to do with managing it; she just wants to know that it is there. With all due respect, "The Administration will inform the Board of matters it believes require"... well we know what happened last time. She does not ever want to see that happen again. That is her concern. She would just like to be apprised of it. She does not want to micromanage; she is talking about leadership responsibility.

Trustee Cusumano said it leaves the discretion in the Office of the President. It is all subjective to what the Administration believes. The reason we put policies in place is so the institution itself has guidelines and rules and defines the contours of what the responsibilities of the Board of Trustees is – which is the governing body of this institution. He thinks the comments made by

Trustee Lorenzo are appropriate. There should be some bright lines that we should have the information under all circumstances. Now what those are is something that should be the subject of further discussion.

Dr. Sawyer said we will take that under advisement and come back with different language.

4. MCCA Dues and Appointments

The MCCA Dues and Appointments have already been addressed.

5. South Campus Meetings 2018

Dr. Sawyer stated that due to the renovations in J building displacing things in K building, the May meetings were set up by splitting Room 301. It was not a very good set up. It was hard to hear at the table as well as in the audience. After a thorough search of south campus, we could not find any good alternatives. Our recommendation is to move the balance of the 2018 meetings to center campus.

Trustee DeSantis asked if S building still had chairs and a stage. Dr. Sawyer responded yes, but the auditorium is in rough shape and there is not a good location nearby for the information session.

6. July Meeting

It was agreed upon by the Board of Trustees to cancel the July 18, 2018 Board of Trustee meetings.

7. President Sawyer Contract

Dr. Sawyer said his contract has a wage increase of COLA, which was 2.07 percent this past year. He feels it is more appropriate for him to take a 1.5 percent increase consistent with the other NBUs and the original guidance of the Board. He said that he has asked Chairperson Haase to approve his request. Additionally, his contract requires an annual review. He talked to Chairperson Haase about that as well and he plans to present his self-evaluation to the Trustees during the closed session at the August Board meeting.

Trustee Cusumano asked if the request to change his contract requires a resolution. Dr. Sawyer said he is amending his contract; it is an exception for this year. Trustee Lorenzo asked what the original amount in his contract was. Dr. Sawyer said it is the COLA rate and Ms. Argiri reports that would have been 2.07 percent. Trustee Cusumano says you are willing to take a voluntary reduction of approximately ½ percent. Does the Board need a resolution to accept that concession for one year? Ms. Argiri said at the time we had wage freezes, President Jacobs had forgone the annual increases in his contract. She does not think there was a resolution. She believes it just was reported to the Board. Mr. Steele added that he thinks that is appropriate because Dr. Sawyer is accepting less than the contract says he is due. Dr. Sawyer said he sent an email to Chairperson Haase with his request.

Trustee Cusumano said we just talked about the *Connect* magazine and how effectiveness is being measured; is there a way that we are measuring the effectiveness of the media buying and placement services for \$480,200. In other words is there any way of knowing whether we are getting more or less year to year for that same expenditure. Dr. Ulbrich replied yes, we track metrics on a monthly basis with our paid advertising. We track impressions, how many people go to the website, how long they stay on the website, how many people click through to the Apply Now page as a result of being on the website. We also track through what the cost of the click-throughs are – the more people that click-through the cheaper the cost of the advertising – we are always comparing that.

Dr. Ulbrich continued that if we are finding that one piece of information is not working well we will switch it up. Trustee Cusumano said he sees many Macomb Community College advertisements on buses and billboards. Dr. Ulbrich said for those we track the number of impressions. On occasion, we create landing pages so we can track the people who are seeing those advertisements and then going to the landing page. There are ways we can identify metrics related to those. Many times, if it is a billboard or a bus, that is more for branding than it is a specific call to action; that is reinforcing the brand and the College.

Trustee Cusumano said the price of everything seems to be going up and the Board has approved \$480,200 for the past five years. How do we know that is the appropriate amount – should it be more, or less or just hold steady. Dr. Ulbrich responded that we identify what we have to spend and that is what we devote specifically to paid advertising. We do change it up – some years we may do more digital advertising, some years we might do an extra billboard. Just because we spend that amount of money doesn't mean we spend it exactly the same every year. We spend it based on what the needs of the College might be for that year.

Trustee Cusumano said he thought we used Hocking Media. Dr. Ulbrich said Hocking Media was bought last year by SMZ. Because of that, we did go out for bid with our media buying services, SMZ through Hocking Media was still a very good value, and we have such a good relationship with them the Board approved us to stay with SMZ. Trustee Cusumano asked Dr. Ulbrich to explain how the purchasing policy was followed or not followed. In other words did you say this is what we are getting, or is our advertising strategy so unique, we really cannot expect other competitors to bid. Dr. Ulbrich responded that we had a few bids. The RFP asked for a media buying service and a service that was capable of buying television, radio, digital, outdoor and we did have a few responses. The reality is media buying has a set price, there is a commission fee and it really doesn't change that much from one entity to another. We didn't expect there to be a lot of swings in costs but what we did find was a lot of the companies that bid had additional costs related, per hour fees, etc. which made SMZ a good value because they don't charge us that.

Trustee DeSantis asked if the results of the millage were certified and delivered to the Secretary of the Board. Ms. Argiri confirmed we have received the results and certification by the Clerk. Dr. Sawyer stated we have not shared them with the Secretary of the Board but will do so.

Trustee Cusumano asked if there is any reason why the Director of Center for Innovation and Entrepreneurship (CIE) is temporary. Dr. Sawyer stated that position has been temporary all along. That is a position we are funding from the CIE and we are still vetting out whether to eventually roll into the general fund. We have been using strategic funds to help pay for the position. The previous Director, Stacey Frankovich, recently left. This was also the position that was managing the Innovation Fund. While we are not offering any new funds from the Innovation Fund, there is a management aspect that goes with the funds that were already dispersed, there are milestones the companies have and there are paybacks the companies are due. That process needs to continue. Right now, we are not ready to make this a permanent position.

Trustee Cusumano said as he understood it, it was going to be stand alone, self-sufficient. Dr. Sawyer replied that we have a pool of strategic funds that we use for different initiatives at the College. We have additional funds in the Innovation Fund right now that are under the control of the Foundation Board. Our intent is for the Foundation Board to allocate those funds to support the position, the management for the CIE. The Foundation Board has not taken that action yet. Trustee Cusumano stated so this position is being funded by strategic funds that are part of the College's budget. Dr. Sawyer replied correct. Trustee Cusumano asked if there are any other positions that are similarly funded. Dr. Sawyer said we have one other position, Charles Muwonge, Director of Special Projects in Student Services. Trustee Cusumano asked if Mr. Muwonge is still temporary. Ms. Williams said yes.

Trustee DeSantis asked if the RFP for the media buying and placement had something to the fact that in addition to the \$480,200, that they are also allowed to get commissions back from where they placed them. Dr. Ulbrich replied that the standard commission is between 10 and 15 percent depending on where they purchase the media. There is nothing in the RFP related to them also getting a kickback from the media. Trustee DeSantis asked if the RFP had anything in it that precluded them from getting something. The larger the commission the more you are going to be pushed into what to buy. He would like to know roughly how much our dollars are getting. Dr. Ulbrich responded the buyer comes to us with recommendations but ultimately we are the ones who direct where the media buys take place. By using a buyer, the cost of our media is reduced and we get additional media for what we are paying.

7.0 Closed Session

MOTION by Cusumano supported by Dean to move into Closed Session to discuss collective bargaining negotiations.

ROLL CALL VOTE:

Ayes: Cusumano, Dean, DeSantis, Lorenzo, Haase

Nays:

Absent: DiMaria, Viviano

RECESS

The meeting recessed at 7:20 p.m.

RECONVENE

The meeting reconvened at 8:27 p.m.

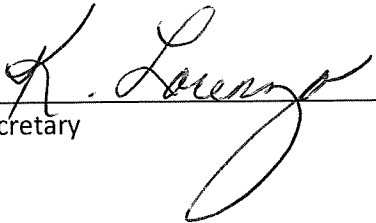
8.0 ADJOURNMENT

MOTION by Dean, supported by Lorenzo, to adjourn the meeting.

Motion carried.

The meeting adjourned at 8:27 p.m.

COMMUNITY COLLEGE DISTRICT OF THE COUNTY OF MACOMB BOARD OF TRUSTEES


Secretary