



**Minutes  
Greenville Technical College Area Commission  
Benson Campus  
Building 201, Room 119**

**August 15, 2018**

**Members Present**

Coleman Shouse, Chair  
Ray Lattimore, Vice Chair  
Hunter Howard, Secretary  
Kenneth Southerlin, Treasurer  
David Stafford  
Keith Smith  
James Blakely  
Dr. Burke Royster  
Paul Batson  
Dean Jones  
Ray Martin  
Jo Hackl (phone)

**Staff Present**

Dr. Keith Miller  
Dr. Mattel Jones  
Jacqui DiMaggio  
Ann Wright  
Wendy Walden  
Susan Jones  
Becky Mann  
Lauren Simer  
Mikelle Porter  
Candice Lewis

**Guests**

Keith Munson

**Visitors**

Ariel Gilreath, Greenville Journal

**Call to Order and Welcome**

Chair Shouse called the meeting to order at 12:15 p.m. and welcomed members of the board, staff, and visitors. Chair Shouse announced that in accordance with the Freedom of Information Act, the press had been notified of the meeting. Ms. Ariel Gilreath with the Greenville Journal was in attendance. Chair Shouse acknowledged that the agenda was posted on the GTC website. Chair Shouse also acknowledged that a quorum of board members was present.

On behalf of the board and Past Chair Stafford's leadership, Chair Shouse presented Past Chair Stafford with an honorary plaque and a resolution.

Mrs. Mikelle Porter, director of the Benson Campus, provided a brief overview of what is going on at the campus. The campus currently has slightly over 1,000 students enrolled for the Fall semester with four days remaining before classes start. Between the three satellite campuses, enrollment is at approximately 2,500 students. The satellite campuses make up approximately 25 to 27% of the college's enrollment. Mrs. Porter expressed excitement and gratitude for Mr. Jim Benson's generous gift to the Benson Campus that will transform and provide opportunities

in engagement and experiences that have never been seen. The campus is also looking forward to the integration of academics and the EDCT division into the Learning and Workforce Development Division that will bring more opportunities to the satellite campuses to create pathways for students. The Brashier Campus has identified a place for their Student Veteran's Center, ensuring that each campus can offer Veterans a place to gather and study. Benson offers programs in the health and wellness division and programs in visual arts.

### **Approval of Minutes**

Mr. Howard made a motion to approve the June 20, 2018, minutes as submitted. Mr. Smith seconded the motion. The motion carried.

### **Change of Role and Scope**

Chair Shouse stated that per Commission on Higher Education requirements, the role and scope of the college needed to be modified to include the new applied baccalaureate in advanced manufacturing technology. Mr. Batson made the motion to accept the modification as presented. Mr. Southerlin seconded the motion. The motion carried.

### **Finance Report**

Mr. Southerlin referred the board to the revised financial reports in the board packet. Mrs. DiMaggio presented the finance report in a new format that reflects a ten-year comparison (see attached). The new format was well received and appreciated.

### **Building and Grounds Committee**

**Terms and Conditions for Clemson Space at CMI** – On behalf of the committee, Mr. Smith presented a motion for approval of a lease with Clemson for their space at CMI. Mrs. DiMaggio reported that the college and Clemson signed an Academic Program Agreement for space at CMI. Based on the \$4,000,000 upgrade needed for their composite lab, Clemson has requested a lease to replace the agreement. The lease includes a five-year term with a five-year option to renew, plus a 2% annual increase in base rent. Mrs. DiMaggio explained that the building was designed for this collaboration, and the rent covers expenses incurred by the college. The motion carried.

### **Education and Training Review Committee**

On behalf of the committee, Mr. Jones presented a motion for approval for the bachelors of applied science degree with a major in advanced manufacturing technology. The motion carried.

### **SCATCC and CHE Update**

**SCATCC Update** – Mr. Batson had no report on the Commissioners' Association.

**CHE** – Mr. Batson provided the following informative update:

- The Benson project was presented at the August board meeting and approved by the Finance and Facilities Committee. Mrs. DiMaggio was in attendance to answer any questions or concerns.
- There was a two day retreat/workshop Monday and Tuesday of this week to go over dashboard data on all 33 colleges and universities in the state. Dr. Miller was invited to speak on the applied baccalaureate program on the first day of the retreat and did an extraordinary job presenting and addressing questions.
- The CHE chair is on a driven path to push the agenda to universities in the state to keep tuition low or frozen and to reduce expenses.
- There was a Council of Presidents meeting on August 13, 2018, for presidents and CHE.
  - Mr. Mike Shealy, budget director for the SC Senate Finance Committee, made a presentation on the state of the budget. Important takeaways from Mr. Shealy's presentation include: 1) There are going to be surpluses in the budget this year and into next year; 2) the focus was on the new revenues in store because internet sales taxes will now be collected. It is projected these taxes will bring in \$50 million in the next year making it more favorable to support a bond bill in the coming legislative session. If there is a bond bill for education, it will go to support deferred maintenance. To restore the college to a 70% level, the deferred maintenance would be \$35 million. There is already the capacity appropriated in the state that would allow approximately \$1.25 billion for a bond bill; however, it is more likely to be \$300-400 million.
  - Senator Vincent Sheehen briefed the attendees on a bill that he will present at the next legislative session and requested their support for the bill. If the bill passes, it will change some funding for higher education. It would fully assign the internet sales tax to higher education, and part of the taxes would allow for a capital funding bill.
- CHE has been able to collect a lot of data on the colleges and universities. They are trying to find a way to analyze the data to predict where future challenges lie. Mr. Batson will share the data dashboard when it is available.

### **President's Report**

Dr. Miller provided the below opening remarks:

- Convocation will be on September 14, 2018, at the TD Convention Center with an 8:00 a.m. networking and light breakfast, 9:00 a.m. program start time with the President's state of the college address and award presentations, followed by breakout sessions.
- The African American male is one of the cohorts focused on by the college as evidenced with the creation of an AAMLI (African American Male Leadership Institute) group mentored by Mr. Richard Dawkins and Mr. Julian Nixon. Thanks to Ms. Elizabeth Mann, interim dean, the college will host all three authors of the book *Pulse of Perseverance: Three Black Doctors on Their Journey to Success* on September 21, 2018, an event open to all students and staff. The book is about three African American young men who came from different parts of the United States and faced significant challenges in their journey to become medical doctors. The authors' message will be on

perseverance and how they overcame the obstacles to be who they are today. A suggestion was made to collaborate with One Hundred Black Men, a local organization, because this ties into their mission of mentoring African American men.

- The Greenville Tech Foundation has updated the recognition levels (see attached). The GTC board takes official action when there is a naming opportunity.

Mrs. DiMaggio provided a brief overview of the college's Master Facilities Plan that was done in 2012 (includes both programs and facilities at all four campuses), the Parsons Study that was done in 2009 (a thorough facilities assessment at all four campuses), and the 5-year Budget Projection (reviewed annually for changes). The data is beneficial in ongoing budgeting and planning to justify college needs with the state and the county as well as mandated reports.

The project summary and funding strategy goals are to renovate the TRC building in FY2020 using existing college funds; build a new health sciences building in FY2021, hopefully, with the help of a county bond; and renovate the existing UT building in FY2022, hopefully, with state infrastructure bonds but looking at alternatives.

The presentation served as the foundation to a larger discussion in Executive Session. Mr. Southerlin made a motion to go into Executive Session to discuss negotiations for the potential sale of college physical facility assets. Mr. Stafford seconded the motion. The motion carried.

The board went into Executive Session at 1:27 p.m.

No other matters were discussed, and no action was taken during the executive session.

The board reconvened from Executive Session at 1:44 p.m.

There being no other old or new business, Chair Shouse adjourned the meeting at 1:49 p.m.

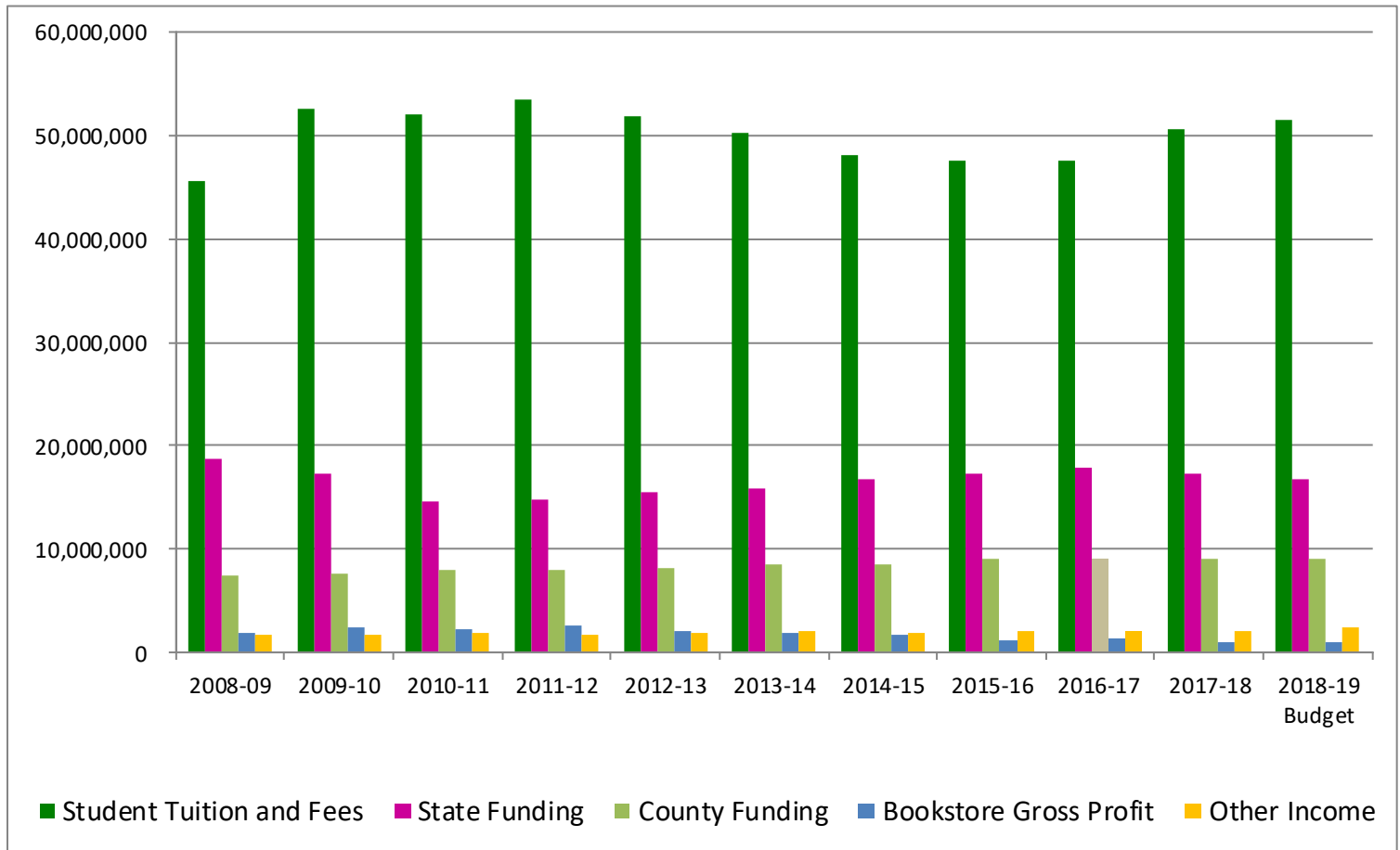
# FINANCIAL UPDATE

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Area Commission  
August 15, 2018

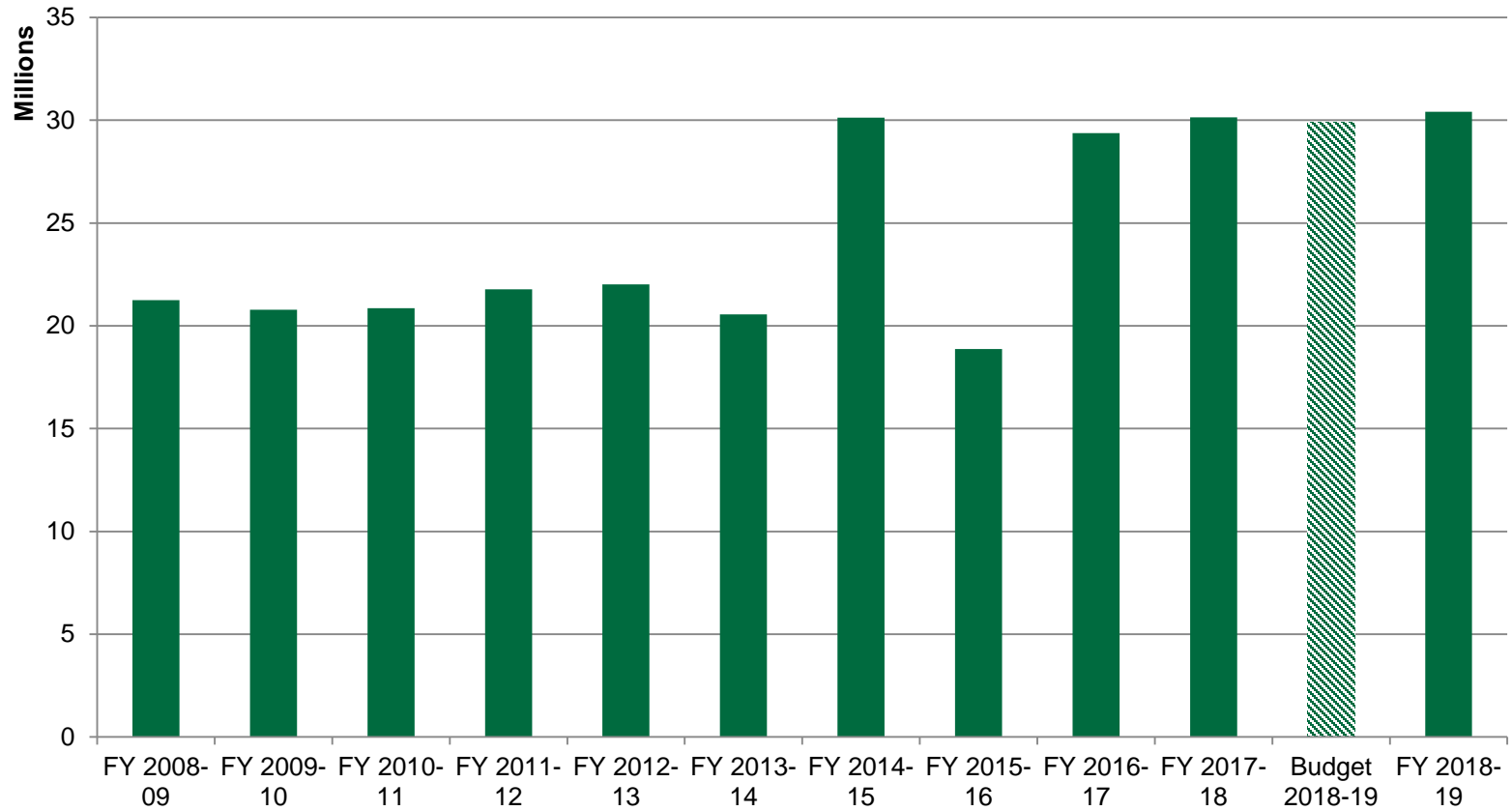


# Revenue by source



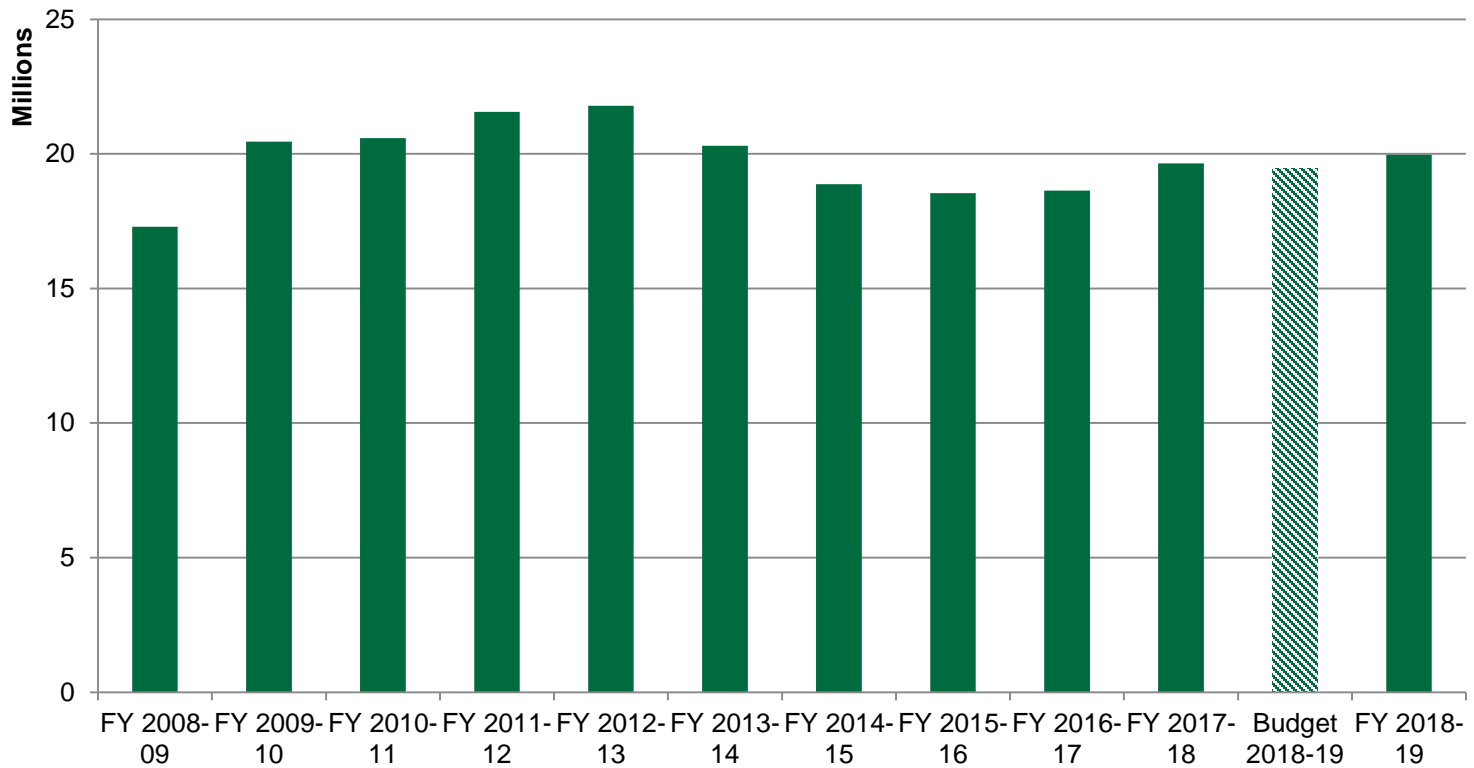
# REVENUES JULY 31 YEAR-TO-DATE

## Total Revenues



# REVENUES JULY 31 YEAR-TO-DATE

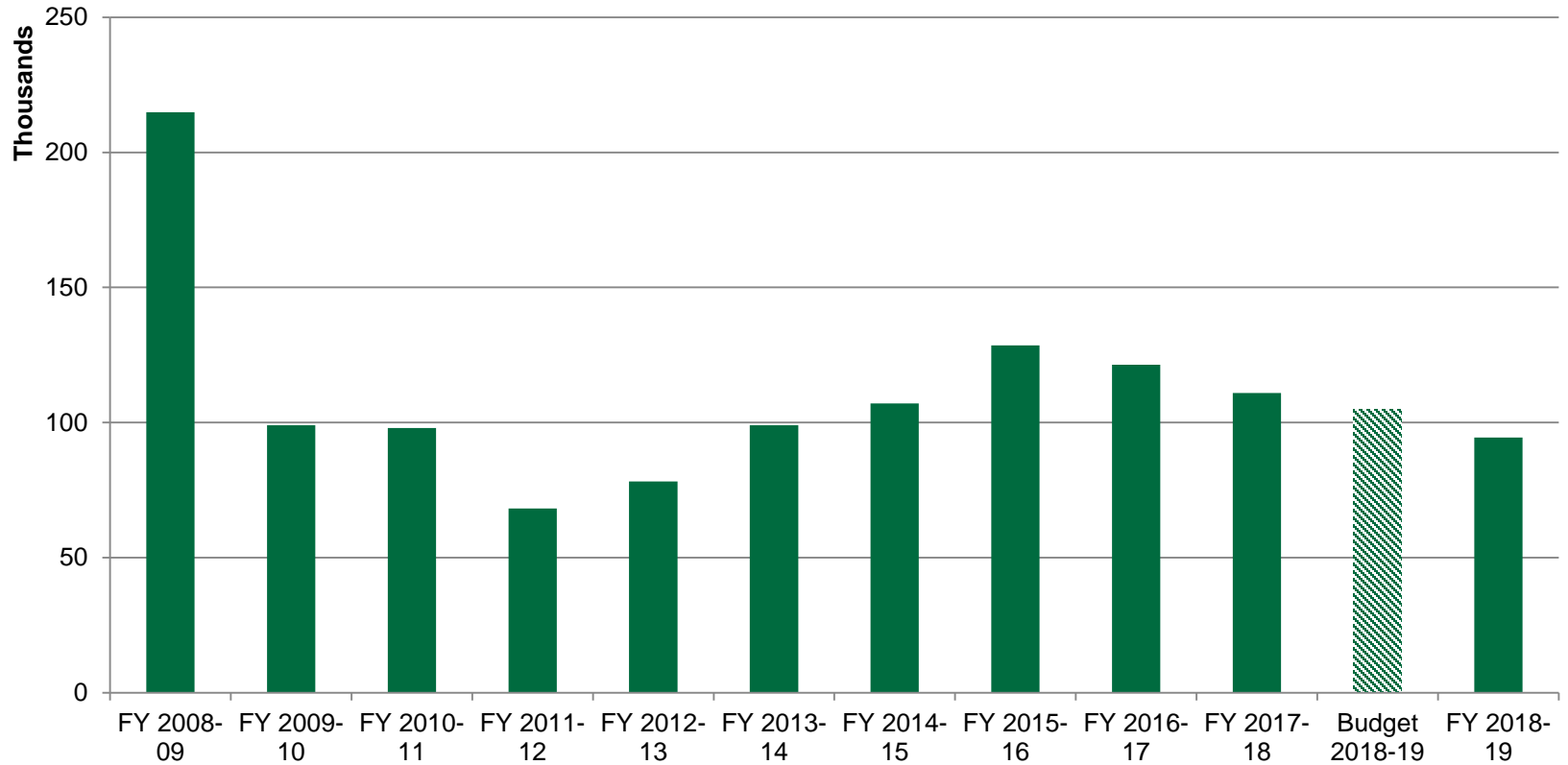
## Student Revenues





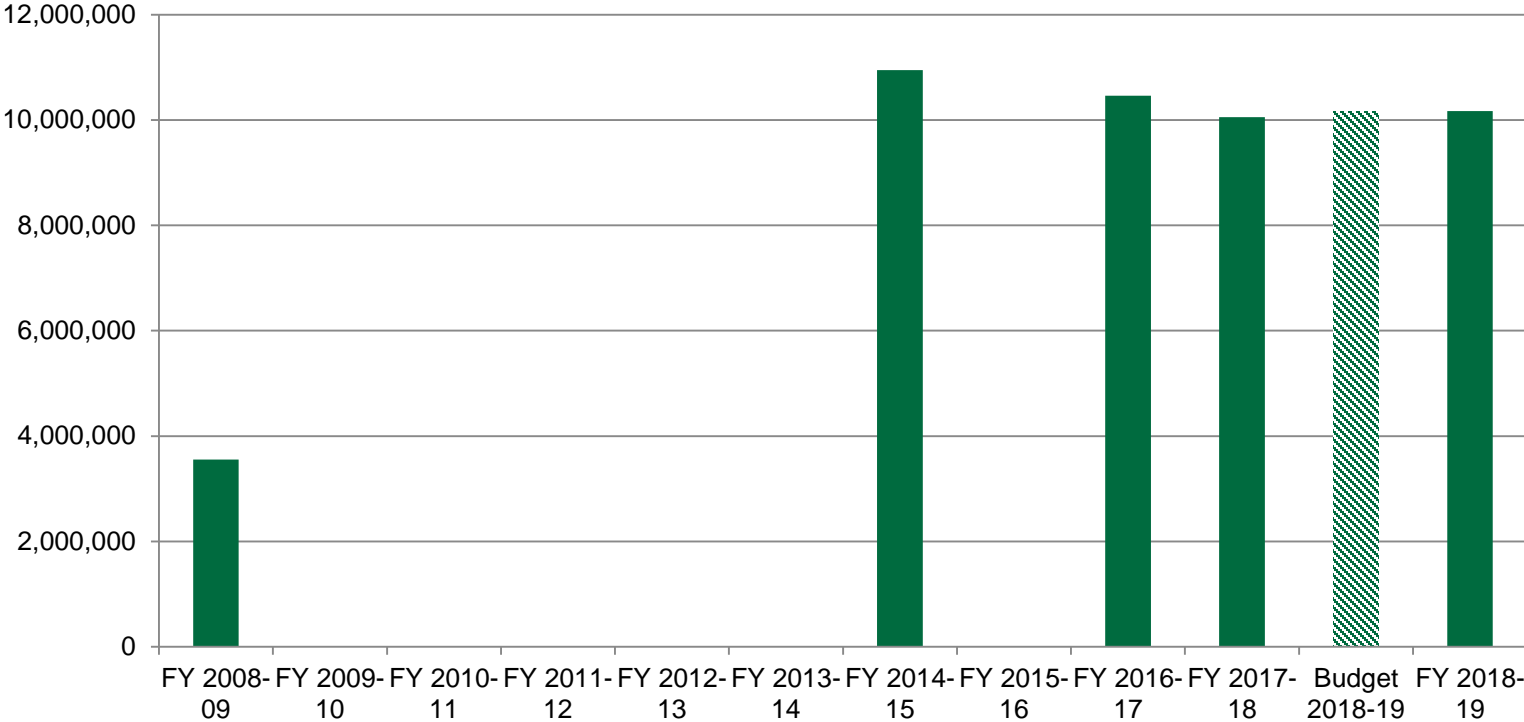
# REVENUES JULY 31 YEAR-TO-DATE

## County Revenues



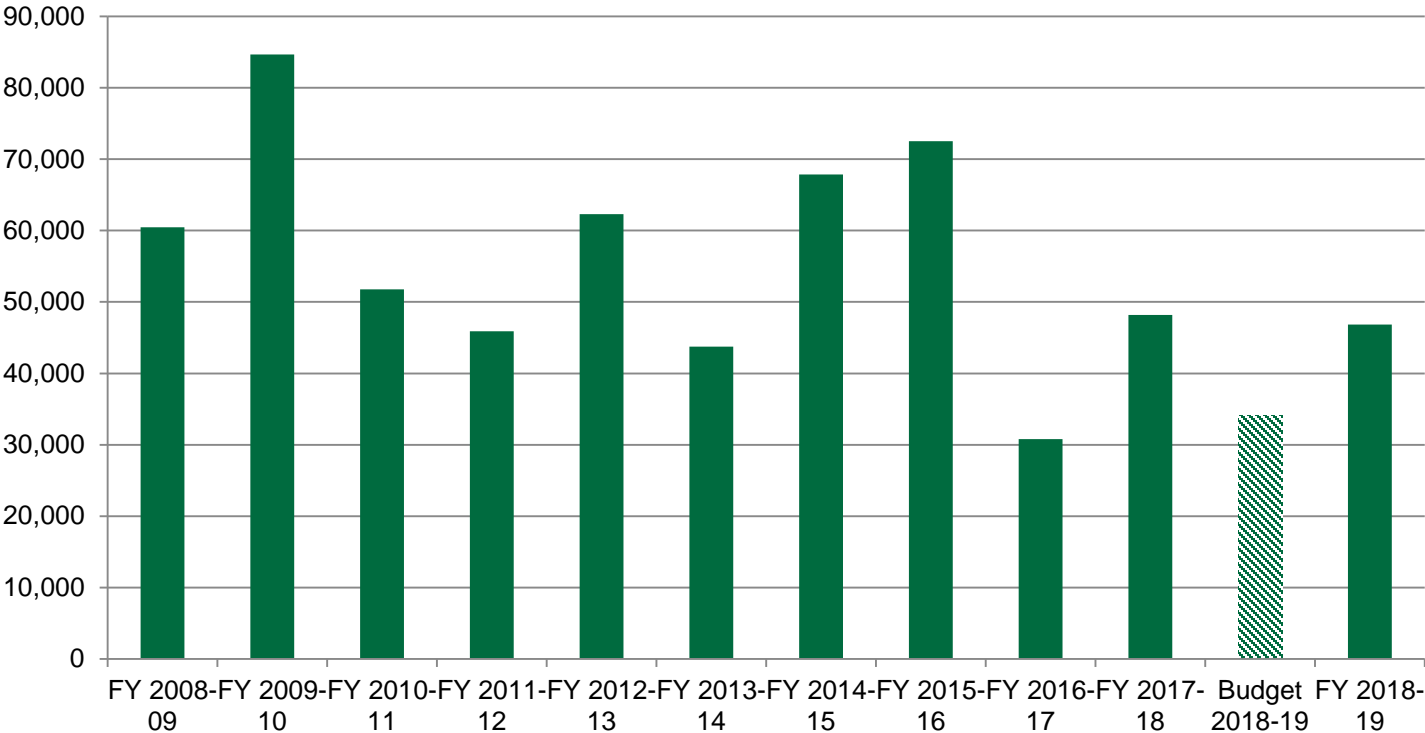
# REVENUES JULY 31 YEAR-TO-DATE

## State Appropriations



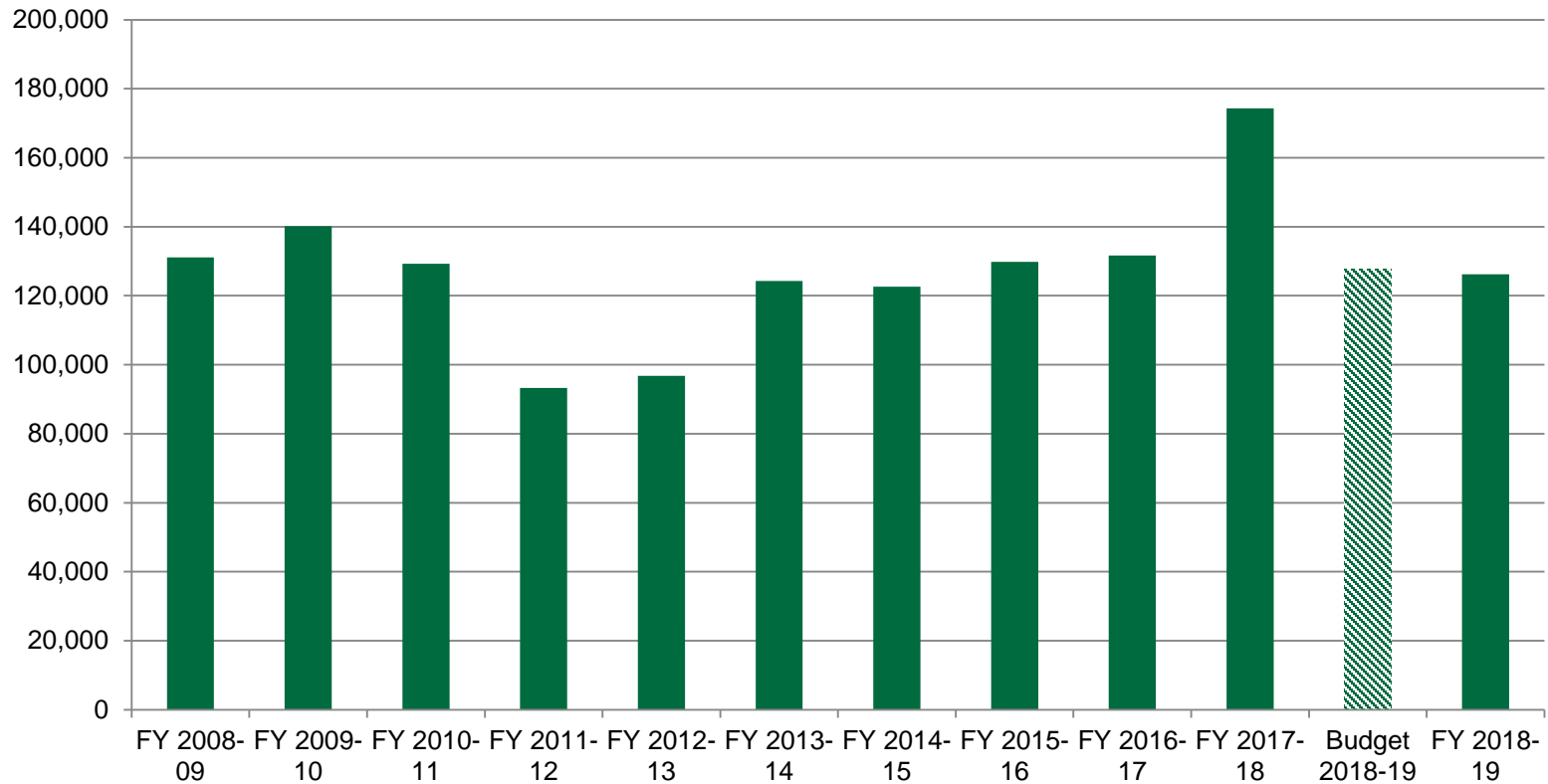
# REVENUES JULY 31 YEAR-TO-DATE

## Auxiliary Services

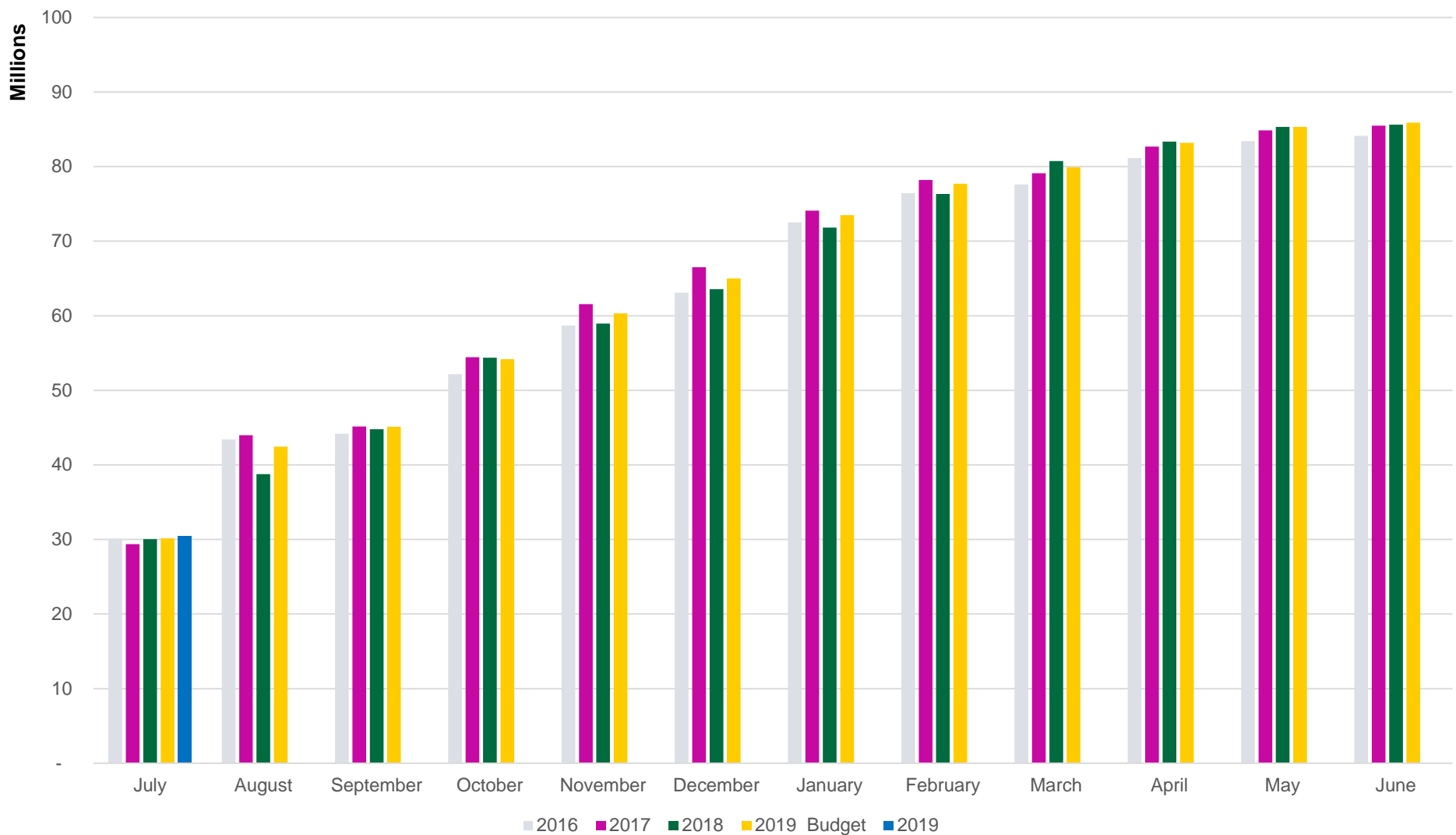


# REVENUES JULY 31 YEAR-TO-DATE

## Other Revenues

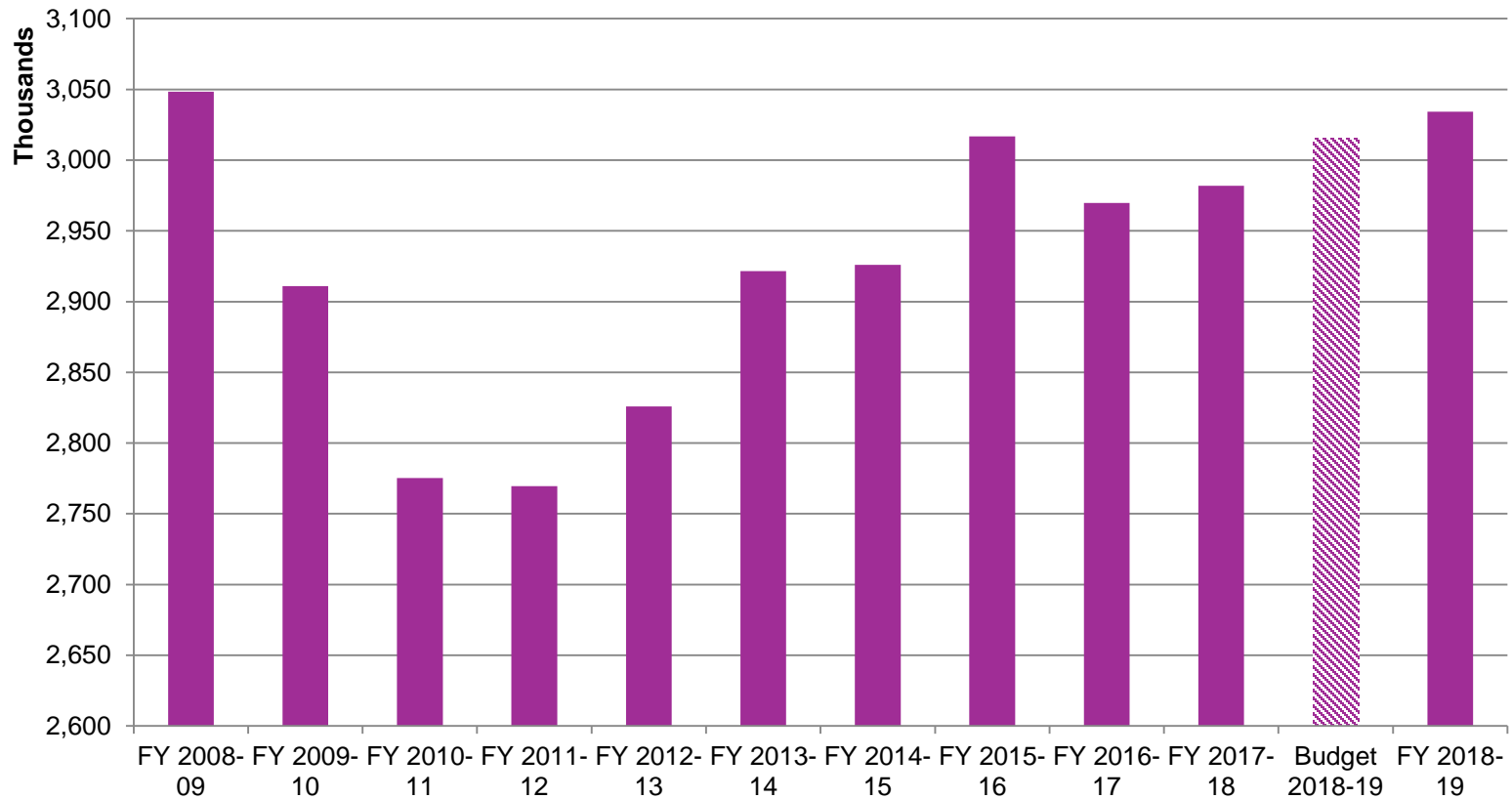


# TOTAL REVENUES BY MONTH



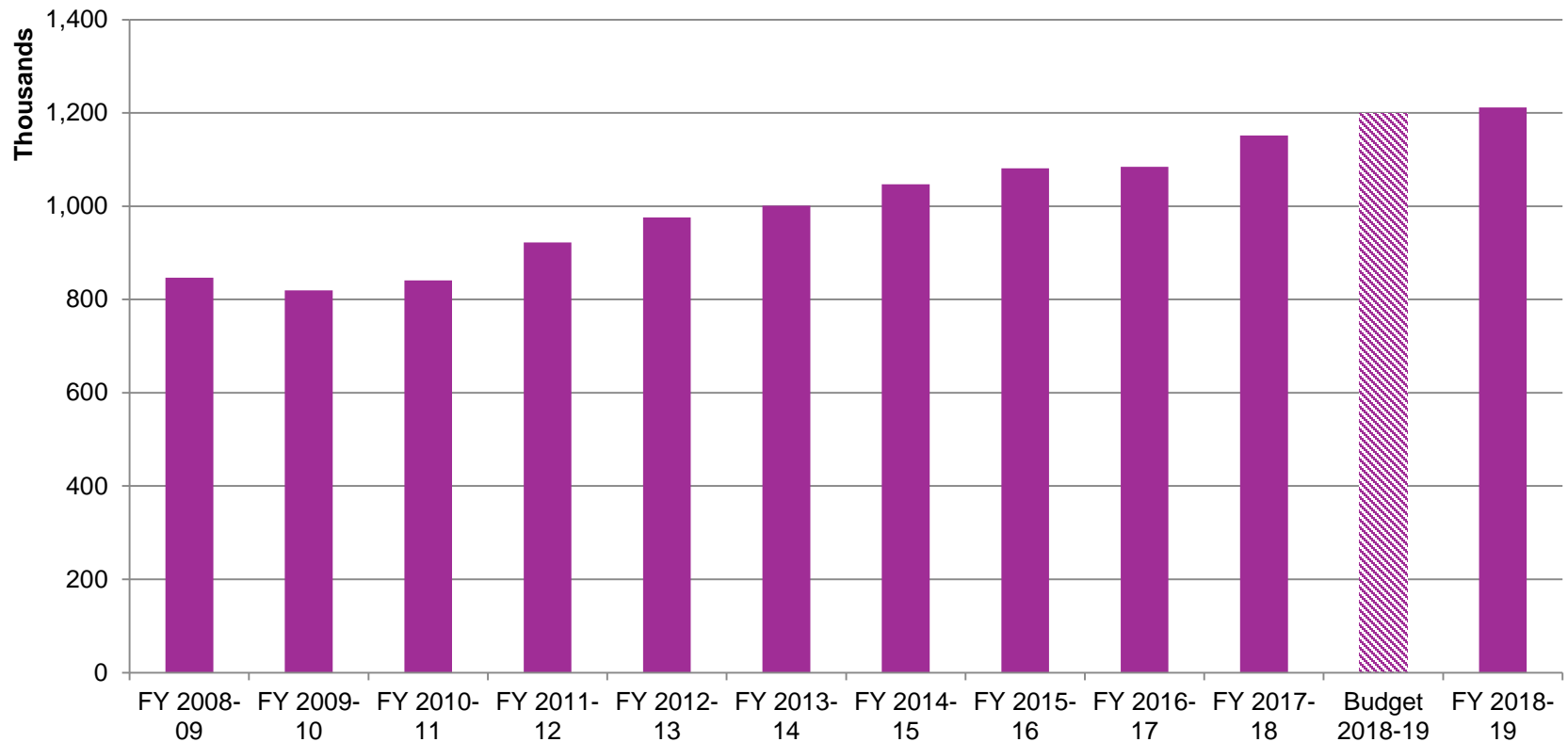
# EXPENSES BY TYPE JULY 31 YTD

## Salaries



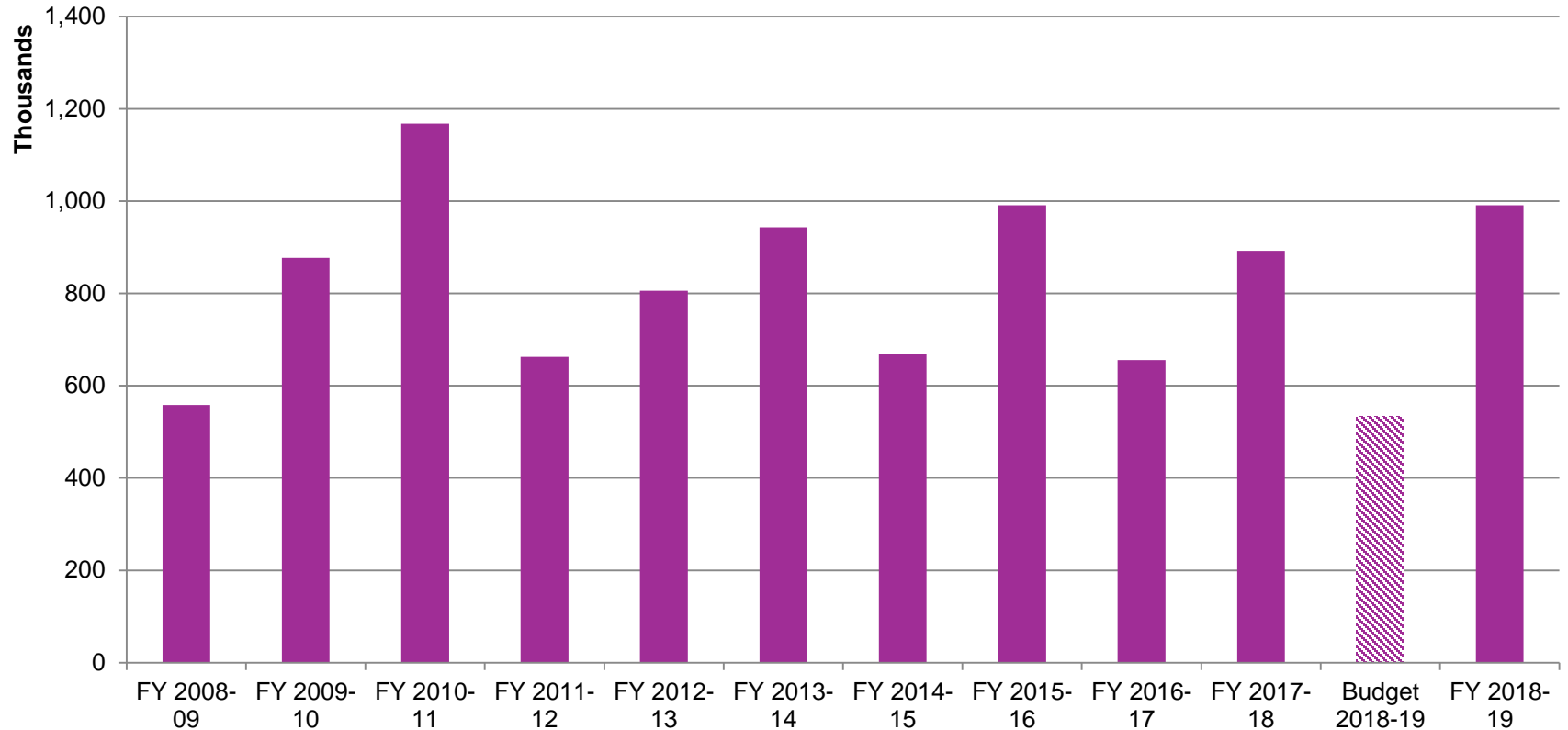
# EXPENSES BY TYPE JULY 31 YTD

## Benefits



# EXPENSES BY TYPE JULY 31 YTD

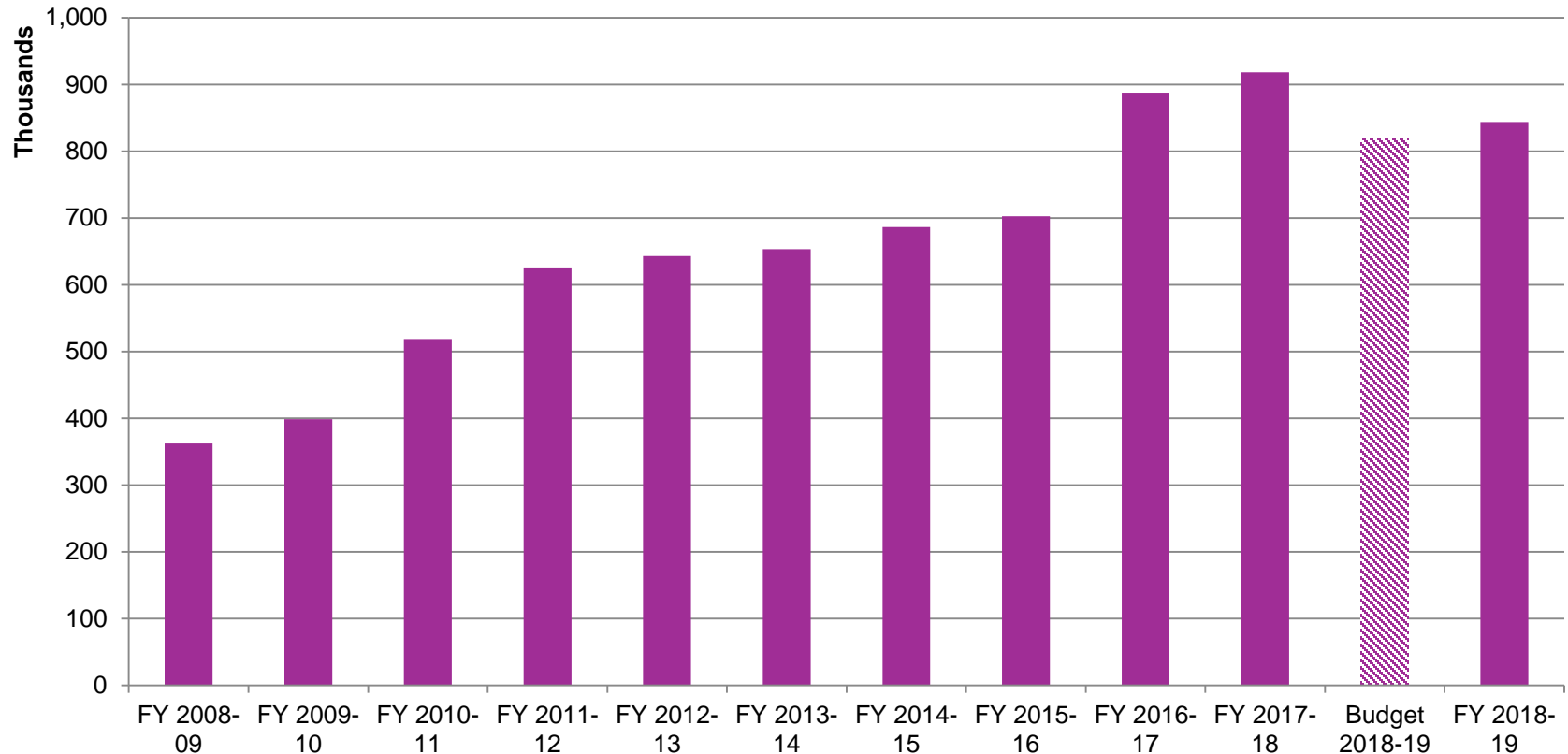
## Supplies and other services





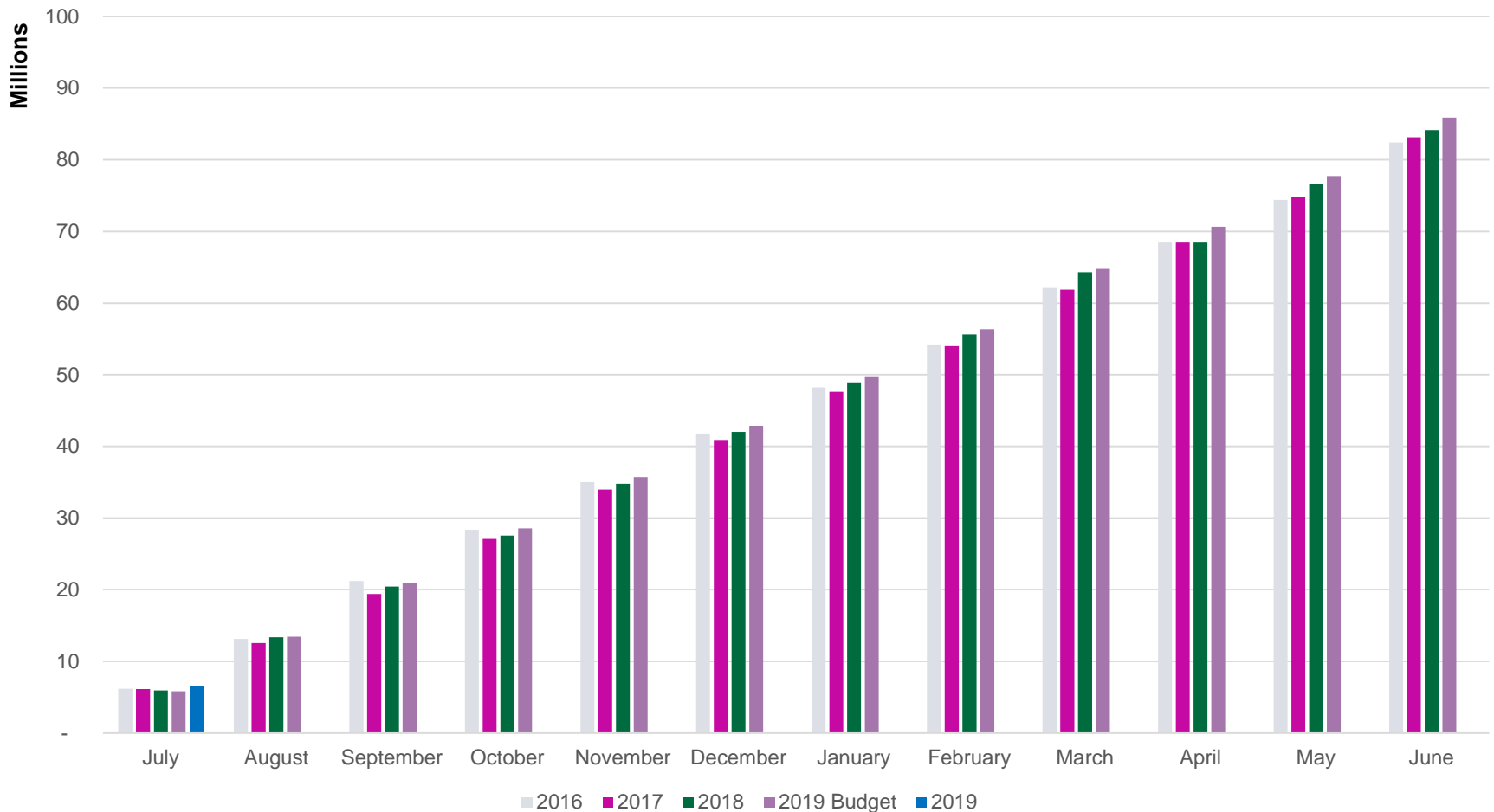
# EXPENSES BY TYPE JULY 31 YTD

## Remissions and Exemptions



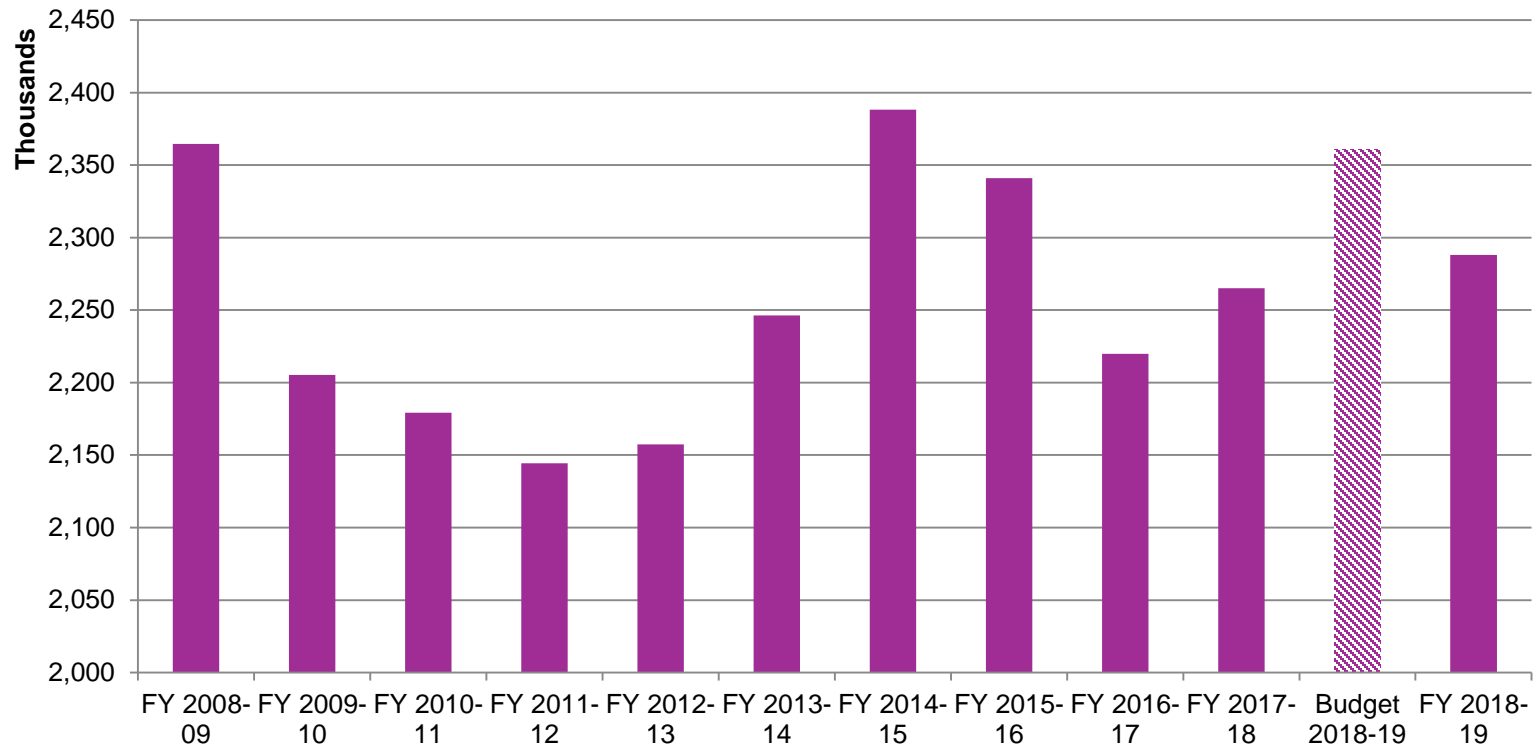
# EXPENSES BY MONTH

## Total Expenses



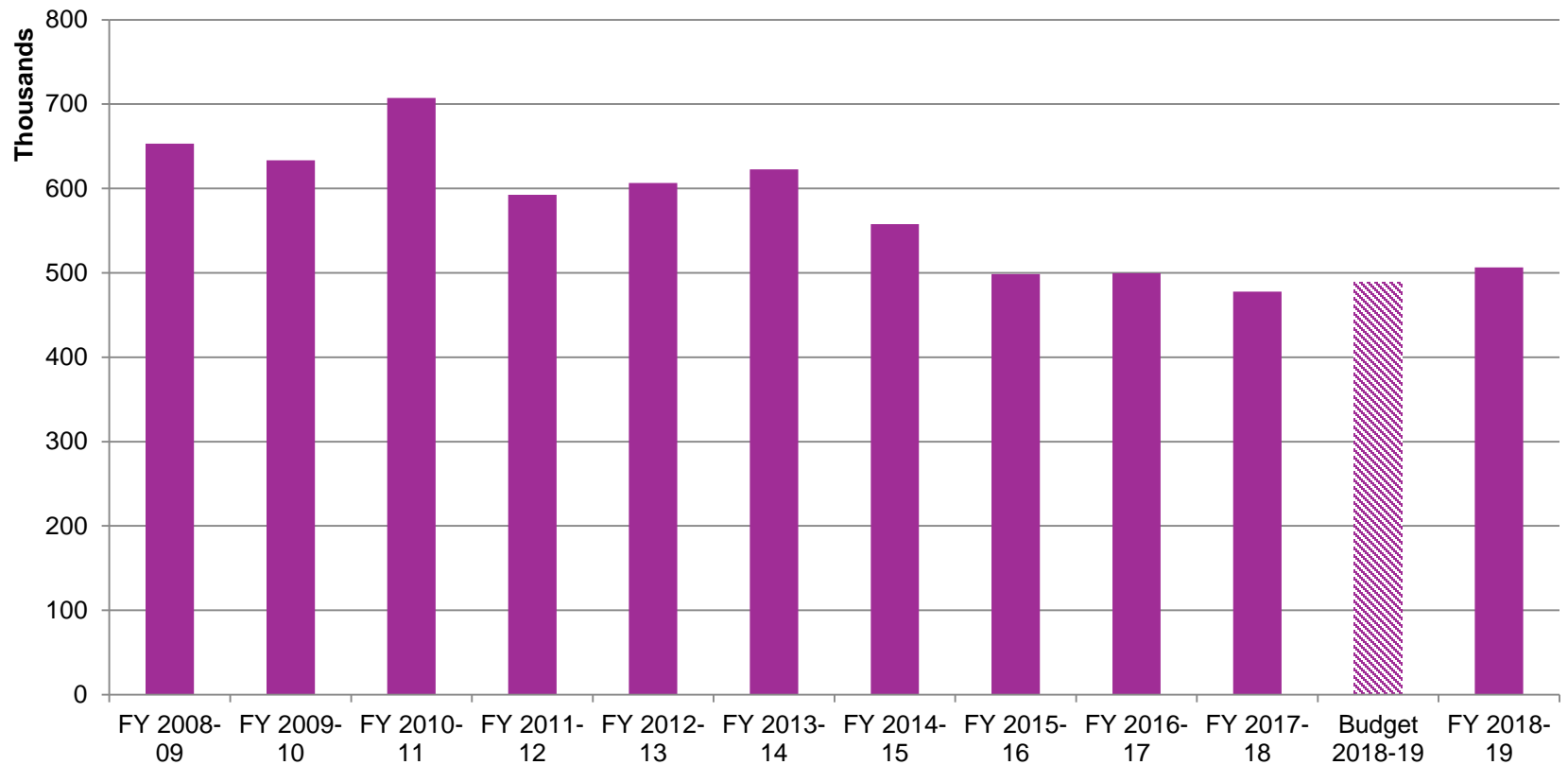
# EXPENSES BY FUNCTION JULY YTD

## Instruction



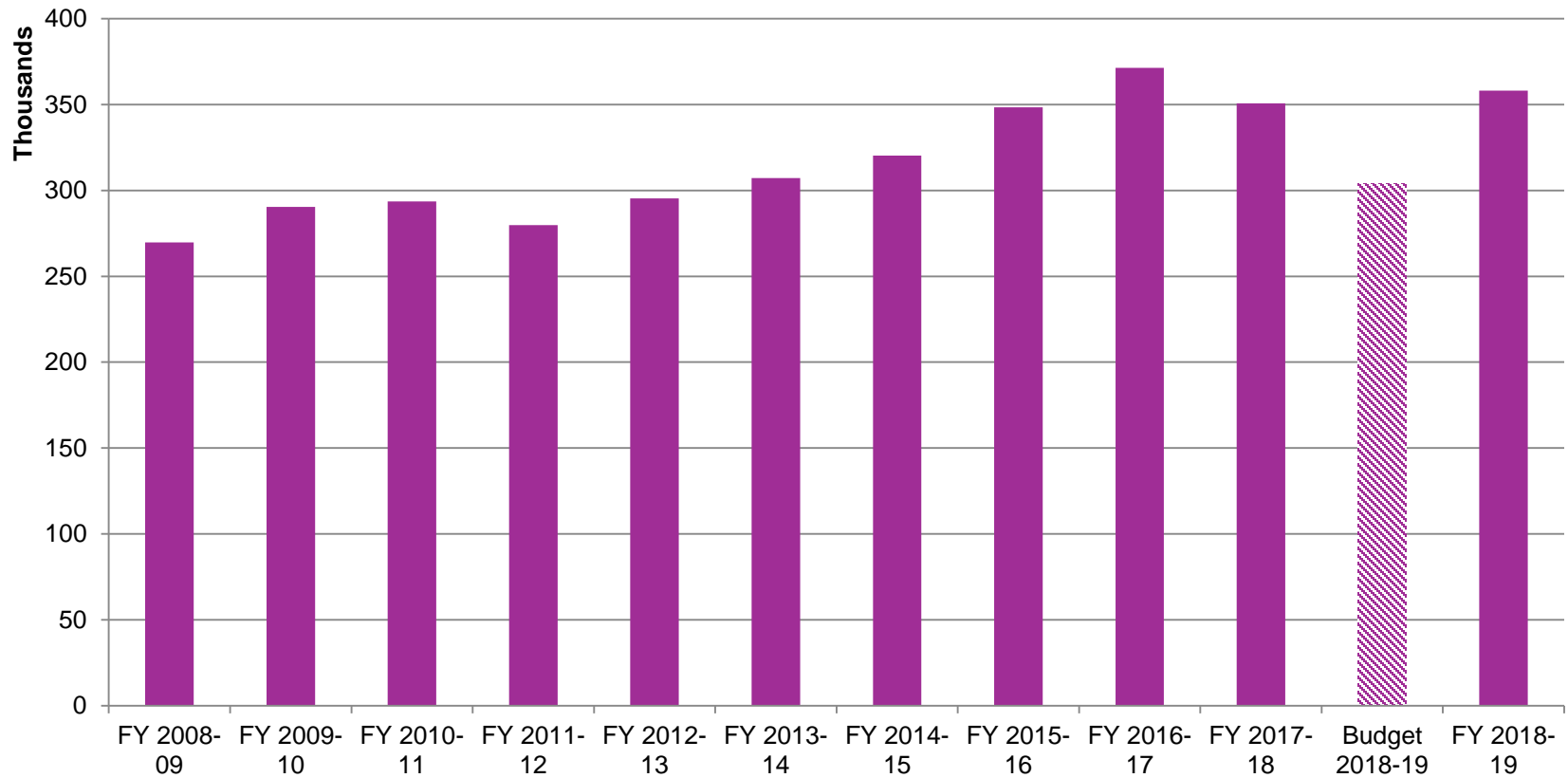
# EXPENSES BY FUNCTION JULY YTD

## Academic Support



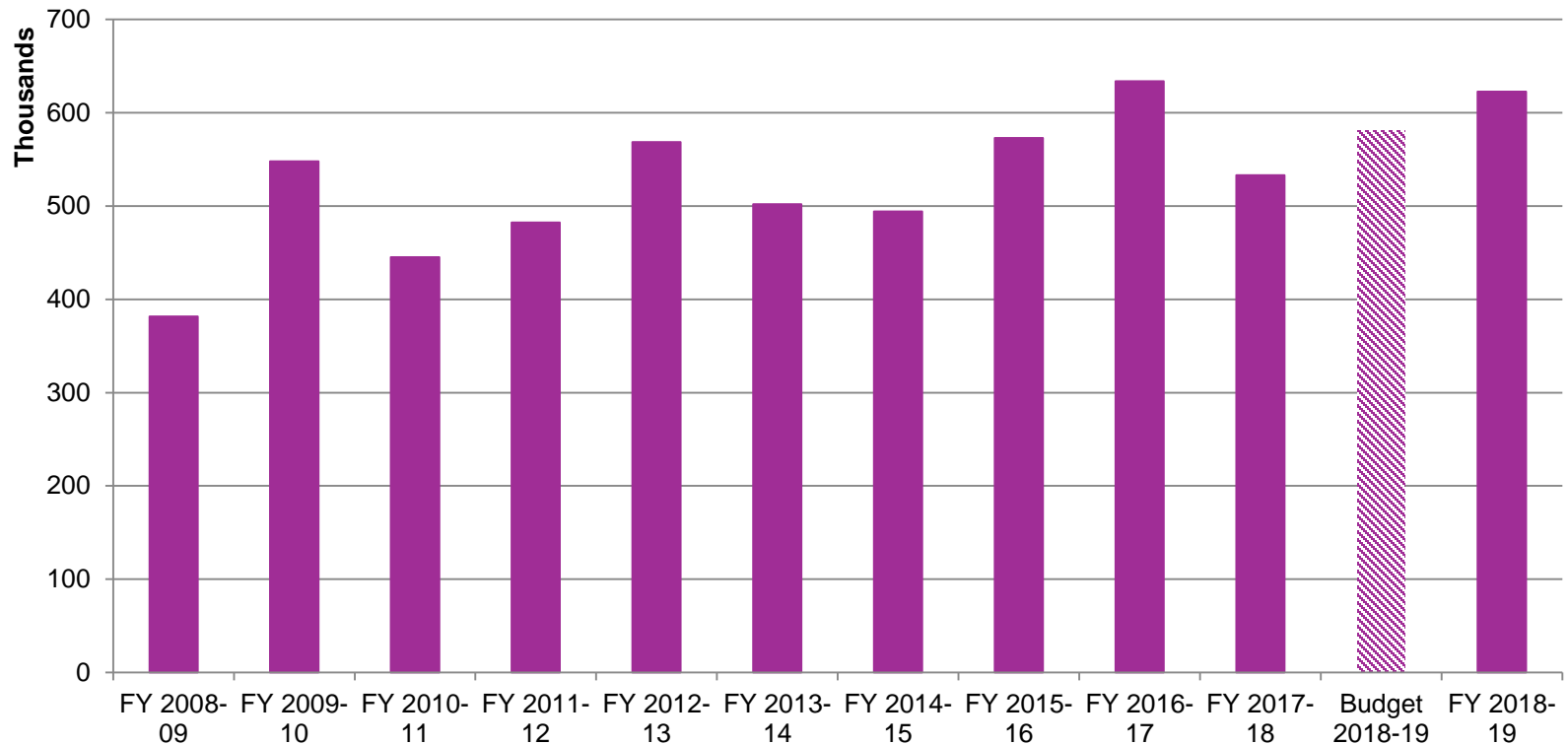
# EXPENSES BY FUNCTION JULY YTD

## Student Support



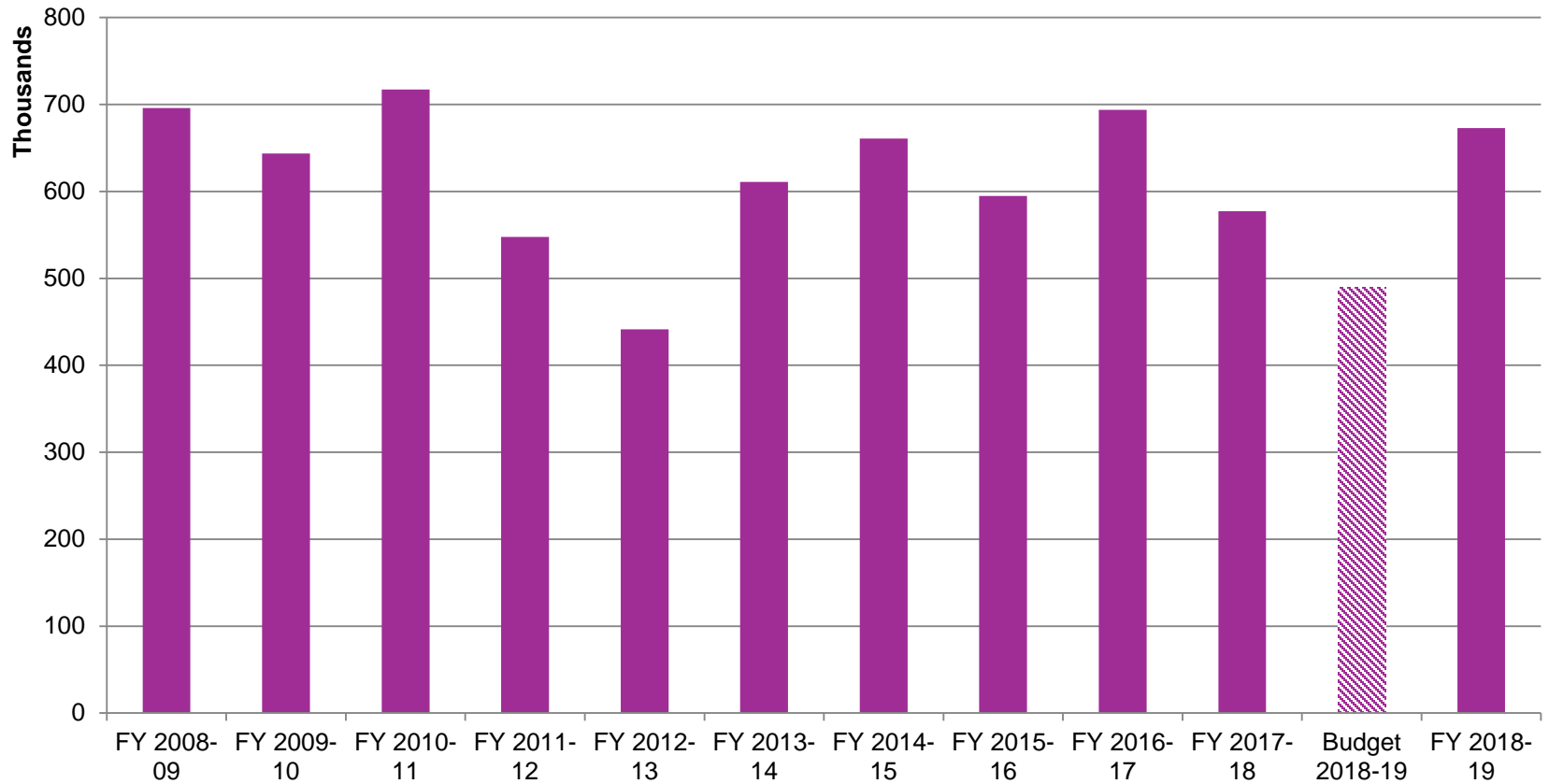
# EXPENSES BY FUNCTION JULY YTD

## Operations and Maintenance



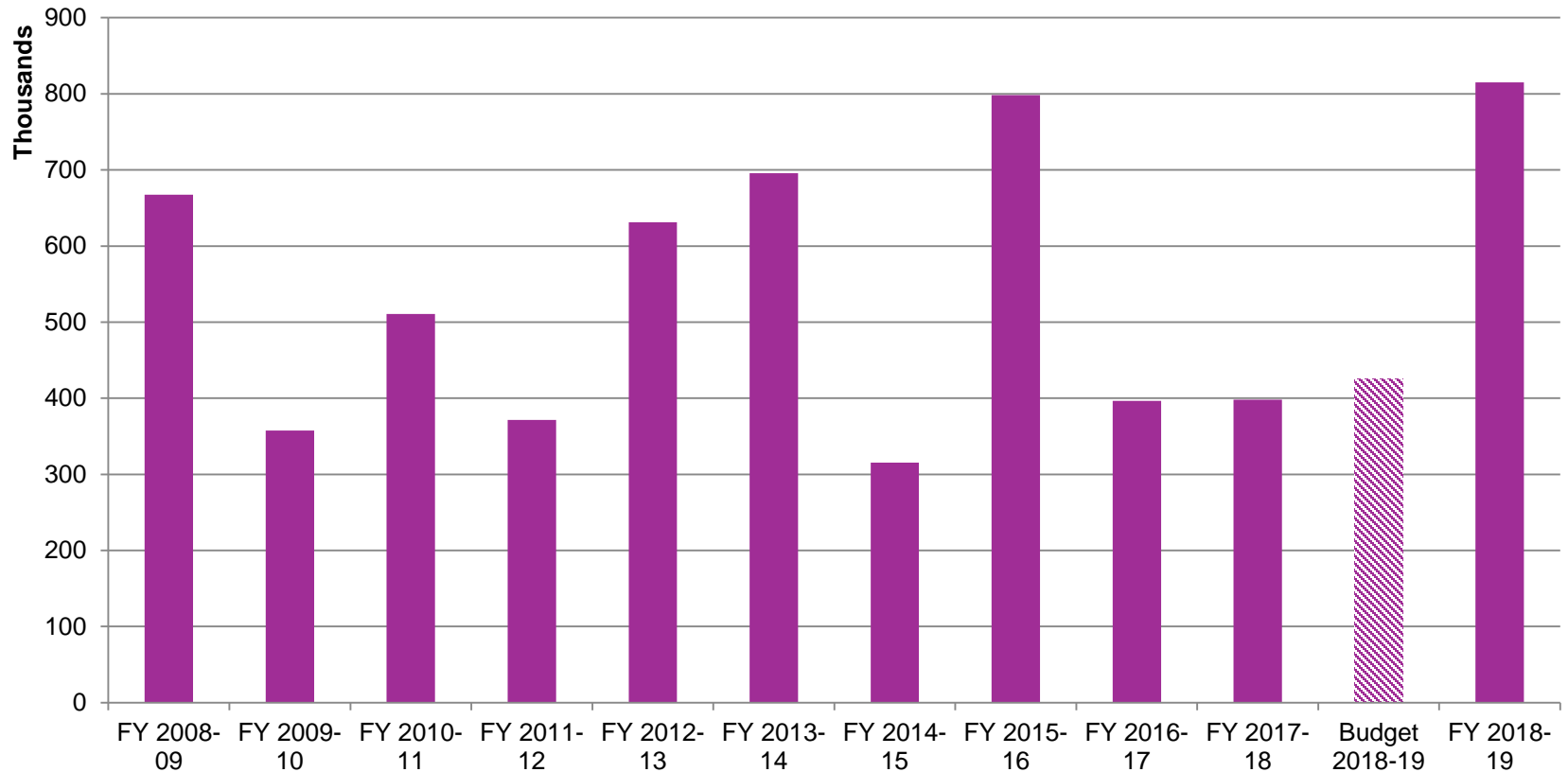
# EXPENSES BY FUNCTION JULY YTD

## Administrative and General



# EXPENSES BY FUNCTION JULY YTD

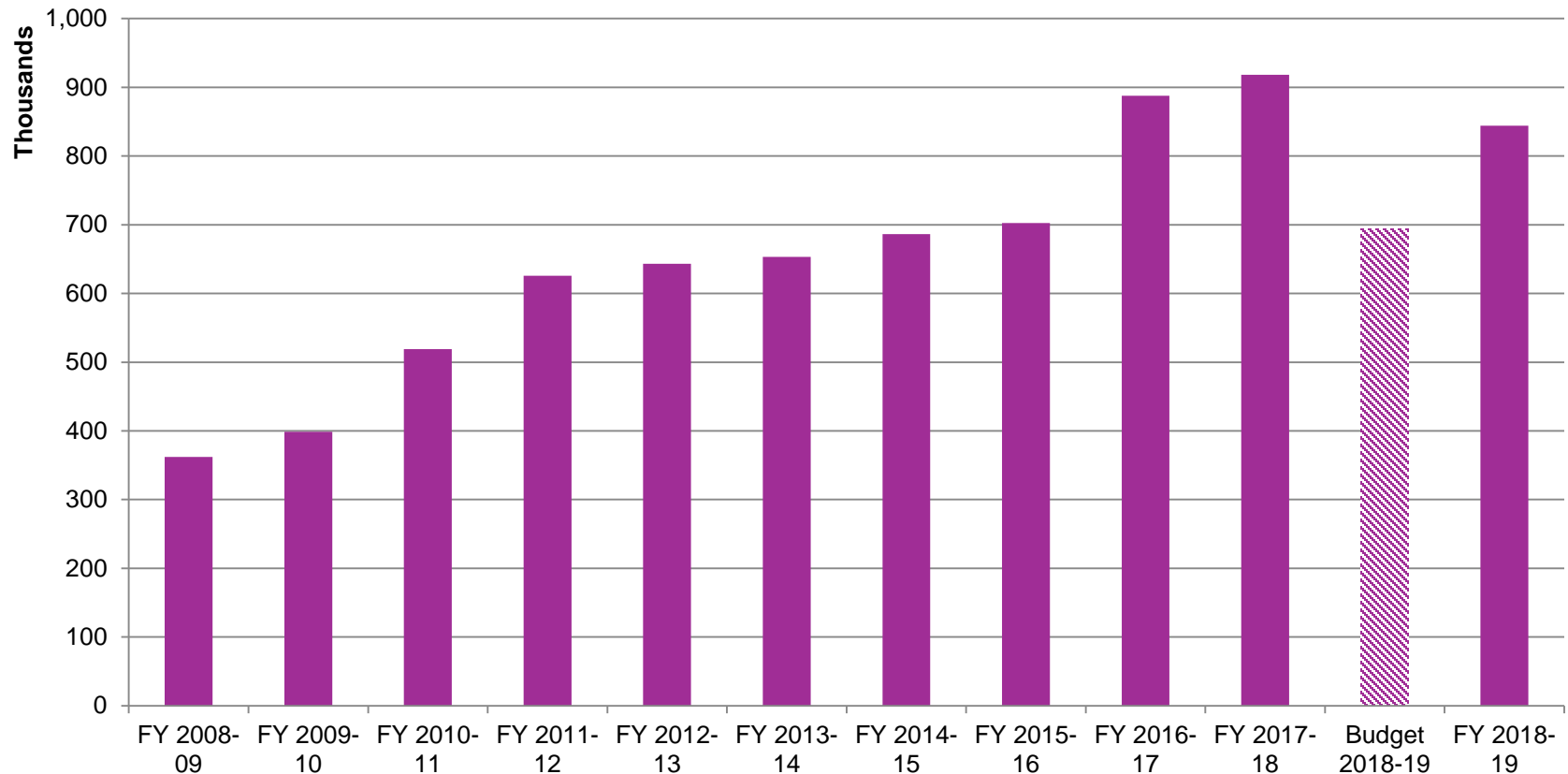
## Technology





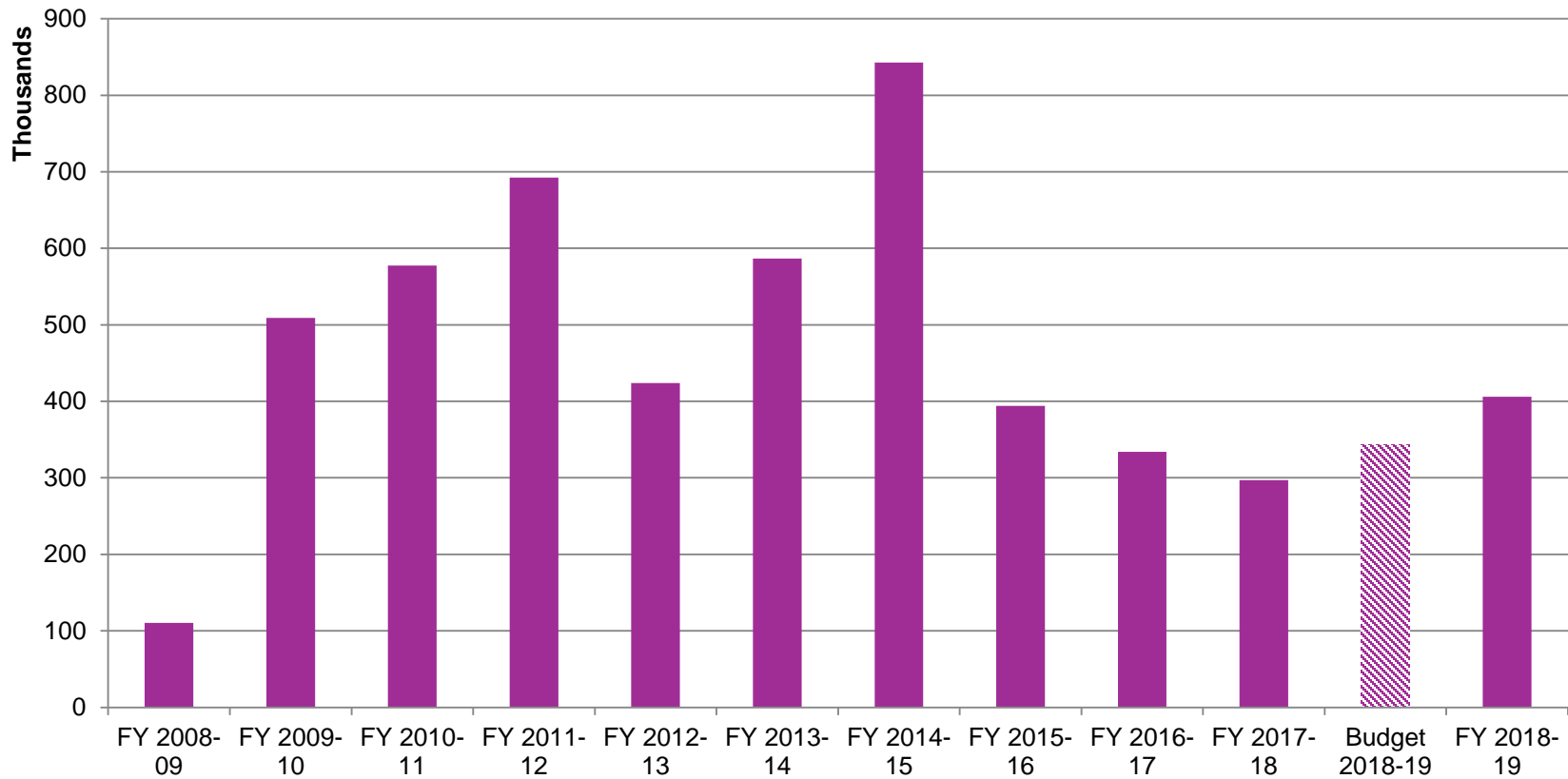
# EXPENSES BY FUNCTION JULY YTD

## Remissions and Exemptions



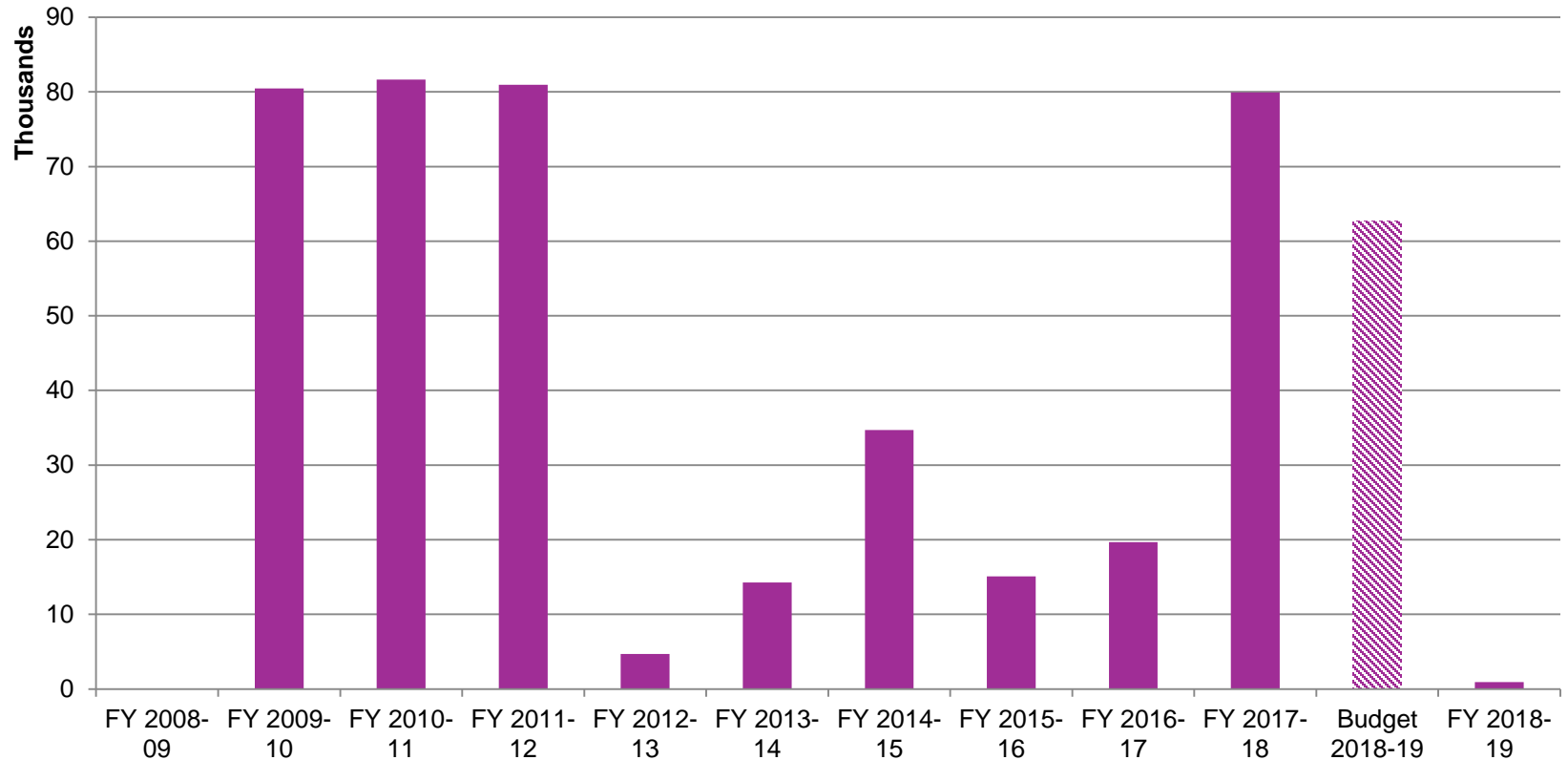
# EXPENSES BY FUNCTION JULY YTD

## Auxiliary Services

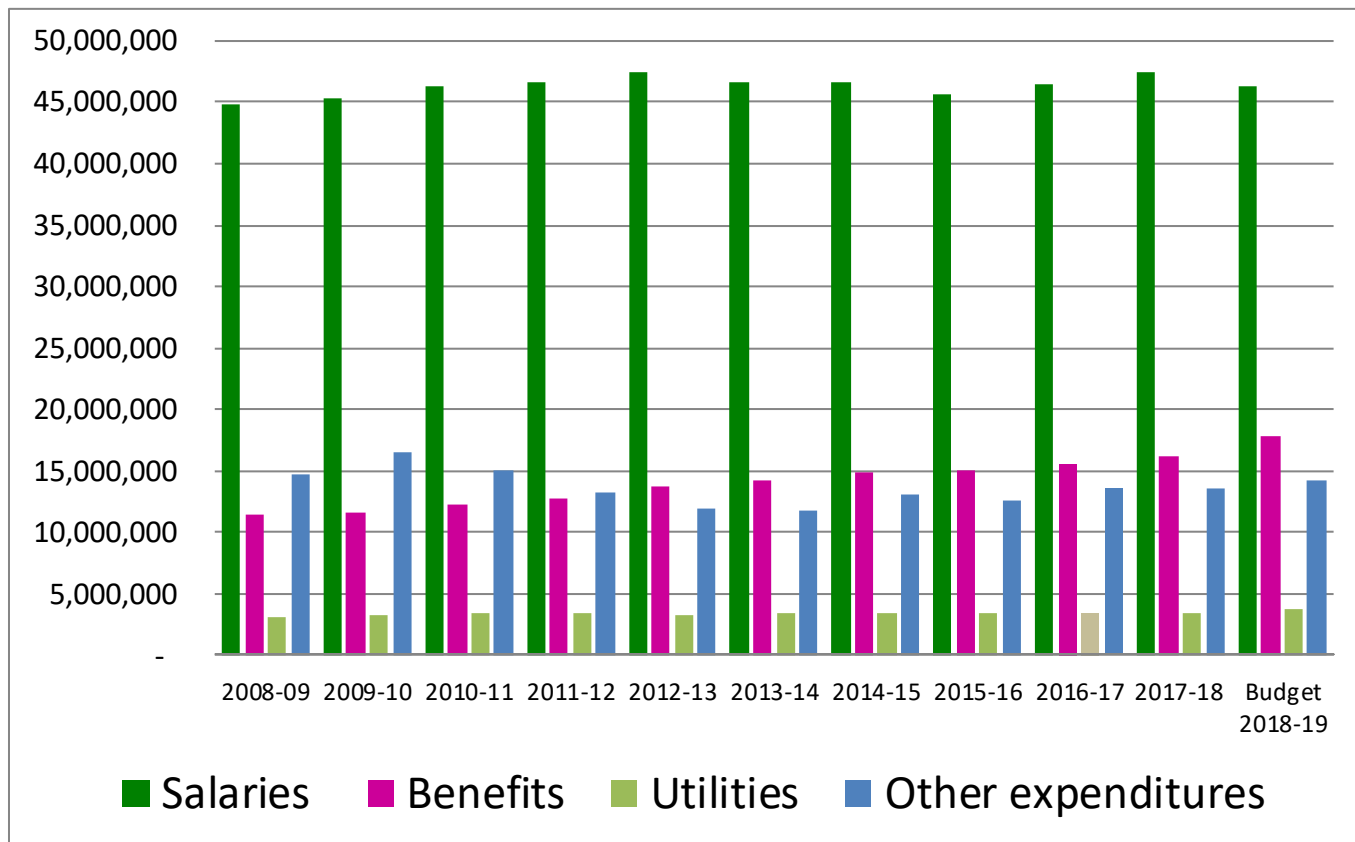


# EXPENSES BY FUNCTION JULY YTD

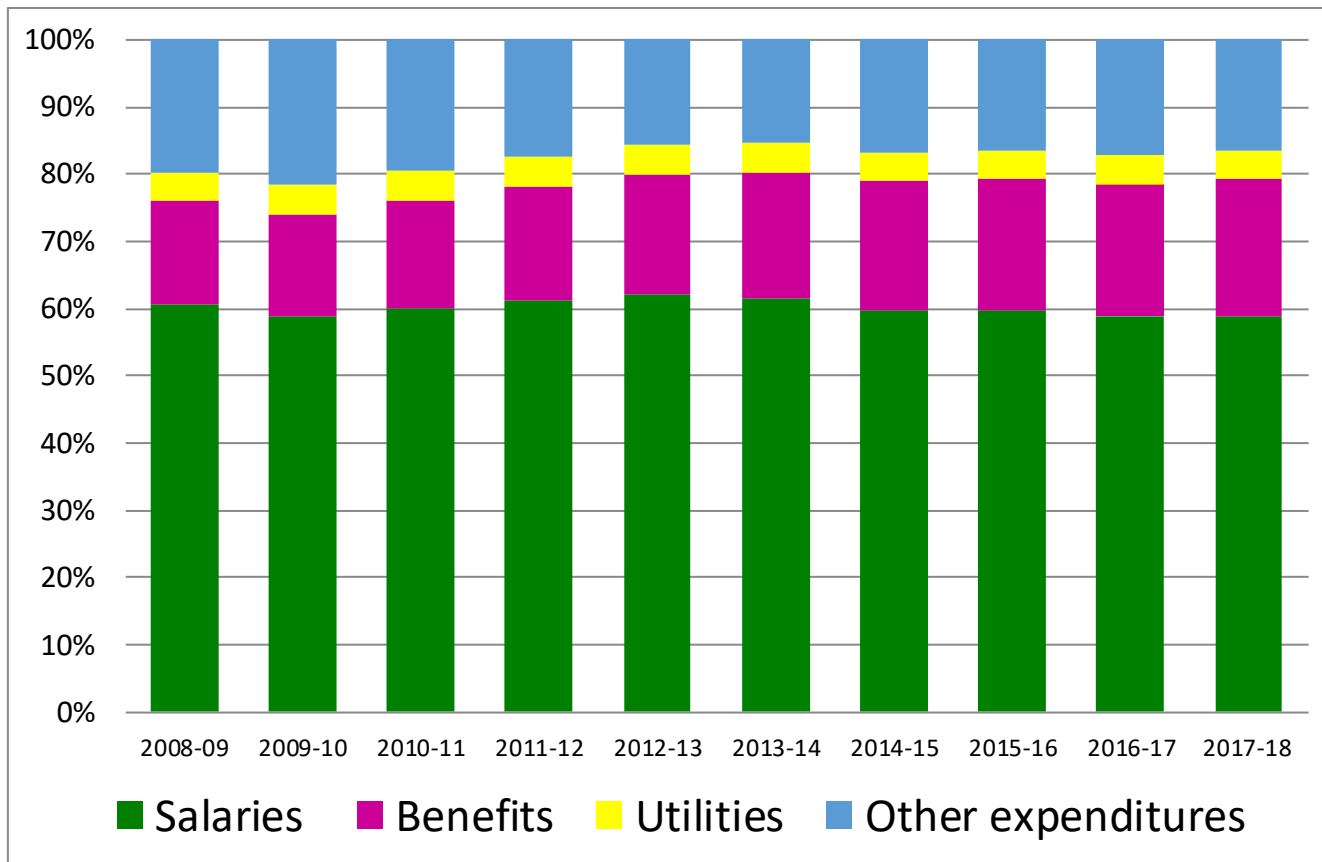
## Capital



# Operating Expenses



# Expenses



# BUDGET ANALYSIS @ 6/30/18

## BEFORE YEAR END CLOSING JOURNAL ENTRIES

	OPERATING BUDGET	YEAR- TO-DATE BUDGET	CURRENT YEAR ACTUAL	VARIANCE AMOUNT**	PRIOR YEAR ACTUAL	ANNUAL GROWTH AMOUNT	ANNUAL GROWTH %
<b>REVENUES</b>							
STUDENT	\$50,668,000	\$50,668,000	\$50,282,324	(\$385,676)	\$50,259,000	\$23,324	0%
LOCAL GOVERNMENT	9,000,000	9,000,000	9,563,583	563,583	9,087,327	476,256	5%
STATE BOARD	17,300,000	17,300,000	17,534,970	234,970	17,616,017	(81,047)	(0%)
AUXILIARY SERVICES	6,841,000	6,841,000	5,808,571	(1,032,429)	6,207,149	(398,578)	(6%)
OTHER	2,068,500	2,068,500	2,654,366	585,866	2,312,124	342,242	15%
<b>TOTAL REVENUES</b>	<b>\$85,877,500</b>	<b>\$85,877,500</b>	<b>\$85,843,814</b>	<b>(\$33,686)</b>	<b>\$85,481,617</b>	<b>\$362,197</b>	<b>0%</b>
<b>EXPENDITURES</b>							
INSTRUCTIONAL	\$39,062,214	\$39,062,214	\$39,412,588	\$350,374	\$39,541,773	(129,185)	(0%)
ACADEMIC SUPPORT	6,517,651	6,517,651	6,342,649	(175,002)	6,332,311	10,338	0%
STUDENT SUPPORT	5,278,312	5,278,312	4,912,189	(366,123)	5,105,282	(193,093)	(4%)
OPERATIONS & MAINTENANCE	10,422,140	10,422,140	9,440,798	(981,342)	9,738,244	(297,446)	(3%)
ADMINISTRATIVE & GENERAL	11,329,875	11,329,875	10,714,929	(614,946)	9,381,893	1,333,036	14%
TECHNOLOGY	3,216,543	3,216,543	3,191,535	(25,008)	3,332,944	(141,409)	(4%)
REMISSIONS AND EXEMPTIONS	1,730,000	1,730,000	2,028,794	298,794	1,881,755	147,039	8%
AUXILIARY SERVICES	5,884,488	5,884,488	4,995,056	(889,432)	5,774,085	(779,029)	(13%)
CAPITAL	643,221	643,221	1,350,420	707,199	371,150	979,270	264%
DEBT SERVICE	1,793,056	1,793,056	1,750,094	(42,962)	1,668,864	81,230	0%
<b>TOTAL EXPENDITURES</b>	<b>\$85,877,500</b>	<b>\$85,877,500</b>	<b>\$84,139,052</b>	<b>(\$1,738,448)</b>	<b>\$83,128,301</b>	<b>\$1,010,751</b>	<b>1%</b>

Questions?





**GREENVILLE TECH FOUNDATION, INC.  
RECOGNITION LEVELS**

**ANNUAL GIVING CLUBS:**

Friends Club:	Up to \$99 annual gift.
Century Club:	\$100 - \$249 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event.
Campus Club:	\$250 - \$499 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event.
VIP Club:	\$500 - \$999 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event.
Palmetto Club:	\$1,000 - \$2,499 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event.
Scholars Club:	\$2,500 - \$4,999 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses for the year the gift is made.
Benefactors Club:	\$5,000 - \$9,999 annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.
Director's Club:	\$10,000 or higher annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.
President's Club:	\$25,000 or higher annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses
Commissioner's Club:	\$50,000 or higher annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.
Chairman's Club:	\$100,000 or higher annual gift - Name in Annual Report; Invitation to Annual Donor Recognition Event; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.



**LIFE-TIME GIVING SOCIETIES:**

President's Society:	\$100,000 - \$249,999,999 life-time, cumulative gifts
Chairman's Society:	\$250,000 – \$499,999 lifetime, cumulative gifts
Society of 1962:	\$500,000 - \$999,999 lifetime, cumulative gifts
Founder's Society:	\$1,000,000 - \$2,999,999 lifetime, cumulative gifts
Visionary Society:	\$3,000,000 or more lifetime, cumulative gifts

**NAMING OPPORTUNITIES:** (All payable within 5 years.)

Named Endowed Scholarship: \$50,000 or more gift for one-year scholarship or \$25,000 or more gift for partial scholarship - Appears in College Catalog and Foundation Annual Report; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

Named Endowed Fund: \$25,000 or more restricted gift whose use is designated by the donor - Appears in Foundation Annual Report; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

Named Endowed Chair: **\$100,000** or more restricted gift endowed chair - Appears in Foundation Annual Report; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

**Named Room or Office\*** \$25,000 - Appears in Foundation Annual Report; Engraved plaque in room or office; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

**Named Classroom\*** \$50,000 - Appears in Foundation Annual Report; Engraved classroom plaque; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

**Named Laboratory\*** \$100,000 - Appears in Foundation Annual Report; Engraved plaque at lab; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

**Named Auditorium\*** \$250,000 - Appears in Foundation Annual Report; Engraved plaque at auditorium/conference room; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses.

**Named Existing or New Building\*** Minimum of **\$2 million** or **20%** of the estimated replacement cost of an existing building, or **20%** of the cost of a new building, whichever is greater – Appears in Foundation annual Report; Name on building; Engraved plaque in building lobby; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses. If building use changes or building is demolished, then college will recognize the donation in another appropriate manner.

**Named Campus\***

Minimum of \$4 million – Appears in Foundation annual Report; Name on entrance of campus; Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses

Legacy Society:

Including the Foundation in the donor's estate for a minimum of \$10,000 – Name in Annual report beginning the year the intent is established. The year it is fulfilled: Recognition on Wall of Honor at the Barton, Brashier, Benson, and Northwest campuses

NOTE 1: The Greenville Technical College Area Commission reserves the right to approve the naming of classrooms, labs, buildings, and other physical assets prior to commitment. Maintenance of names on buildings and other physical assets is at the discretion of the Area Commission.

NOTE 2: For all entities identified with an asterisk (\*) the gift will be designated for use for the construction, equipping, furnishing, and upgrades of the named entity.