Optimizing Resources through Statewide and Regional Partnerships

Presented by:
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FOUNDATION *for* CALIFORNIA COMMUNITY COLLEGES

About the Foundation

We are the **official nonprofit supporting the Chancellor's Office** and the California Community Colleges. This uniquely collaborative relationship allows us to **support all 112 Community Colleges** across the state through **innovative**, **diverse**, and **far reaching programs**. These programs allow us to benefit California's community colleges while simultaneously **improving education**, **environmental**, and **economic conditions for all** California citizens.

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Bringing Value to the System

1. **Learning Programs, Workforce Development, and Scholarships**
   - Provide student centered programs and services, and grant development opportunities to the system
   - *Provided over $200 million in direct grants and support to the colleges and the system*
2. **Cooperative Aggregate Purchasing**
   - Provide the power of bulk purchasing for colleges, faculty, staff, and students
   - *Saved millions of dollars annually for Community Colleges on software, furniture, equipment, and supplies*
3. **Statewide Corporate and Funder Relationships**
   - Foster connections between the business community, philanthropic sector and the system
   - *Lead a historic statewide fundraising effort (2007-11), establishing endowments and investment funds worth approximately $80 million on behalf of colleges and system-wide initiatives*

Introduction | Learning Programs, Workforce Development, and Scholarships | Cooperative Aggregate Purchasing | Statewide Corporate and Funder Relationships

Learning Programs

- Provide quality educational and training for California Community College students
- Current Programs:
  - Youth Empowerment Strategies for Success Programs (foster youth services)
  - Student Mental Health Program
  - California Connects Program (digital literacy)
  - Bureau of Automotive Repair – Technician Training Program
  - Veteran's Affairs and Services
- Benefit to the System:
  - Programs reach all 112 community colleges
  - Approximately $18 million sub-granted directly to colleges
  - Approximately 32,000 students served

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Butte College Skyway Center

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Workforce Development

- Provide life-shaping career opportunities and vocational experiences for students
- Current Program:
  - Career Pathways Program (student intern sponsorships)
- Benefit to the System:
  - 2,500 students employed
  - Approximately 70 percent of colleges served

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"Every day here is like a class loaded with real-world experience, driving home all of the lessons of my educational pursuit while adding a practical spin to production and the entire process."

— *Chris Rumble*
American River College
Major: Art New Media and Graphic Design

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Scholarships

- Provide thousands of student scholarships annually to every California Community College, in perpetuity
- Current Program:
  - California Community Colleges Scholarship Endowment
- Benefit to the System:
  - All 112 colleges served
  - Approximately $3.5 million in scholarship funds distributed annually
  - Approximately $80 million in pooled investments managed centrally

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Feature Partnership

J.P.Morgan

- Offerings:
  - Discounted statewide investment management services
  - Grant opportunities
- Benefit to the System:
  - Cost savings on management fees of investment portfolio
  - Greater investment power
  - Investment Advisory Committee guidance
  - Supports a variety of statewide programs and services

CollegeBuys Program – Bringing Value to the System

- Strategic business partnerships that leverage the aggregate buying power of the largest higher educational system in the nation
- Offerings:
  - Technology and Software
  - Office Supplies
  - Furniture, Fixtures, Equipment, and Flooring
- Public contract code compliant, value driven, performance based agreements that solve critical business issues, and are solely focused on the unique requirements and needs of the California Community College system

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CollegeBuys Program – Key Contributions

- Save millions of dollars each year for colleges, faculty, staff, and students
- Develop partnerships with the business community to maximize value and services
  - Train partners about unique issues
  - Garner corporate-level support of the system and individual colleges
  - Facilitate dialogues between partners and Community College Districts
- Support campus staff with information to better understand the full impact of vendor selections, and procure items that represent the best value for their campus
  - Centralized online forum moderated by local colleges
  - Support of Northern and Southern California Purchasing Director groups
  - Annual Purchasing Officer Conference

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MANNINGTON COMMERCIAL
Shaw FLOORS
Office DEPOT

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Feature Partnership

Microsoft
Adobe

- Offerings:
  - Provides the latest version of Microsoft Office for only $39.99
  - Provides up to 85% discount on Adobe software
  - Provides institutional discount pricing to colleges
- Benefit to the System:
  - Valuable technology needed to enhance educational experience
  - Significant cost savings for colleges, faculty, staff, and students
  - Site license programs benefit the system, especially smaller colleges that otherwise would not qualify for discounted pricing

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Feature Partnership

- Offerings:
  - Provides competitive pricing on large selection of office supplies
  - Provides 1% volume rebate to participating colleges
  - Provides significant support to annual Purchasing Officer Conference
- Benefit to the System:
  - Significant cost savings for colleges
  - Convenient and streamlined purchasing

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Feature Partnership

- Offerings:
  - Provides significant discount on educational and office furnishings
  - Contributes 1% of purchases to the statewide Scholarship Endowment (totaling over $275,000 to date)
- Benefit to the System:
  - Significant cost savings for colleges
  - To date, contributions to the Scholarship Endowment will generate approximately 18, $1,000 scholarships annually in perpetuity

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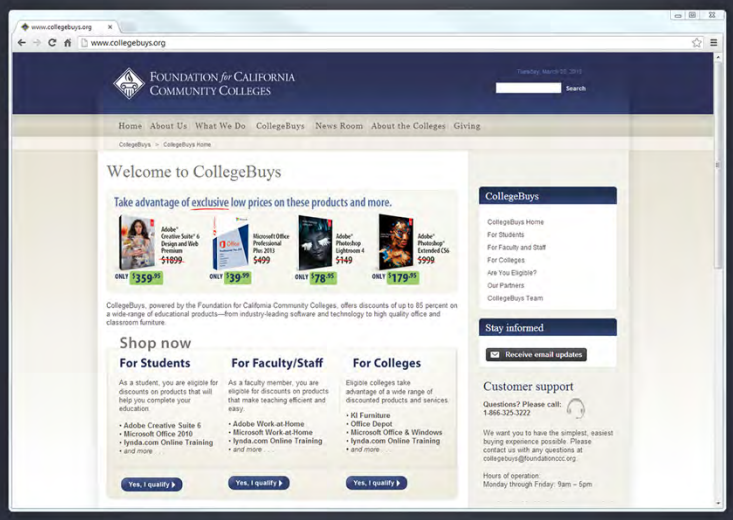

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Statewide Corporate and Funder Relationships

- Foster strategic partnerships designed to diversify investments in education, leverage resources, and bridge connections between business and philanthropic communities and the system
- Benefit to the System:
  - Funding to operate a diverse range of programs and services
    - ✓ Approximately **$5.2 million in corporate partnership funding** and **$15 million in philanthropic grants** in FY2012 alone directly supporting system-wide programs, initiatives, or events

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Statewide Chancellor's Circle

- Comprised of business leaders whose support helps to advance the goals of the system and individual colleges
- Events are held at various community colleges throughout the year, providing the opportunity to showcase your campus to the Chancellor and the business community
- Feature Chancellor's Circle Partners:
  - The College Board
  - Ellucian
  - Microsoft
  - Pepsi
  - Swinerton Management & Consulting
  - WLC Architects
- Benefit to the System:
  - Networking opportunities with Chancellor Harris
  - Opportunity to broaden your college's involvement with the business community to a statewide level to maximize services and contributions to the system

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Fiscal Sponsorship Services

- Provide a menu of customizable, hands-on guidance, support and technical assistance to navigate the development, submission, implementation and maintenance of grant-funded programs
- Offerings
  - Fiscal services
  - Human Resources services
  - IT support services
  - General administrative services (contracts, purchasing)
- Feature Fiscal Sponsor Partners:
  - Network of California Community College Foundations (NCCCF)
  - Career Ladders Program
  - San Francisco Welcome Back Center
  - The Umoja Project
- Benefit to the System:
  - Assistance with identifying, pursuing, and maintaining statewide and regional funding opportunities

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Feature Partnership

- Offerings:
  - $1,000 grant to every college or district partner
  - Event and program sponsorship
  - Cost savings and direct contributions to California Community Colleges
- Benefit to the System:
  - Supports a variety of statewide programs and services
  - Over $1.4 million in financial and program support contributed directly to partnering colleges

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Optimizing Resources: Leveraging Our Partnerships

"Rural community colleges in California are in peril right now, especially small, single-college districts. For small college districts, there's all this administrative structure necessary to run a college but no way to spread costs or enjoy economies of scale."

— *Doug Houston*
Chancellor, Yuba Community College District
Comstock's Magazine, February 2012

- ✓ Shared administrative support services
- ✓ Statewide and/or regional funding proposals
- ✓ Pooled investment services
- ✓ Cooperative purchasing contracts

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Thank you
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