



**Minutes  
Greenville Technical College Area Commission  
Northwest Campus  
Building 402, Heritage Hall**

**November 14, 2018**

**Members Present**

Coleman Shouse, Chair  
Hunter Howard, Secretary  
Kenneth Southerlin, Treasurer  
James Blakely  
Jo Hackl  
Dean Jones  
Ray Martin  
Keith Smith

**Member Absent**

David Stafford  
Dr. Burke Royster  
Ray Lattimore  
Paul Batson

**Staff Present**

Dr. Keith Miller, President  
Jacqui DiMaggio  
Wendy Walden  
Dr. Matteel Jones  
Susan Jones  
Lauren Simer  
Ann Wright  
Eric Bedingfield  
Becky Mann  
Jennifer Moorefield

**Guests**

Keith Munson

**Visitors**

Brian Craft, Work Day

**Call to Order and Welcome**

Chair Shouse called the meeting to order at 12:21 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. Chair Shouse acknowledged that the agenda was posted on the GTC website. Chair Shouse also acknowledged that a quorum of board members was present.

Chair Shouse thanked Chef Alan Scheidhauer, the Culinary Institute staff, and the Culinary Institute students for graciously hosting the spectacular lunch.

Dr. Miller stated that per the board's request to bring students in to share their college experience, a student was on the agenda. Ms. Moorefield, associate vice president for Economic Development and Corporate Training (EDCT), introduced Mr. Dreco Leemon, a non-traditional student and League Manufacturing employee. Mr. Leemon described his experience at the college as a positive success story and one offered through the partnership and support of League Manufacturing and EDCT.

### **Approval of Minutes**

Ms. Hackl made a motion to approve the September 19, 2018, minutes as submitted. Mr. Howard seconded the motion. The motion carried.

### **Finance Report**

Mr. Southerlin called on Ms. DiMaggio to present the October financials (see attached).

### **Audit Committee**

Mr. Howard stated that the Audit Committee met earlier that morning. Three agenda items were discussed: 1) Soteria Security Assessment Report focusing on the college's firewall architecture and internet-facing assets; 2) Safety, Security and Emergency Management Review by consultant Mr. Klay Peterson; and 3) Internal Audit Report. Action plans were submitted for the assessments.

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

Mr. Jones stated that the committee met earlier that morning to review a request to approve the Cybersecurity Certificate in Applied Science. This certificate is designed to meet the training needs for both present and future networking administrators, systems administrators, and cybersecurity professionals. The 33 hour course is mapped to the National Security Agency/Department of Homeland Security (NSA/DHS) Knowledge Units. This program will provide entry-level training in the field of cybersecurity analysis and engineering. On behalf of the committee, Mr. Jones presented a motion for approval of the Cybersecurity Certificate in Applied Science. The motion carried.

### **President's Report**

Dr. Miller reminded the board of two upcoming events:

- The Joint Board Meeting with the County Council and the Legislative Delegation will be held on December 12, 2018, at the Center for Manufacturing Innovation beginning at 11:00 a.m.
- Commencement will be held on December 14, 2018, at the Greenville Convention Center with two ceremonies, 10:00 a.m. and 2:00 p.m.

The Marketing, Recruiting and Enrollment Committee met on November 13, 2018. At Mr. Martin's request, Dr. Jones provided a general summary with the handout of the enrollment funnel best practices session that she and Chair Shouse presented at last month's ACCT conference in New York. The presentation was approximately 90 minutes long with standing room only to an audience of college presidents, board members, and system presidents. The presentation received a huge response with an outpouring of business cards for information and invitations to present in person and via conference call. Chair Shouse commended Dr. Jones on her leadership and implementation in this area.

Mr. Batson was unable to attend and will present the SCATCC and CHE updates at next month's meeting.

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There being no old or new business, Mrs. Hackl made a motion to adjourn. Mr. Howard seconded the motion. The motion carried.

The meeting adjourned at 1:00 p.m.

# FINANCIAL UPDATE

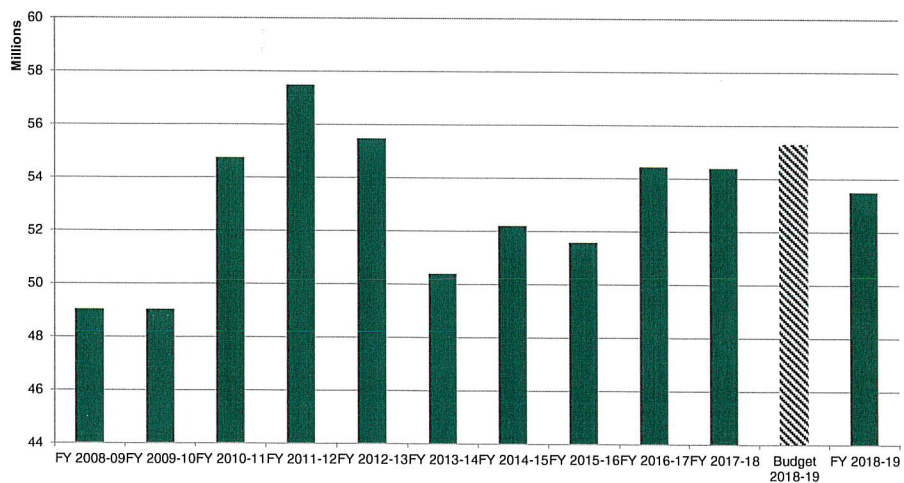
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Area Commission  
November 14, 2018

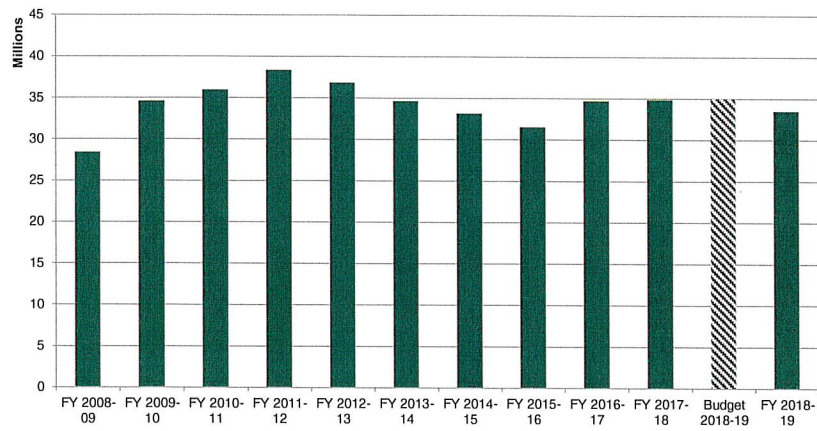


## REVENUES OCTOBER 31 YEAR-TO-DATE

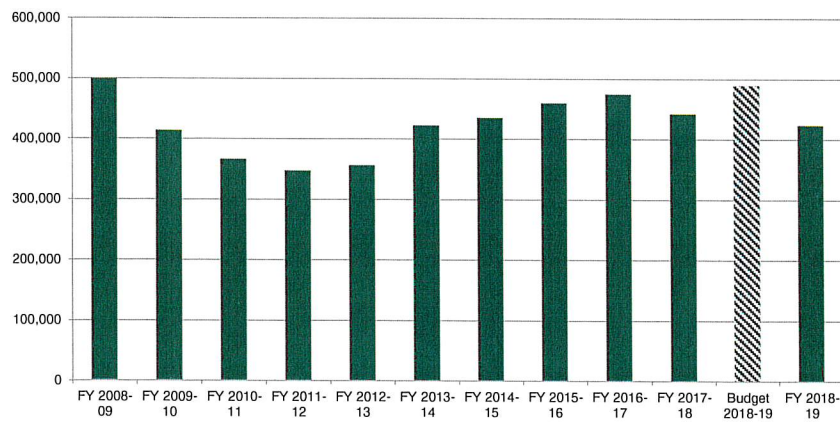
**Total Revenues**



## REVENUES OCTOBER 31 YEAR-TO-DATE Student Revenues

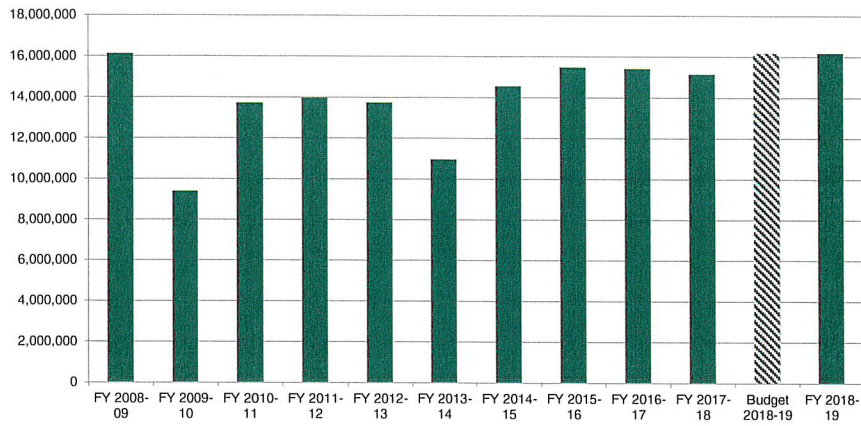


## REVENUES OCTOBER 31 YEAR-TO-DATE County Revenues



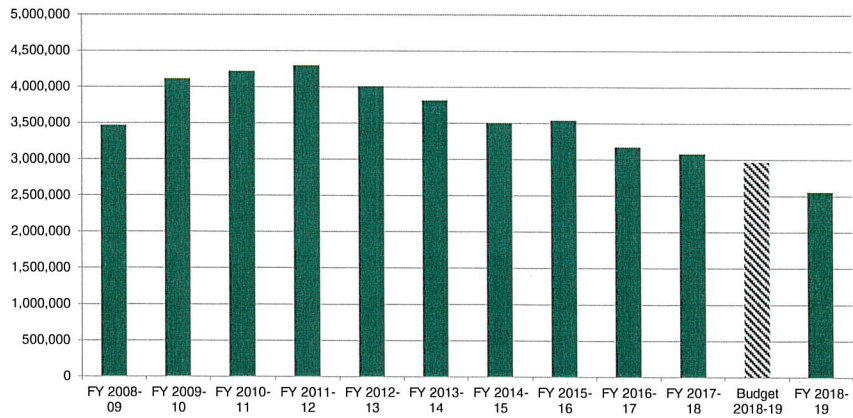
## REVENUES OCTOBER 31 YEAR-TO-DATE

### State Appropriations

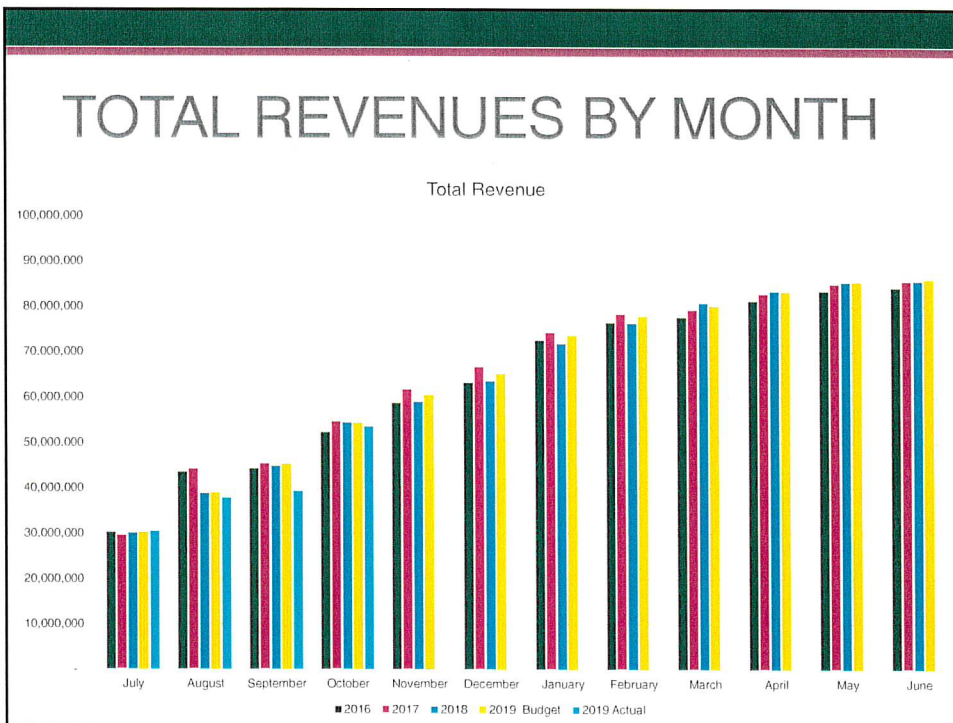
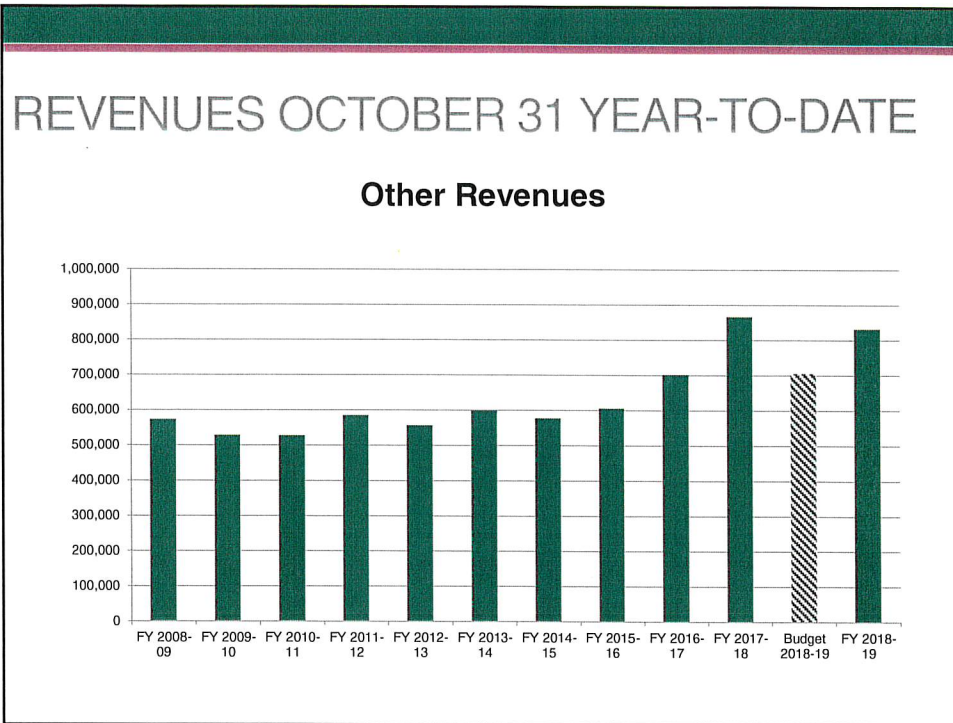


## REVENUES OCTOBER 31 YEAR-TO-DATE

### Auxiliary Services

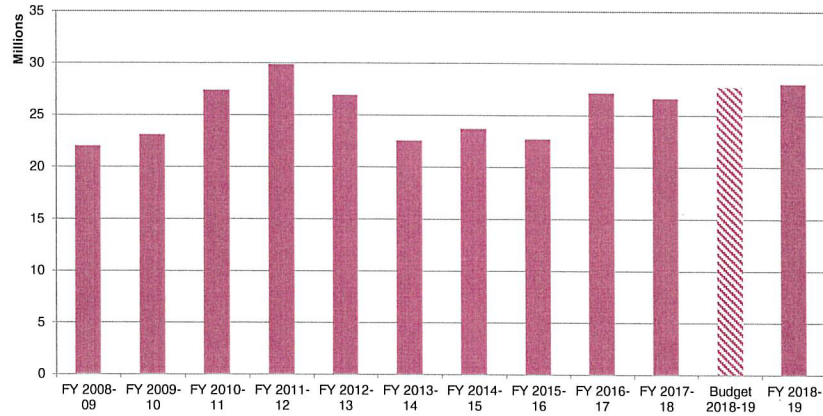






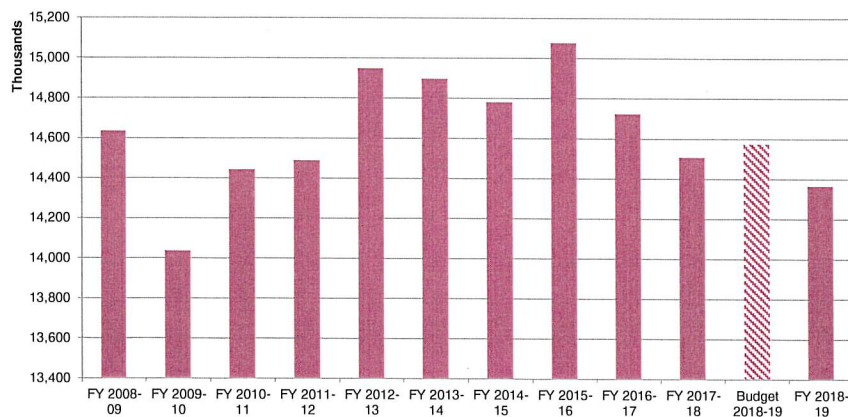
## EXPENSES OCTOBER 31 YEAR-TO-DATE

### Total Expenses



## EXPENSES BY TYPE OCTOBER 31 YTD

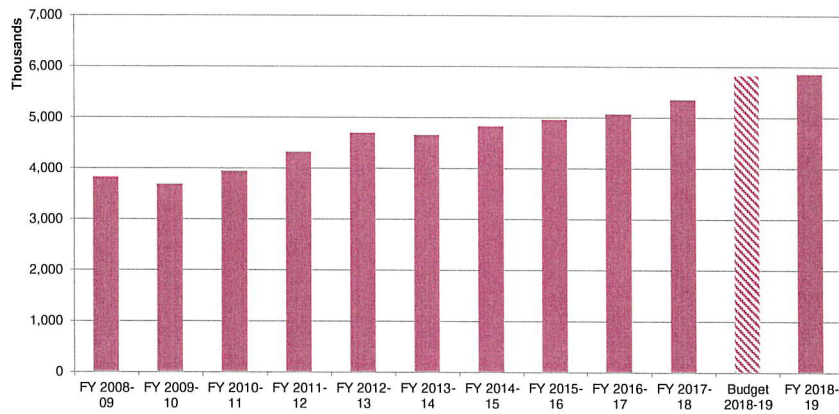
### Salaries





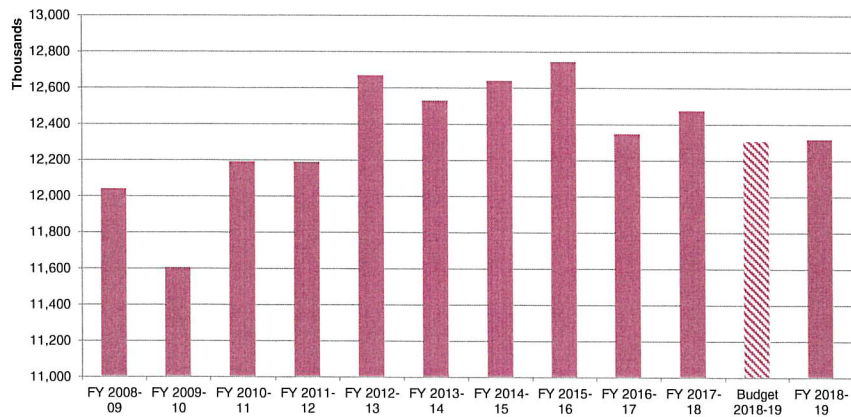
## EXPENSES BY TYPE OCTOBER 31 YTD

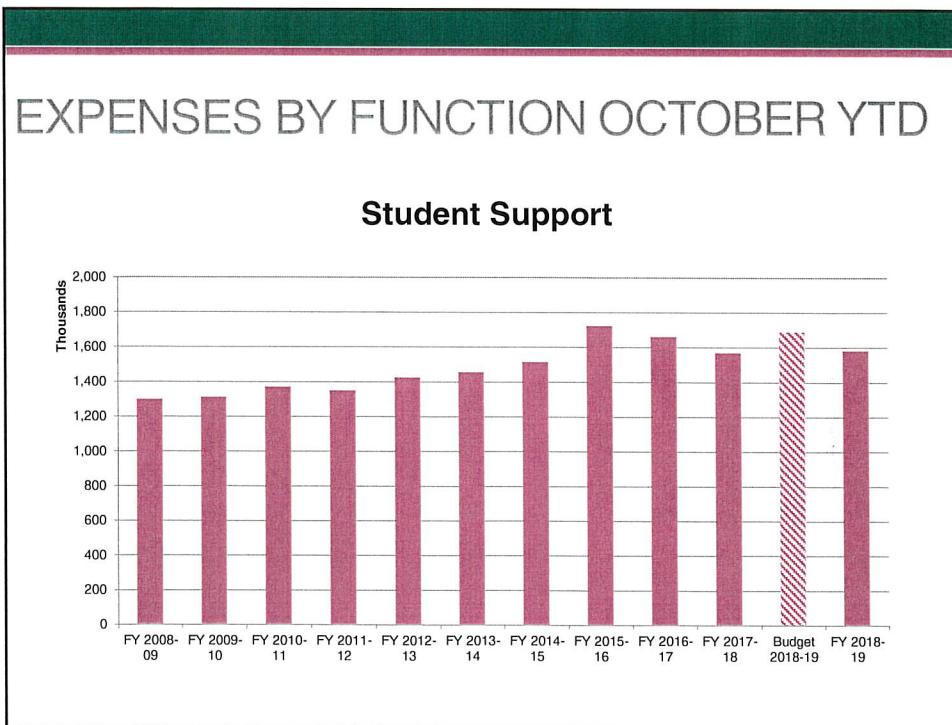
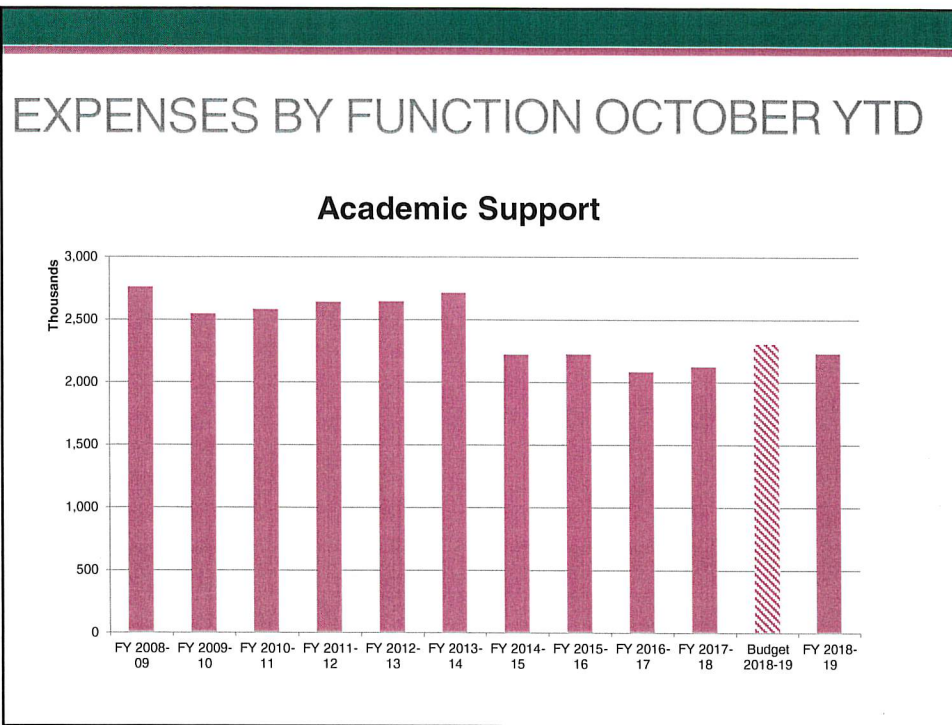
### Benefits



## EXPENSES BY FUNCTION OCTOBER YTD

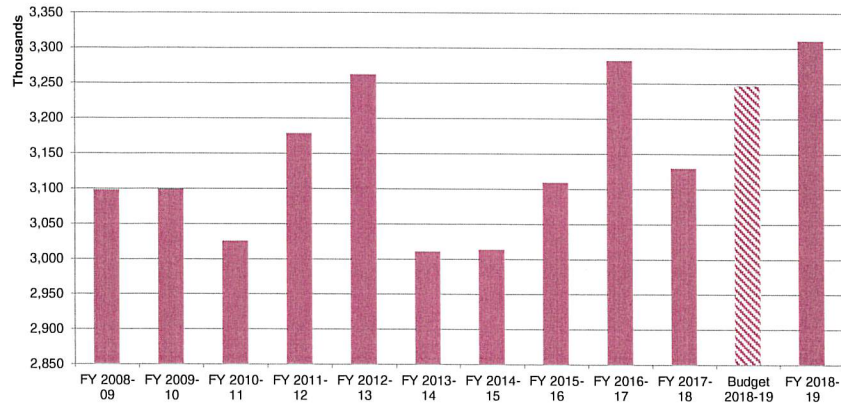
### Instructional





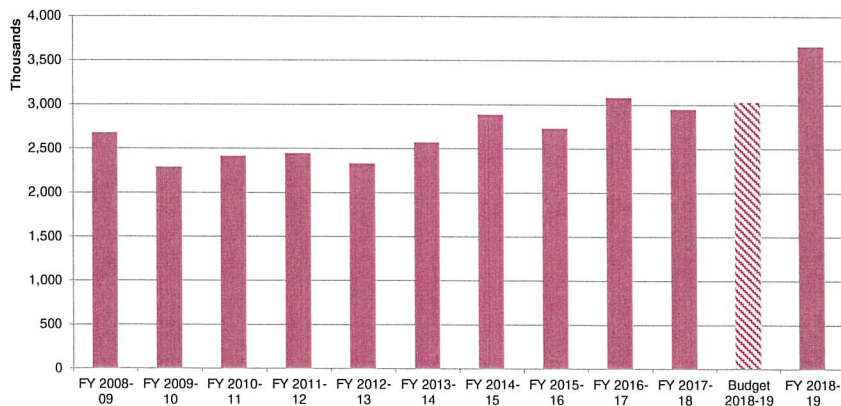
## EXPENSES BY FUNCTION AUGUST YTD

### Operations and Maintenance



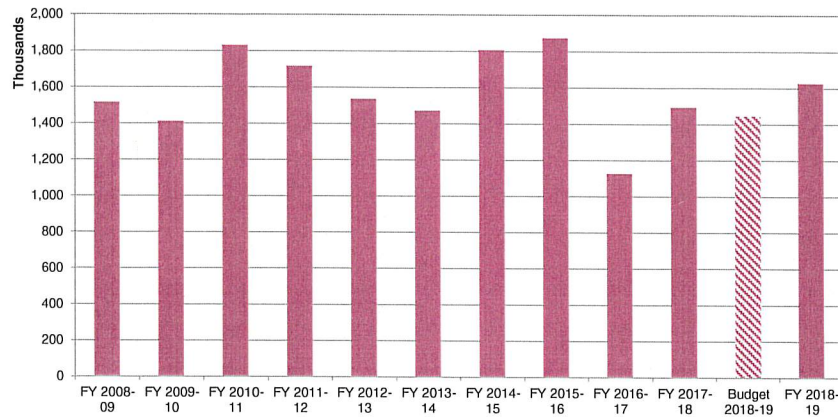
## EXPENSES BY FUNCTION OCTOBER YTD

### Administrative and General



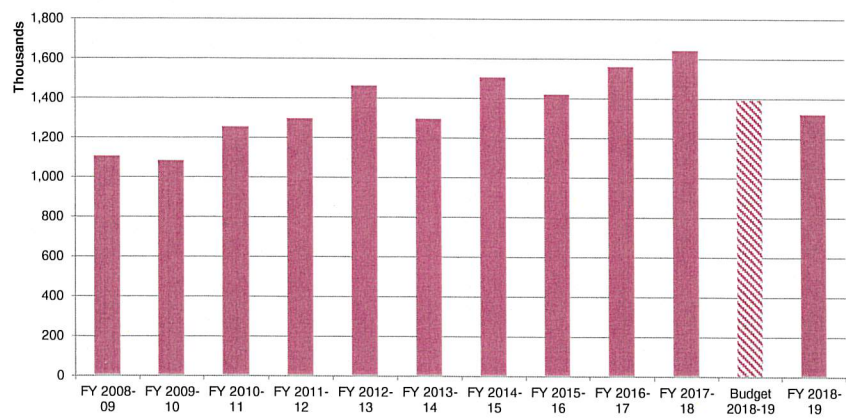
## EXPENSES BY FUNCTION OCTOBER YTD

### Technology



## EXPENSES BY FUNCTION OCTOBER YTD

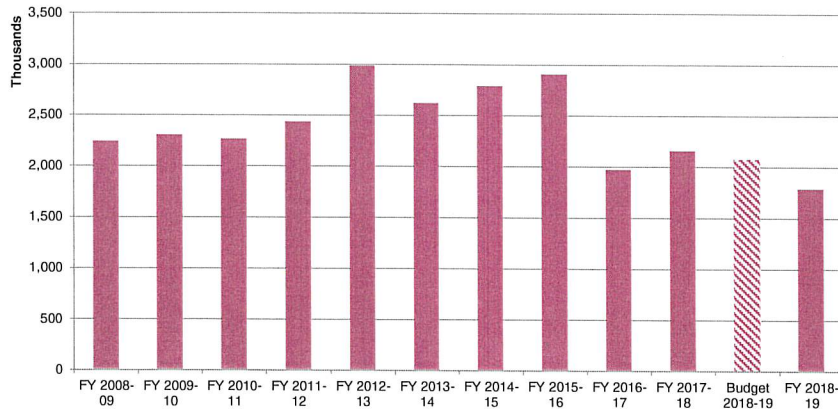
### Remissions and Exemptions





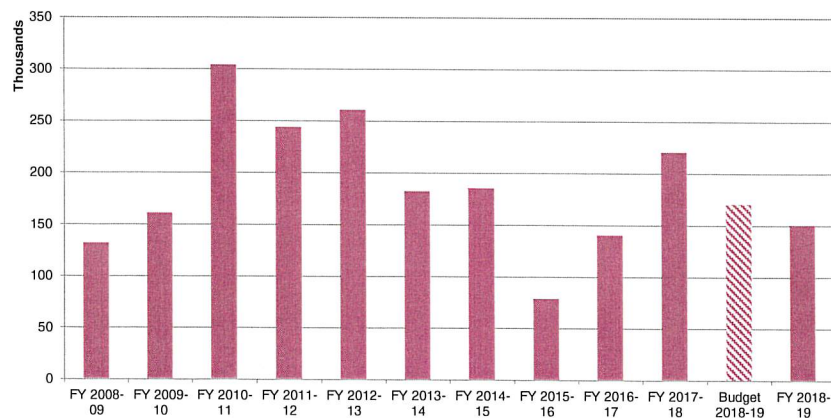
## EXPENSES BY FUNCTION OCTOBER YTD

### Auxiliary Services

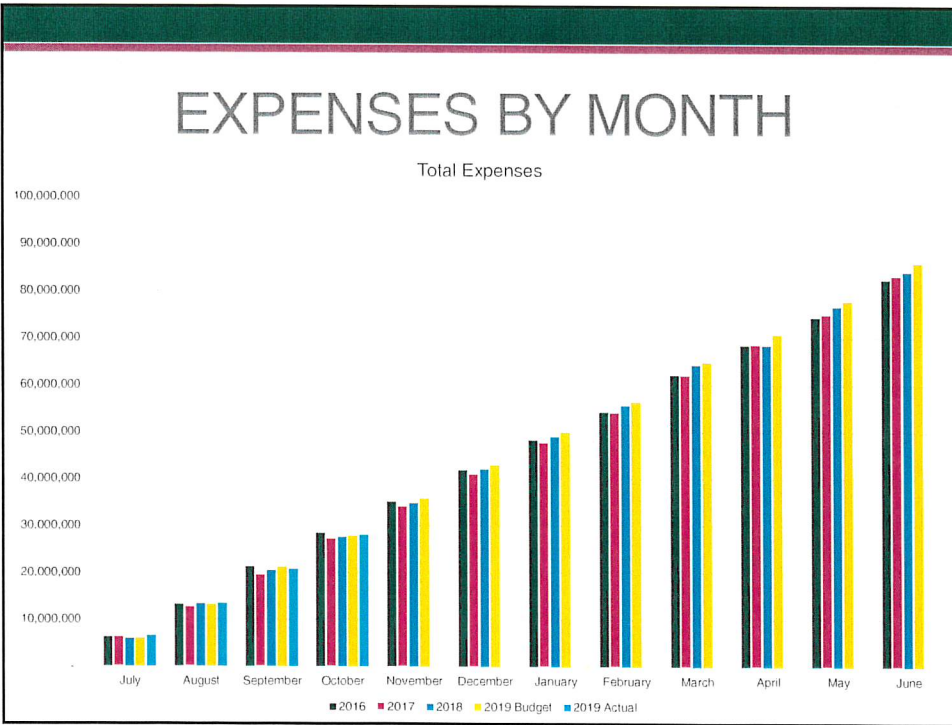
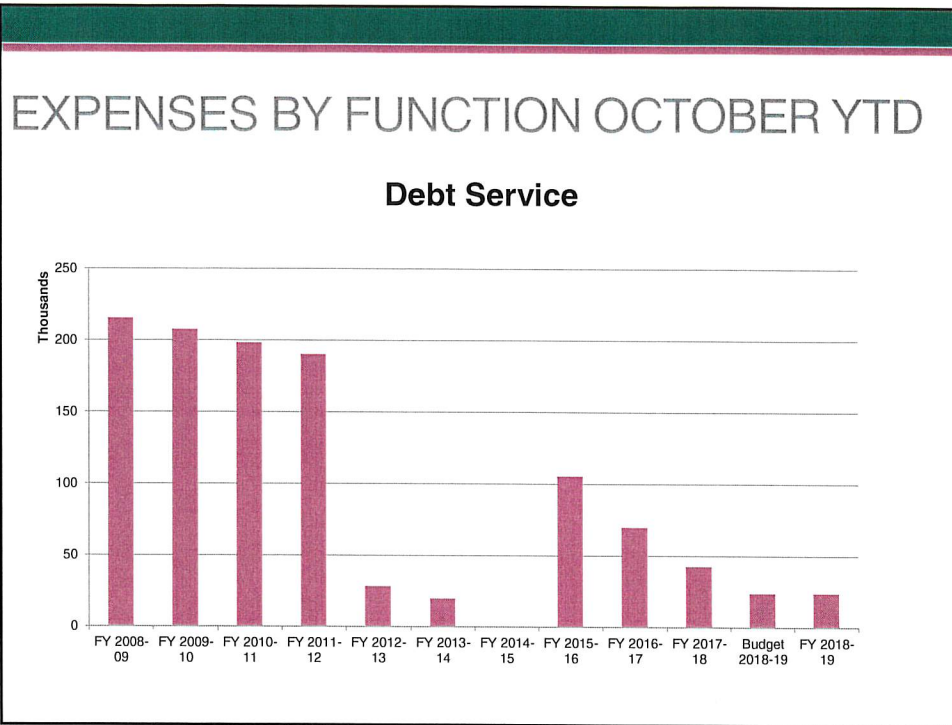


## EXPENSES BY FUNCTION OCTOBER YTD

### Capital



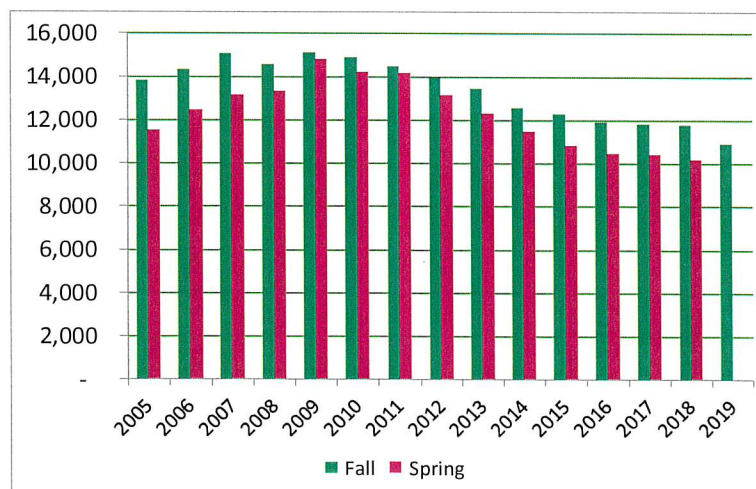




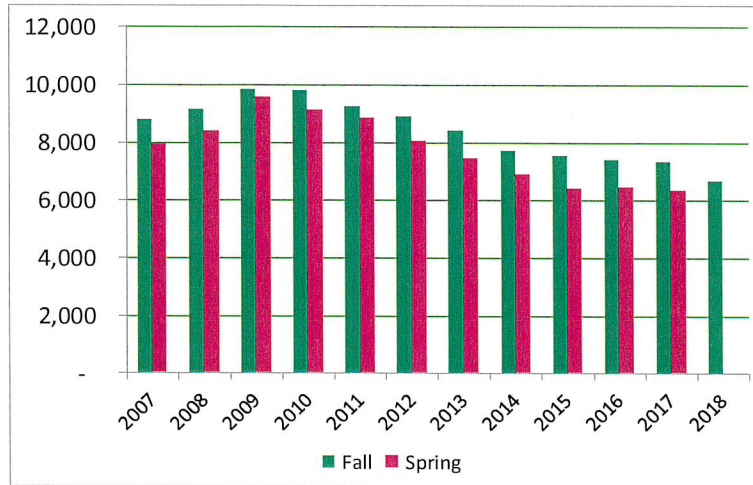
# Questions?



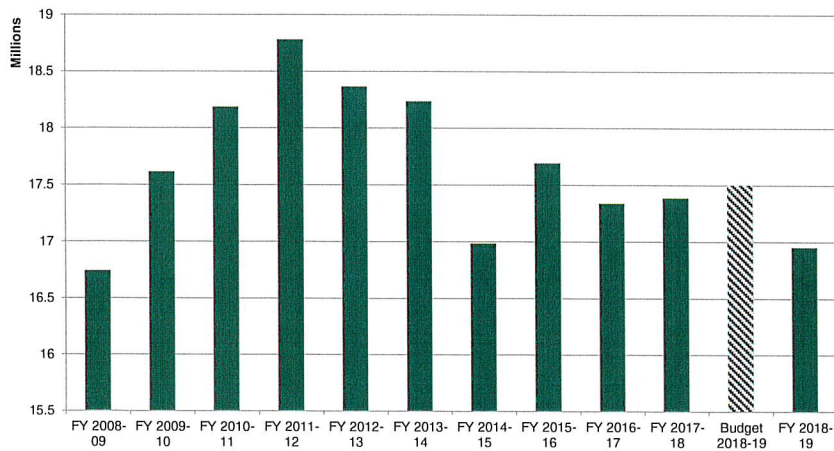
## Student Headcount



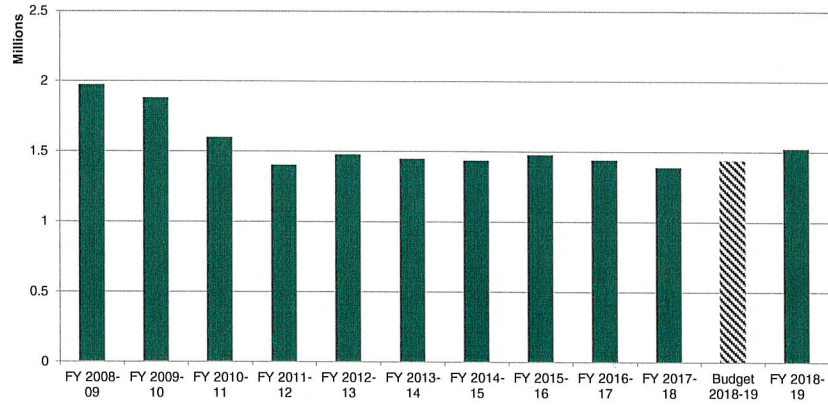
## Full Time Equivalent Student



## FALL CURRICULUM TUITION



## SUMMER CURRICULUM TUITION



## EDCT TUITION

